

Envella® Air Fluidized Therapy

Better Clinical Outcomes, Superior Financial Results



Pressure injuries are a top expenditure for healthcare facilities. A recent study estimates the **total overall costs to treat an advanced wound at over \$210 per day.**¹ With such a large financial burden, utilization of the right surface technology is an important strategy to help minimize the cost of caring for a pressure injury.

The WOCN guidelines recommend the use of AFT for patients with pressure injuries, limited turning surfaces, and significant moisture and mobility issues. AFT's differentiated technology delivers better performance against all other surface types and is proven to provide superior clinical and financial outcomes.

A retrospective study of 664 nursing home patients found that AFT healed advanced pressure injuries 4.4x faster than other surface types, including low air loss.² This decrease in healing time could potentially lead to over a 70% reduction* in cost over the course of healing.

4.4x
faster healing²



70%*
reduction in
total costs

*\$116,884.60-\$34,359.85/\$116,884 = 70.6%. See cost comparison on the next page.



The Envella® bed's overall clinical value provides the best quality of care from onset of treatment, helping decrease healing time, which can help reduce the overall cost to treat pressure injuries, when compared to other surface therapies such as low air loss.

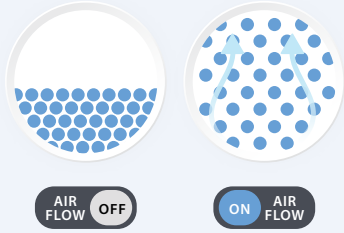
	Envella AFT	Group 2 Surfaces**
<i>AFT can heal wounds faster...</i>		
<i>And, for the same size wound...</i>		
<i>AFT can drastically reduce healing time...</i>		
<i>And, after factoring in all the costs of treating advanced wounds...</i>		
The Envella bed can save 70%* in the treatment of advanced pressure injuries.		
Stage 3 or 4 Pressure Injury Healing Rate ²	3.1cm ² /week	0.7cm ² /week
Pressure Injury Size in Area	49cm ²	49cm ²
Days to Heal (pressure injury size/healing rate)	110.65	490
Estimated Cost to Treat (wound dressings, nursing labor, etc.) ¹	\$210.54/day	\$210.54/day
Total Cost to Treat (cost to treat x days to heal)	\$23,295.23	\$103,164.60
Surface Rental Cost	\$100/day	\$28/day
Total Cost of Rental Surface (cost of rental x days to heal)	\$11,064.52	\$13,720.00
Total Cost of Healing (total cost to treat + total rental cost)	\$34,359.75	\$116,884.60

* $\$116,884.60 - \$34,359.75 / \$116,884 = 70.6\%$

**CMS definition: Including powered air flotation beds, powered pressure reducing air mattresses, and nonpowered advanced pressure reducing mattresses

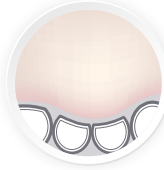
The Air Fluidized Therapy Difference

Air fluidized therapy's differentiated technology provides a superior wound healing environment for the prevention and treatment of advanced wounds.



Air Fluidized Therapy
pushes air flow through a bed of millions of tiny beads, creating a fluid-like environment resulting in a similar sensation to floating on water, maximizing immersion and envelopment, minimizing shear and pressure, and controlling the skin's microclimate.

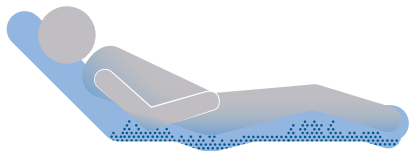
VS



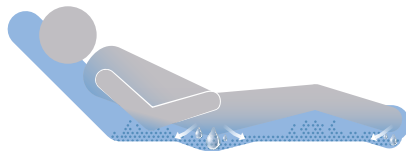
POWERED AIR surfaces
use a system of air bladders to redistribute weight and pressure. While it does alleviate pressure, it does not achieve the same immersion and envelopment performance as the fluid-like environment of AFT.

Differentiated Technology Creates Ideal Healing Environment

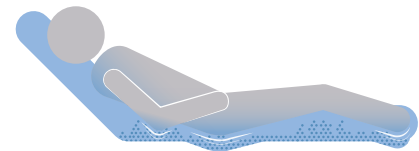
In comparison to traditional powered air, low-air loss surfaces, AFT is a more ideal healing environment for the prevention and treatment for advanced stage pressure injuries, deep tissue injuries, and flap and graft procedures.³



33% better pressure redistribution.*



6,100% (61x's) greater evaporative capacity.*



92% better shear performance.*

**Based on mechanical performance only.*

Superior Clinical and Financial Outcomes Across the Care Continuum

Air fluidized therapy accelerates wound healing, reduces complications, and improves patient outcomes for a range of patient acuties, like flaps/grafts, Stage 3-4 pressure injuries and DTI's, resulting in more cost-effective care across the continuum.



Flaps and Grafts

Superior clinical performance for flap and graft patients helps safe guard against post-op surgical site complications and accelerate healing process.



Stage 3-4 Wounds

Differentiated technology delivers a superior wound healing environment for the prevention and treatment of Stage 3-4 wounds.



Care Continuum

Accelerated wound healing results in shorter lengths of stay and faster healing, helping deliver better outcomes both for patients and facilities' bottom lines.

Hill-Rom is a leading global medical technology company whose products, services and more than 10,000 employees worldwide help people get better care inside and outside the hospital. Our innovations in five core areas – **Advancing Mobility, Wound Care and Prevention, Patient Monitoring and Diagnostics, Surgical Safety and Efficiency, and Respiratory Health** – improve clinical and economic outcomes and ensure caregivers in more than 100 countries have the products they need to protect their patients, speed up recoveries and manage conditions. **Every day, around the world, we enhance outcomes for patients and their caregivers.** Learn more at hill-rom.com.

1. Vangilder, Janoff, Cooper. "Cost of Caring for Stage 3 or 4 Pressure Injury in Post-Acute Care." 2017.
 2. Ochs, et al. "Comparison of Air-Fluidized Therapy with Other Support Surface Used to Treat Pressure Ulcers in Nursing Home Residents." *Ostomy Wound Management*, 51:2, 2005.
 3. Lachenbruch. *Internal Testing Data*.
- Cuddigan, et al. "Treating Severe Pressure Ulcers in the Home Setting: Faster Healing and Lower cost with Air Fluidized Therapy." *Remington Report*, 2004.

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