

How Will New CMS Guidelines Concerning Pressure Ulcers Affect Healthcare Facilities?

A Compilation of Three 2008
Surveys Sheds Light on
the Question

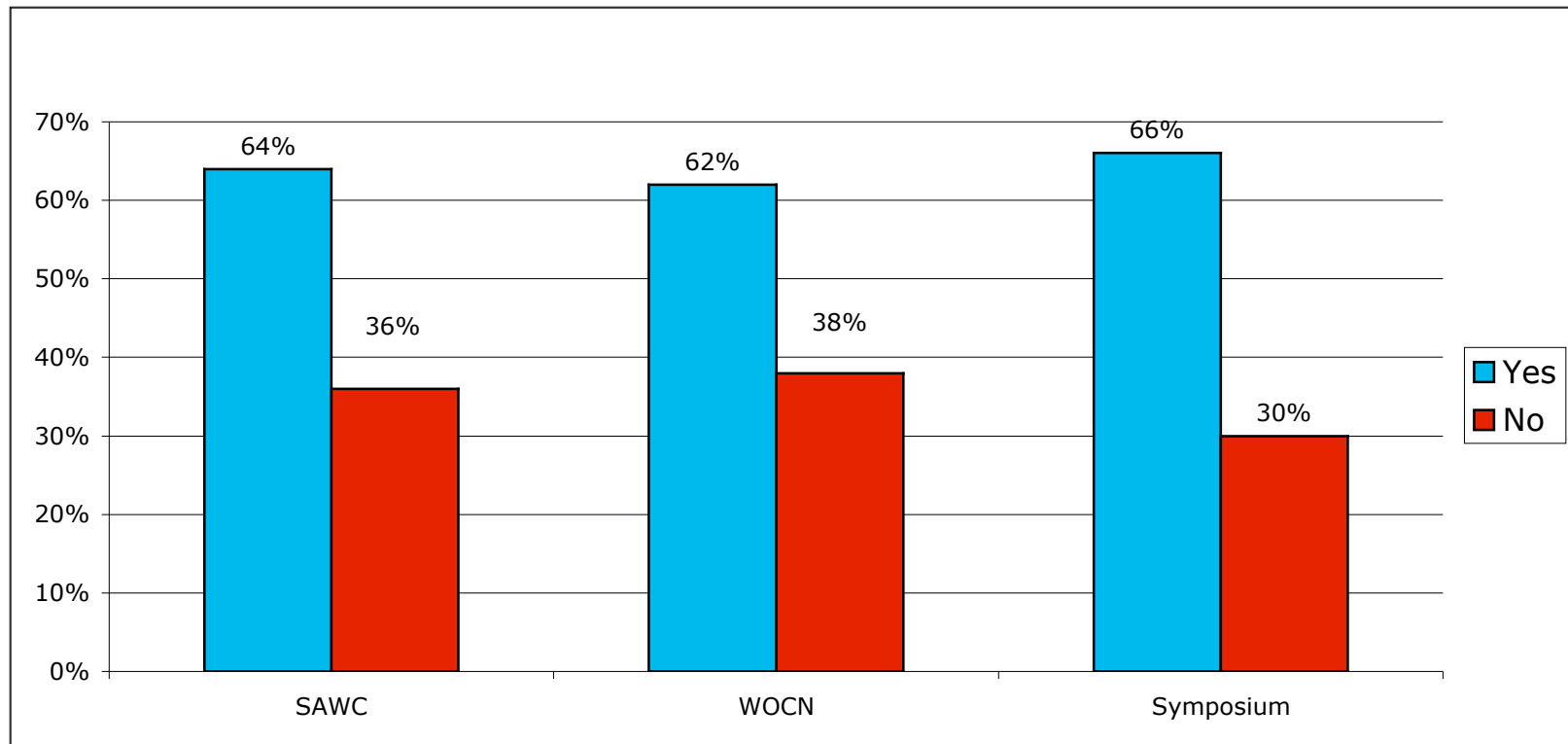


Notes and Methodology

- A survey consisting of eight questions concerning the prevention and treatment of heel pressure ulcers at U.S. facilities was mailed to pre-registered attendees and distributed at the DM Systems booth at the Symposium on Advances in Wound Care (SAWC), the WOCN annual conference, and the Clinical Symposium on Advances in Skin & Wound Care
- 334 surveys were completed and returned
- The number of usable responses to each question was used to figure percentages.

