

WOUND MANAGEMENT FREQUENTLY ASKED QUESTIONS (FAQS)

FAQ:

"We can't afford WoundRounds."

FACT:

What you are really saying is you haven't budgeted for the cost of the system, right? Then you probably haven't budgeted for the benefits either, right? Imagine having an extra \$25K a quarter on your bottom line, yes? That is what we are talking about....You can't afford not to.

- 75% reduction in facility-acquired pressure ulcers, reported in a clinical study
- \$27,333 annual savings in reduced staff overtime from less wounds
- \$75,000 annual savings from reduced wound care costs
- Recovery of over \$60,000 annually from reduced re-hospitalizations
- Recovered Medicare Part B billings of \$390 per month per facility based on complete documentation provided by WoundRounds.

FAQ:

"My EMR handles wound management. What's the need for WoundRounds?"

FACT:

So we're hearing you've been told there is some component in your EMR that handles some aspects of wound documentation, yes? We believe it goes far beyond simply "enter a piece of data into a field" and management is done. Management is about knowing what you don't know, before someone else asks you "why didn't you know that." Does your EMR provide visibility into the history of each wound, including treatment plans and photographs? Can you get quality and progression reports from your EMR? WoundRounds goes beyond any EMR with proven clinical, economic and risk management outcomes. These benefits are NOT seen by simply adding an EHR. At WoundRounds we don't believe "outcomes" is just a word – we believe it should and does have real meaning. Flip the word "outcomes" around and ask yourself and your EMR vendor, what "comes out" of the system to help truly manage wounds?

OVER FOR MORE FAQS

"WoundRounds pays for itself."

Ben Esquerra, Administrator,
Northwoods Care Centre

"Since we have been fully-operational with WoundRounds we can proudly report fewer facility acquired pressure ulcers, positive healing rates, lower associated supply costs, fewer skin related regulatory issues and increased patient and family satisfaction. WoundRounds is now an integral part of our risk management program in all 25 of our locations."

Gerry Jenich, CEO,
Symphony Post Acute Network

"WoundRounds has proven to be the best program of any type in the nursing home business, and I can say this after seeing the best in charting, billing and payroll systems. WoundRounds has everything you would want and more."

Brian Hensgens, Administrator,
Acadia St. Landry Guest Home

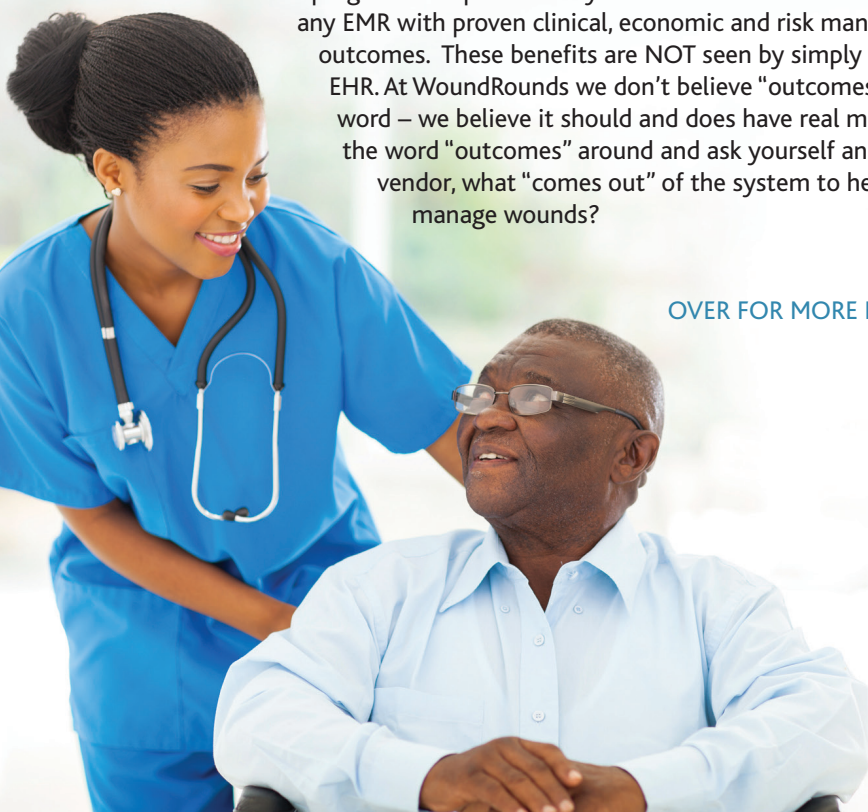
"Before implementing WoundRounds we were depending upon our enterprise systems to automate our wound management processes. But we've learned that neither of our enterprise systems featured the richness of WoundRounds—such as the integration of photos, the ability to compare a wound over time, or the PDA which gives nurses more freedom over a laptop at bedside. You can upload anything into an EMR, but WoundRounds has showed us the value in integrating wound management."

Nancy Hartmann, Dir of Clinical IT,
Symphony Post-Acute Network

 **WoundRounds**

www.woundrounds.com

847 519 3500



FAQ:

"WoundRounds lacks interoperability. Do nurses have to enter wound data in two places?"

FACT:

WoundRounds has various levels of integration with a variety of long-term care and hospital enterprise systems. Nurses enter wound data once at bedside.

FAQ:

"We're doing a pretty good wound care job already. And we have so many priorities ahead of WoundRounds. Can you check back in six months?"

FACT:

Facilities lose money by delaying WoundRounds.

FAQ:

"We have a physician group that handles our wound care for us. We don't have any use for another solution."

FACT:

Facilities can outsource their wound program, but still own the risk and liability. Facility nurses are still responsible for their own documentation. WoundRounds gives facilities a report card on their wound management program and enables collaboration by all members of the care team, internal and external.

"The WoundRounds ADT integrations have greatly decreased staff anxiety around new admissions and discharges as well as improved their ability to plan and amend workflow.

Nancy Hartmann, Dir of Clinical IT,
Symphony Post-Acute Network

"WoundRounds exceeded our expectations. Our advice for any facility is to 'just do it.'"

Ben Esquerra, Administrator,
Northwoods Care Centre

"At Burgess Square Health Centre, providing quality care to our patients and residents is top priority. WoundRounds assists our clinical team in providing and documenting the highest level of quality wound care. The system also helps us in keeping our liability insurance rates in check and from creeping up year after year. We see the ROI on WoundRounds to be very strong."

John Vrba, CEO
Burgess Square Health Centre

"We use WoundRounds and outsource our wound management because we want the documentation and electronic paper trail on all our residents. We're satisfied with our outsourced wound program, but they don't see all our wounds such as hospice. And they come in only 1x/week, whereas we do new admission skin assessments nearly daily. WoundRounds captures it all, keeps the teams on the same page, and doesn't let anything fall through the cracks."

Catie Mawer, Director of Nursing,
Wexner Heritage Village



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