Venous leg ulcer prevention and management protocol

Discover a system of products designed to follow best practices and improve outcomes

Make skin health second nature
Setting you up for skin health success

From hard-to-heal wounds and painful leg swelling to the increased risk of infection, caring for people with venous disease is more challenging today than ever before.

Our goal is to support you—and your growing list of obligations—with the right tools and best practices to manage this lifelong disease. Read on to learn how you can improve outcomes, help reduce clinical visits and change the numbers.

Venous disease by the numbers

<table>
<thead>
<tr>
<th>Impact on patients</th>
<th>Impact on providers and payers</th>
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<tbody>
<tr>
<td><strong>6 million</strong></td>
<td>Healing a VLU costs about <strong>$10,560</strong></td>
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<tr>
<td>people with advanced venous disease¹</td>
<td><strong>$15 billion</strong> annual cost of VLUs in the US⁶</td>
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<tr>
<td><strong>2 million</strong></td>
<td>VLUs that won’t heal can cause costs to triple to over <strong>$33,000</strong></td>
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<td>people with VLUs each year in the U.S.²</td>
<td><strong>$86/day</strong>³</td>
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<tr>
<td><strong>122 days</strong></td>
<td>Cost of treatment to heal an ulcer</td>
</tr>
<tr>
<td>healing time for a VLU³</td>
<td></td>
</tr>
<tr>
<td><strong>50%</strong></td>
<td>of VLUs last for 9 months or longer⁴</td>
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</tbody>
</table>
Discover a holistic approach to venous leg ulcers

We’ve done the work for you—identifying and developing the best-performing products to help improve skin health—from nutrient-rich supplements to a new kind of compression therapy.

Our holistic approach combines best practice expertise, caregiver education and a unique system of products to help prevent skin breakdown, manage symptoms and promote wound closure.

Proper nutrition to help improve clinical outcomes

Compression therapy to help reduce swelling and increase compliance

Advanced skin care to help nourish, protect and provide botanical based nutrition

Advanced wound care to help reduce the risk of infection, and manage moisture and debris in wounds
An evidence-based system of products for venous disease

Nutritional supplements

Encourage proper nutrition to support skin health and wound healing

Poor nutrition can delay wound healing. Individuals over 50 with chronic leg ulcers show low levels of zinc and vitamin C. They also lose significant amounts of protein in wound exudate.¹ Nutrient-rich dietary supplements and increased protein intake may help with wound healing.² ³

Active Critical Care
With 21 grams of protein in each 1-ounce serving, along with arginine, zinc and vitamin C, this supplement helps support the nutritional needs of patients with acute and chronic wounds.

Argument AT
Poor nutrition can delay wound healing. ArgiMent AT contains protein, amino acids, vitamin C, minerals and a prebiotic to help break the cycle of malnutrition and poor wound healing.

Advanced skin care

Nourish and protect at-risk skin to help manage complications

Give patients and caregivers the products they need to help protect irritated skin.

Remedy Intensive Skin Therapy Hydraguard-D Silicone Barrier Cream
Keep skin well-moisturized and protected from breakdown caused by the effects of excess exudate with 12.5% dimethicone.

Remedy Intensive Skin Therapy Calazime Skin Protectant Cream
Use zinc oxide for even stronger barrier protection. This soothing cream helps protect and treat the wet, open skin seen with venous dermatitis.
Advanced wound care

Help reduce infection and manage moisture within the wound dressing

If venous wounds develop, apply dressings that help manage and remove exudate. It’s also important to help reduce infection within the wound dressing.

Opticell Gelling Fiber Wound Dressing
This chitosan-based dressing absorbs heavy drainage while maintaining intimate contact with the wound bed.*

IoPlex Iodophor Foam Wound Dressing
Antibacterial iodine with controlled release technology which helps control infection within the wound dressing and manage biofilm based on in vitro testing.*

PluroGel Burn and Wound Dressing
This concentrated surfactant gel softens and loosens debris for easy removal. Also proven to prevent biofilm formation in vitro.10

What is P-188?
P-188 is a multi-block copolymer surfactant with an inverse thermosensitivity.
• 100% water soluble
• Rinses off gently with saline or cleansers, promoting patient comfort
• Gels at body temperature, allowing for constant contact with wound debris
• Less irritating to skin; compatible with other therapeutic agents

*Data on file

In Vitro CDC Bioreactor Biofilm

Fluid absorbed (g/100cm²)

0 5 10 15 20 25 30

Aquadre Aquacel Extra Durafiber Opticell

Absorption value without compression

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IoPlex Iodophor Foam Wound Dressing

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Compression therapy

Prevent further venous stasis, and reduce uncomfortable swelling

Compression therapy is essential for venous disease management, and these advanced technologies make it easier to manage swelling and help improve patient compliance.

AccuWrap 2-Layer Compression Bandage System
Thin and conformable first layer provides optimal comfort. Durable yet breathable second layer is a cohesive bandage with stretch indicators to help with correct application.

COMPRECARES Compression Garment
Helps improve patient compliance because it’s easy for patients, caregivers and family members to remove and reapply at home. Unique ACCUTAB system helps make readjustment easy for precise levels of compression.

60-day episode potential cost calculator

<table>
<thead>
<tr>
<th>Current practice: Disposable compression wraps only</th>
<th>New Practice: Two weeks of AccuWrap followed by COMPRECARES</th>
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</thead>
<tbody>
<tr>
<td>National average cost of nursing visit $150</td>
<td>Total nursing visit cost savings $900</td>
</tr>
<tr>
<td>Average wrap changes per week 2</td>
<td>% Savings 38%</td>
</tr>
<tr>
<td>Average nursing visits in 60 days 16</td>
<td></td>
</tr>
<tr>
<td>Total costs of nursing visits in 60 days $2,400</td>
<td></td>
</tr>
<tr>
<td>Average wrap changes week 1 through 2 4</td>
<td></td>
</tr>
<tr>
<td>Average visits week 3 through 8 6</td>
<td></td>
</tr>
<tr>
<td>Average nursing visits in 60 days 10</td>
<td></td>
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<tr>
<td>Nursing visits week with Total costs of nursing visits in 60 days $1,500</td>
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Disclaimer: Nursing visit costs and average changes per week are averages and not representative of every facility in every state.
Patient case study

Mrs. Jones, age 72

She is ambulatory and lives in her own home. History of controlled heart failure.

Presents with:
Open venous ulcer on the right leg, lipodermatosclerosis

Wound characteristics:
- Large venous ulcer in the anterior lower leg
- Wound measures 7 cm x 4 cm <0.1 cm
- Irregular shape
- Wound has been debrided, and is free of necrotic tissue
- Heavy serous drainage
- Leg shows signs of edema

Recommended regimen:


Day 7: Wound shows signs of infection, switch to dressing wound with IoPlex and AccuWrap. Follow facility protocol for infected wound.

Day 14: Wound is making progress toward healing and edema is controlled. Evaluate if IoPlex should be discontinued. Phase out Accuwrap and start wrapping the leg with COMPRECARES.

Ingest 1 oz. Active Nutrition Critical Care per patients nutritional needs.

Apply Remedy Hydraguard-D to periwound skin at every dressing change.

Ask your Medline Skin Health Representative for our decision tree to treat venous ulcers in each individual patient. This tool guides you through how to use our system of products to manage this type of patient.

Note: This case study is theoretical and does not represent an actual patient. Product choice and regimes are also meant only as recommendations. Clinicians should refer to the physician for guidance based on each patient’s individual needs.