

**Standardized
care designed
around you.**



**Skin
Health**



**Make skin health
second nature**

The challenges you face every day.

Lack of standardization

- Large formularies lead to incorrect product use or treatment
- Inconsistent processes and practices lead to cost variations
- Inconsistencies in assessment tools and education lead to practice variations

Limited skin health knowledge

- Nurses lack confidence and want more skin and wound care education



Staff empowerment

- Staff retention
- Onboarding staff is costly
- Lack of education contributes to staff doubt and employment dissatisfaction

Orders from prescribers

- Lack of formulary compliance results in higher costs and inconsistencies
- Best practices get overlooked

By the numbers:

1 in 5 Residents affected by **skin injuries** each year¹

40% RN **turnover rate** in LTC²

Up to **\$5k** Average cost to **replace an employee** in senior care³

Together, we make it easier for caregivers to do the right thing.

We look for ways to make skin health second nature.

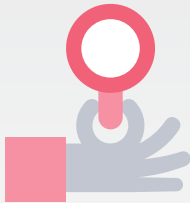
We pair the right system of products with the right education and support to give your team the tools and self-assurance they need to succeed.

We empower caregivers to consistently follow evidence-based best practices in skin health, positively impacting your clinical and financial outcomes.

We offer you a holistic solution with
3 synergistic components.

Our expert guidance, caregiver education and system of products promote clinical excellence and operational efficiency.

Best Practice Expertise



Customized recommendations based on insights from industry, clinical and operational benchmarks.

Caregiver Education



Training and education that help care providers function more consistently and effectively.

System of Products



Intuitive, complementary and multi-functional system of products paired with utilization recommendations to support best practices.

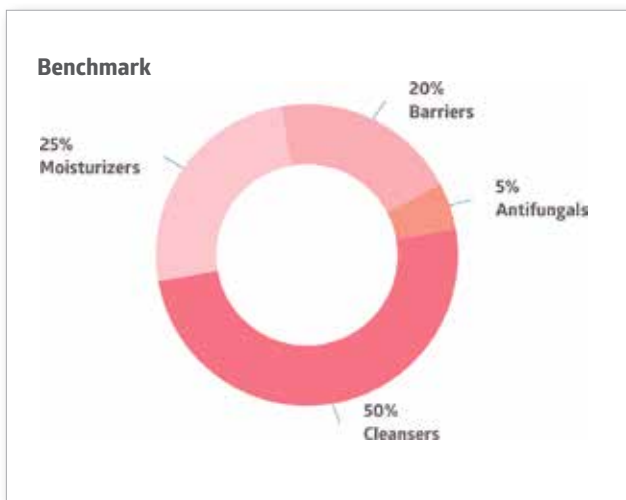
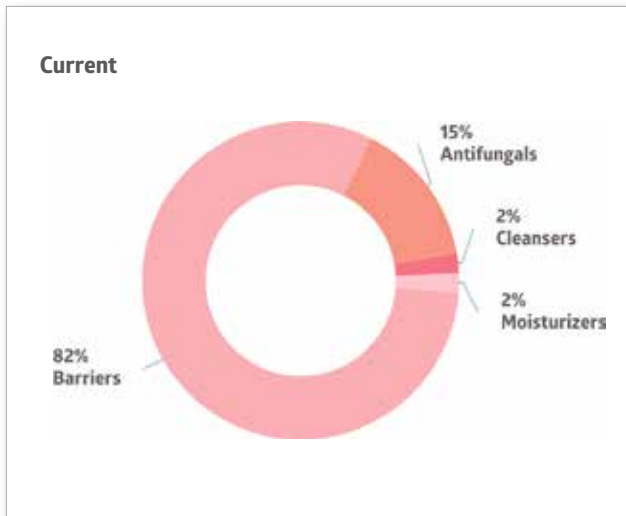
Best Practice Expertise

We deliver actionable recommendations that positively impact outcomes.

Supply Utilization Review

Starting with a baseline, we look at your current SKU list, number of vendors and spend to identify standardization and SKU consolidation opportunities.

How do you spend your skin care budget?