Comparison of Responses, All Participants

Does your facility have an official heel pressure ulcer prevention program?



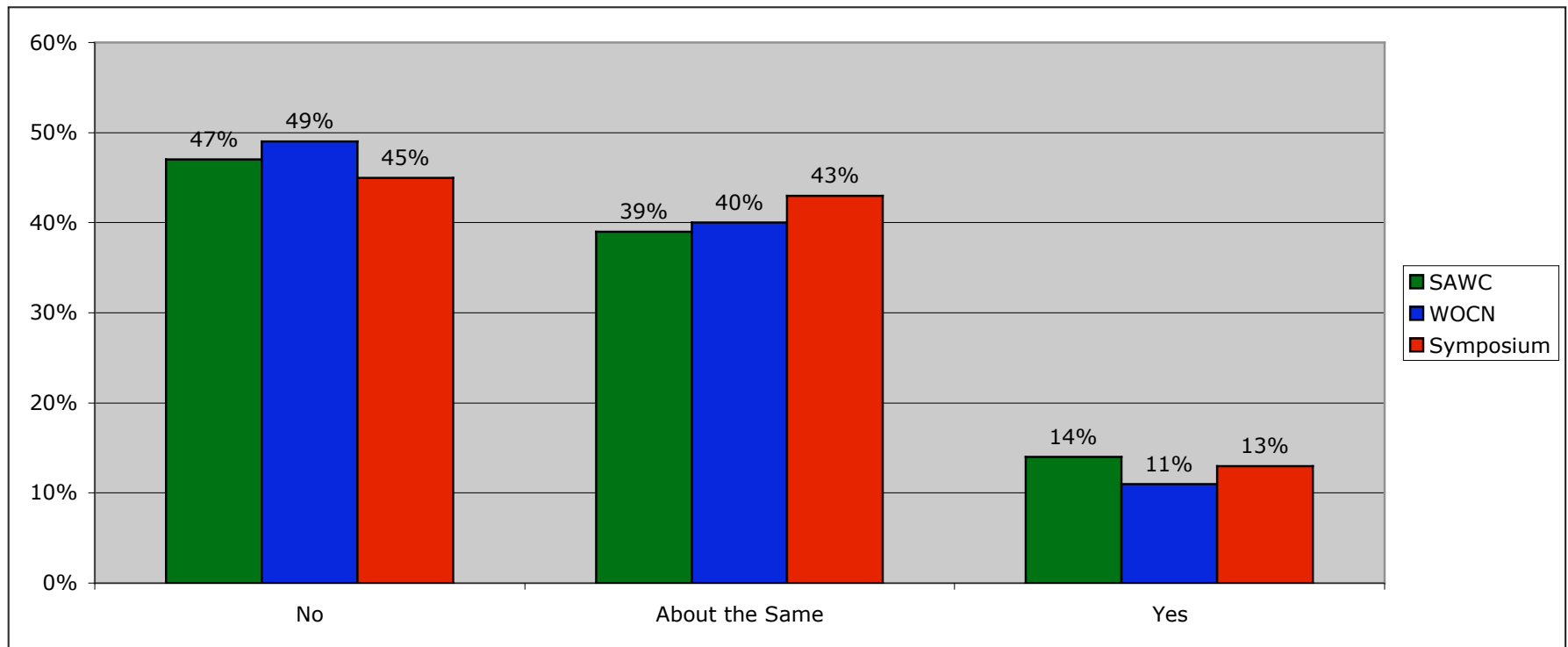
Does your facility have an official heel pressure ulcer prevention program?

Analysis

Responses to this question were consistent throughout 2008 and were somewhat disconcerting. Despite increasing research regarding the importance of an official heel pressure ulcer prevention program and the impending CMS Guideline changes, about one-third of all survey participants reported that their facility did NOT have an official heel pressure ulcer prevention program.

Comparison of Responses, All Participants

Has the incidence of heel pressure ulcers at your facility increased over the last year?



