Discover the proven **Link** between clinical efficacy and cost containment$^{1,2}$

Skin Care Partnership
Inconsistent skin care increases the risk of complications and cost inefficiencies\(^2,3\)

- Inconsistent skin care has been shown to lead to perineal skin problems such as Incontinence-Associated Dermatitis (IAD).\(^1,3\)
- IAD is an elevated risk factor for Hospital-Acquired Pressure Ulcers (HAPU).\(^4\)
- Hospital-Acquired Pressure Ulcers are considered Medicare “never-events” and are no longer reimbursed.\(^5\)
  Average cost to treat is $43,200.\(^6\)
- Supply chain costs increase with a lack of formulary standardization.\(^1,2,7\)

The Coloplast Links Partnership promotes consistent skin care and supply chain cost containment

The Links program helps prevent perineal skin problems and their associated complications while helping to reduce supply chain costs:

- **Structured Skin Care Regimen** – to enable consistent delivery of care\(^8,9\)
- **Formulary Standardization** – to support consistent care and reduce supply chain costs\(^1,2,7\)
- **Implementation and Education Toolkit** – to ensure compliance throughout the facility
Introducing the **Coloplast Links Clinical Practice Quality Initiative**

The Coloplast Links Skin Care Partnership is a comprehensive clinical practice Quality Initiative designed to improve compliance, provide high-quality care and reduce supply chain costs.

**STEP 1 | Measure**

Clinical Practice Analysis

The first step of the Links Partnership is to help you and your staff to analyze your current skin care clinical practices.

Analysis topics include:

- Actual products used across the units
- Quantities used per patient
- Clinical practices across the units

**Cost/Savings Analysis**

With Coloplast’s proprietary computer model you can use results from the audit and your own hospital-specific data to compare your current skin care product usage versus the Coloplast Links Program to calculate:

- Cost per patient stay
- Annualized expenditures
- Potential cost savings

Accurately calculate your cost per patient

Computer model calculates your potential savings
STEP 2  |  Structured Skin Care Regimen

**Care Guidelines**

- The Links’ Care Guideline templates will help you refine your structured skin care regimen.
  - \(\checkmark\) Assessment
  - \(\checkmark\) Treatment
  - \(\checkmark\) Documentation

**5-SKU Formulary**

- Coloplast’s unique 5-SKU formulary helps facilitate compliance with your structured skin care regimen and will help reduce supply chain costs.

STEP 3  |  Implementation Tools

- Coloplast will partner with you to provide the customized tools needed to assure successful implementation.

STEP 4  |  Education, Maintenance and Re-Measurement

- Your Coloplast team will help you plan and implement education and maintenance programs to support ongoing compliance.
- Coloplast will partner with you to periodically conduct audits and cost calculator analyses to measure and ensure the continued success of your structured skin care regimen.

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**Coloplast® Academy**
Reduce Pressure Ulcers Up to 89%\(^\text{11}\)

The Coloplast Links Partnership enables you to increase care and reduce costs by shifting the skin care paradigm from complex and costly to simple and cost effective – while helping to reduce pressure ulcers.

The Power of a Structured Skin Care Regimen\(^\text{11}\)

The Structured Skin Care Regimen utilized in the Links Partnership has been shown to dramatically improve patient outcomes.\(^\text{11}\)

Phase 1 and Phase 2 interventions reduced the incidence of hospital-acquired pressure ulcers (71% and 89%, respectively) which can cost up to $50,000.\(^\text{11}\)

Phase 1: Using the Coloplast simplified formulary, implementing protocols, product in-servicing and training.

Phase 2: Implementing The Braden Scale and corresponding protocols, modifying assessment forms, adding low air mattresses and expanding on education and training.

Improve Care, Reduce Costs

A structured skin care regimen, such as the Links Program’s featuring a standardized 5-SKU formulary, has been shown to increase clinical compliance and patient outcomes…and reduce supply chain costs.\(^\text{1,2,7,11}\)

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Learn how to link improved care and reduced costs, call for more information about the Links Skin Care Partnership at:

1.800.533.0464
usmedweb@coloplast.com
www.us.coloplast.com

Making life easier
Coloplast develops products and services that make life easier for people with very personal and private medical conditions. Our business includes ostomy care, urology and continence care, wound and skin care. We operate globally and employ more than 7,000 people. We achieve our goal of improving the lives of patients by working closely with our customers. We listen to better understand their needs, and respond by finding new ways to do things better.

The Coloplast Links Partnership is a perfect example of how working together can help make life easier for our customers and the patients they serve.

References:
5The joint commission perspectives on patient safety. 2009;94(7).