Sample report

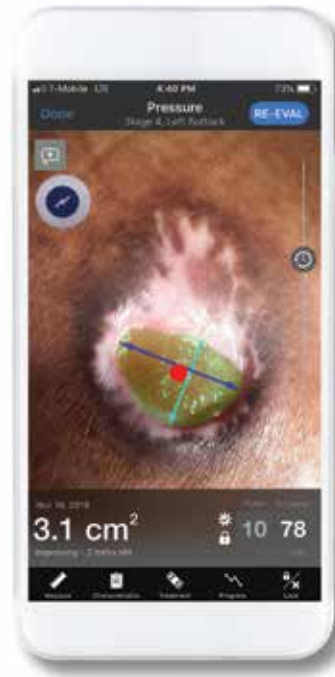
Operational Risk Assessment (Level I)

We collect and analyze your data to uncover areas of clinical, financial and operational risk to positively impact outcomes.

NE1® Wound Management System

Combines the latest imaging technology with the patented NE1 assessment methodology to help caregivers easily and accurately measure and classify wounds.

- Improve assessment and documentation
- Track risk and healing trends
- Achieve secure and seamless care coordination
- Demonstrate results



NE1 Wound Management System – mobile wound management made easy.

Caregiver Education

Sustained results are possible with best practices. Our education and training offerings help you empower caregivers and foster a culture of excellence.

Skin Champion™ Program

Education for nurses and caregivers

- Developed by physicians, APNs and WOC nurses
- Multiple virtual learning resources and on-site education
- Facility-led, train-the-trainer model
- Interactive learning tools (shown below)
- Total of 24 pre-built learning modules over 48 months (also contained on a flash drive)

Skin Matters™

Empower certified nursing assistants

- Facility-led education to train and instruct
- 8 pre-built learning modules (also contained on a flash drive)
- Competency assessments to check for learnings
- Bedside reference guide

Skin Champion program includes:



Your starter kit includes everything you need to get your team up and running with the first 3 modules.

A new supplemental kit will arrive every 6 months with 3 modules contained on a convenient flash drive.

Skin Matters includes:



Your binder includes 8 modules to improve skin health outcomes.

Bedside reference guide provides education and tips at the point of care.

Medline University on HealthStream®

Exclusive online education and tools

- Skin Health course curriculum: 50+ courses and 20 CEs to reinforce best practices
- Skin Health resource center: articles, webinars and patient education
- Clinical and product guides: education for caregivers and patients to enhance care quality
- Knowledge Assessment tests staff's current knowledge and attitude, and provides a customized education curriculum



System of Products

Our complete line of products promotes skin wellness from prevention to intervention and treatment. We help guide your product selection to drive compliance, improve outcomes and control costs.

Comprehensive product portfolio

Prevention



Advanced skin care

Intervention



Offloading devices

Support surfaces

Patient handling and repositioning

Bedside guidance

Color-coded product system

Color-coded packaging makes it easy for staff to identify Remedy skin care products by their clinical use.



CLEANSE



MOISTURIZE



GUARD



PROTECT



TREAT

Intuitively designed products

Educational packaging provides a simple application guide for advanced wound care products.





Nutrition

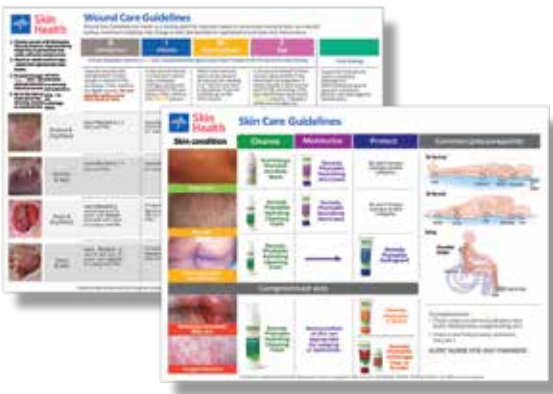
Treatment



Advanced wound care

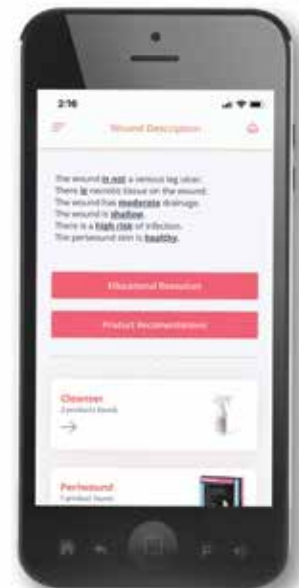
Best Practice Guidelines

Practical guidelines are designed as a starting point for your staff, as an approach to holistic skin health management. This systematic approach is a proven roadmap for better care.



Product Selector App

Convenient mobile tool gives your staff customized product and education recommendations, including easy access to our Skin Health hotline. Easily integrates with your facility's formulary for increased efficiency and standardization.