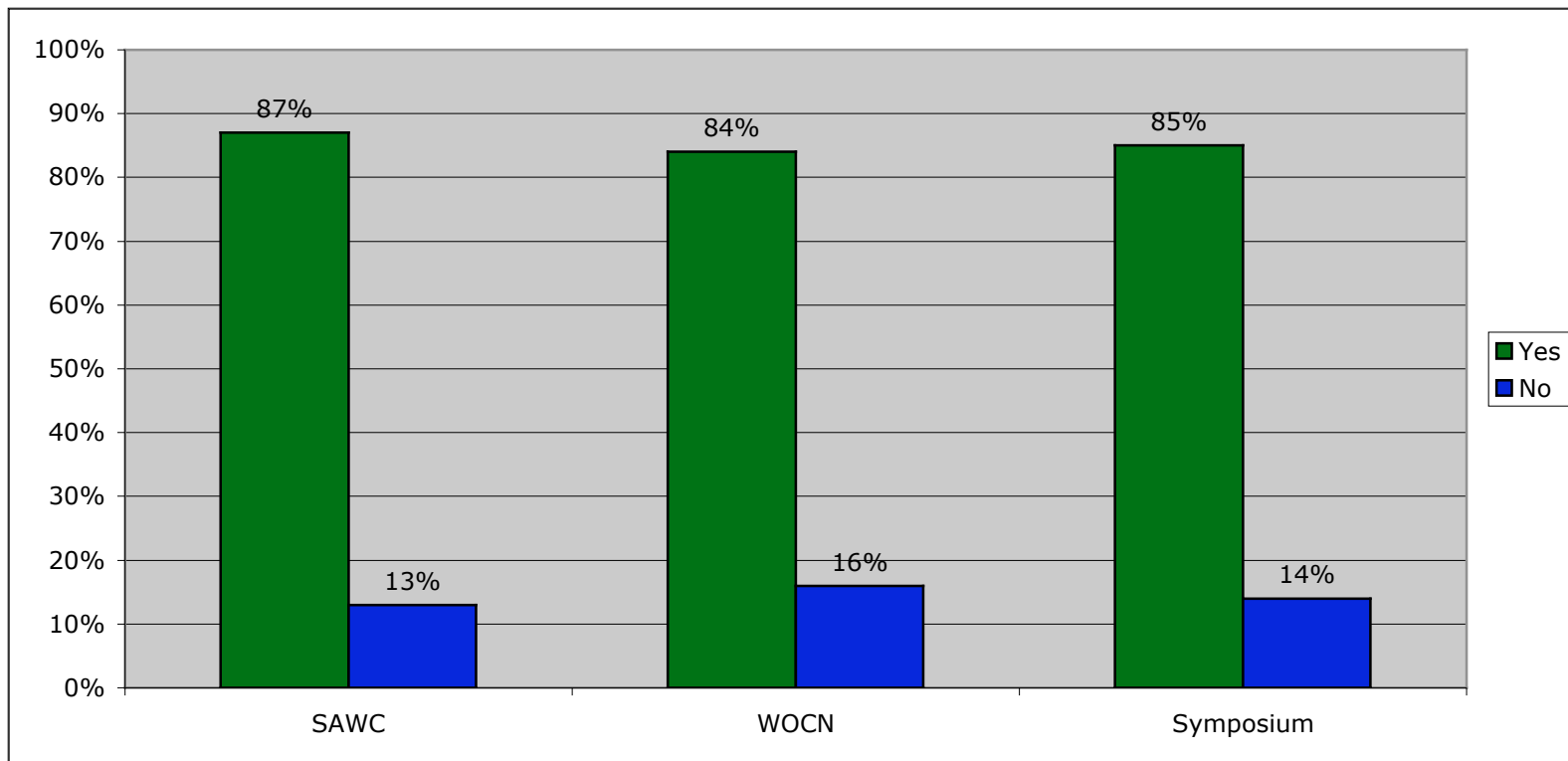
Has the incidence of heel pressure ulcers at your facility increased over the last year?

Analysis

Again, the results for this question remained consistent throughout 2008. On average, 47% of survey participants stated that heel pressure ulcer prevalence had NOT increased at their facility. However, this also indicates that approximately half of the survey recipients had either not noticed much of a decrease or, more disturbing, had seen an increase in heel pressure ulcer prevalence during the last year.

Comparison of Responses, All Participants

Do you perceive the new CMS guidelines will have a significant impact on the pressure ulcer prevention protocol at your facility?