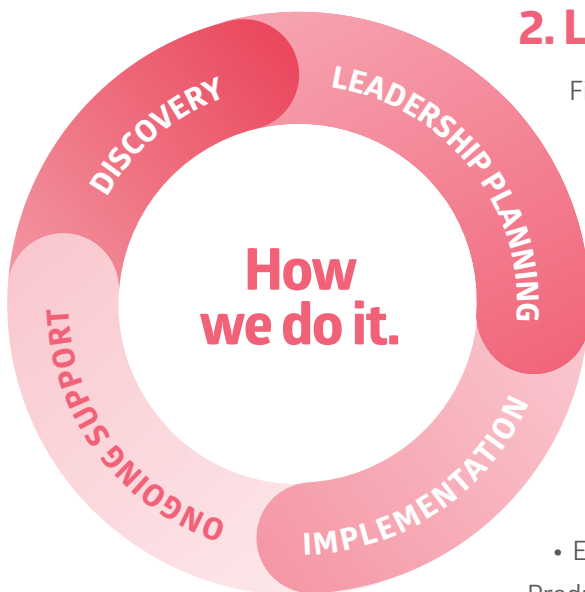


We identify opportunities, provide sound recommendations and deliver results.

1. Discovery

We assess your operations through product and practice observation, including:

- Staff surveys
- Environmental observation
- Chart reviews



2. Leadership Planning

First, we present findings and recommendations. Next, we work together to identify what recommendations you want to address and when you want to tackle them.

3. Implementation

We work closely with your staff to ensure a seamless and successful rollout, including:

- Onboarding
- Education and training
- Product in-servicing

4. Ongoing Clinical Support

Our clinical specialists help keep your staff engaged and prepared to promote better care.

Customized Options

Together, we build a skin health solution designed to meet your needs and goals.

We flex as you grow, incorporating new program elements, creating greater value and driving improved outcomes.

	Program elements	Integrated Partnership	Enhanced Partnership
Standardization	Guidelines and Formulary	•	•
	Level I: Operational Risk Assessment	•	•
	Level II: Operational and Clinical Risk Assessment	•	
	Product Selector App	•	•
	Support Surface and Seating System Assessments	•	•
	NE1® Wound Management System with special pricing	•	
	Clinical and Business Reviews	•	•
Staff knowledge and empowerment	Skin Champion™ Program (for RNs and caregivers)	•	
	Skin Matters™ Program (for CNAs)	•	
	Exclusive Medline University Courses on HealthStream®	•	•
	Best Practice Guidelines with Competency Testing	•	
	Knowledge Assessment with Course Recommendations	•	
	Disease State Training (diabetes, COPD, sepsis, etc.)*	•	
Orders from prescribers	How-to Clinical and Product Guides for Caregivers and Patients	•	
	Product Education Videos with Competency Testing	•	•

*Program to come in 2020.

More **skin health** resources.

Skin Health hotline

Live, certified wound care clinicians and dietitian support **1-888-701-SKIN (7546)**, M-F, 8 am to 5 pm CT.

Quarterly Skin Health webinars

Stay current on clinical best practices. Watch for our email invitations or visit **MedlineSkinHealth.com** to sign up or watch an on-demand webinar

Healthy Skin magazine

Explore the latest issues and trends in skin health. Download the latest issue at **MedlineSkinHealth.com**

Top Stories e-newsletter

Sign up and enjoy the latest wound and skin care articles, videos, webinars and more delivered straight to your inbox every month. Visit **MedlineSkinHealth.com**



Breakroom poster promoting Skin Health Hotline

Healthy Skin magazine featuring the latest trends in skin health

Questions about Skin Health Solutions? Contact your Medline Representative today.



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¹ Lablanc K, Prevalence of skin tears in a long-term care facility. Journal of Wound Ostomy and Continence Nursing. 2013 Nov-Dec;40(6):580-4. <https://www.ncbi.nlm.nih.gov/pubmed/24097069>

² Deborah Quilter, What Some Nursing Homes Do To Retain Quality Staff, Forbes, June 11, 2019. <https://www.forbes.com/sites/nextavenue/2019/06/11/what-some-nursing-homes-do-to-retain-quality-staff/#3a637a05589b>

³ Bland Jones, Cheryl, Revisiting Nurse Turnover costs, The Journal of Nursing Administration, Volume 38, No. 1 2008