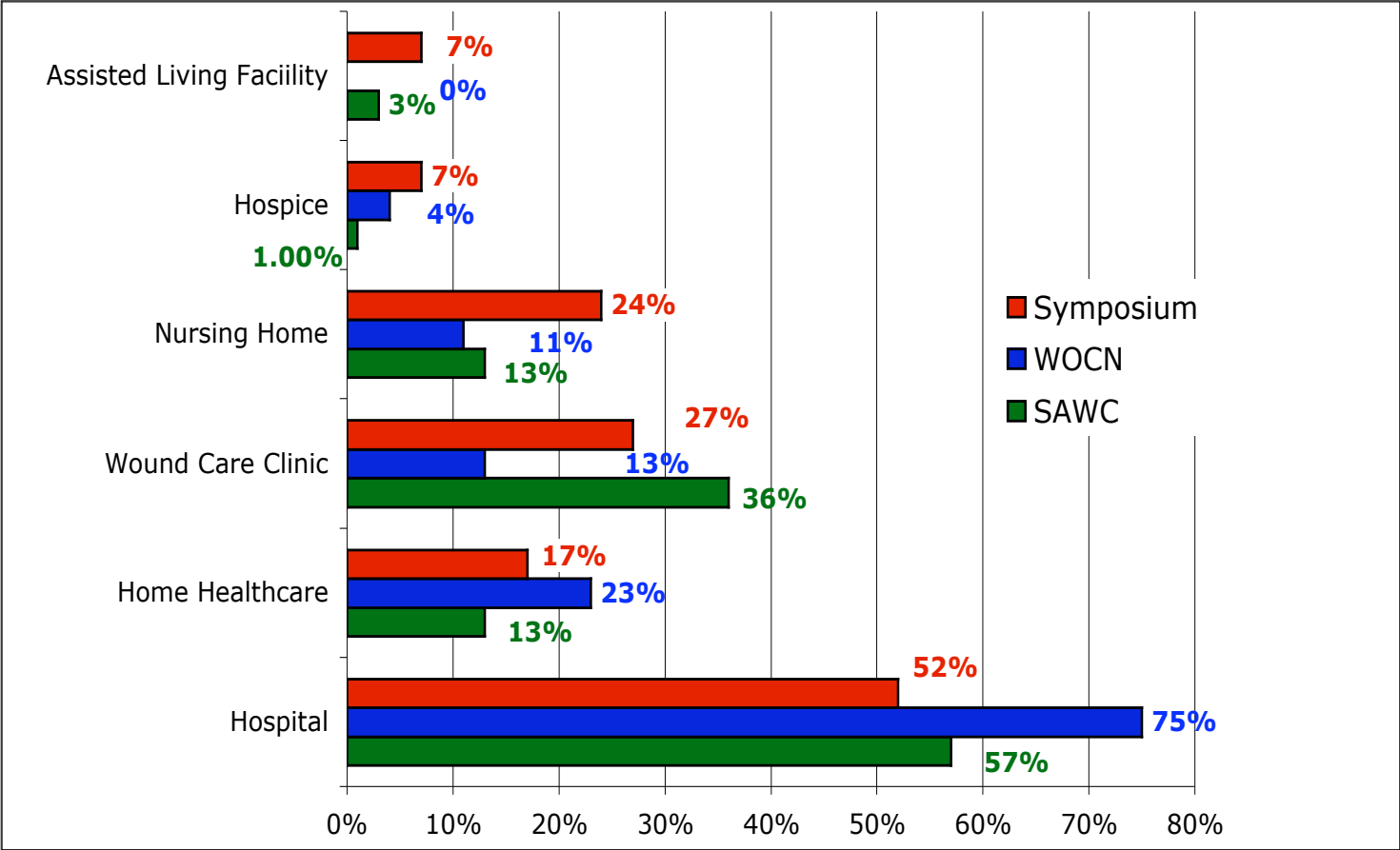
Do you perceive the new CMS guidelines will have a significant impact on the pressure prevention ulcer protocol at your facility?

Analysis

The CMS Guideline changes that went into effect in October 2008 were clearly weighing heavily on the minds of the survey participants. Overwhelmingly, respondents indicated that the CMS Guidelines would have a significant impact upon their facility. The responses to this question remained consistent even as the October 2008 deadline approached.

Comparison of Responses, All Participants

In what type of facility do you work?



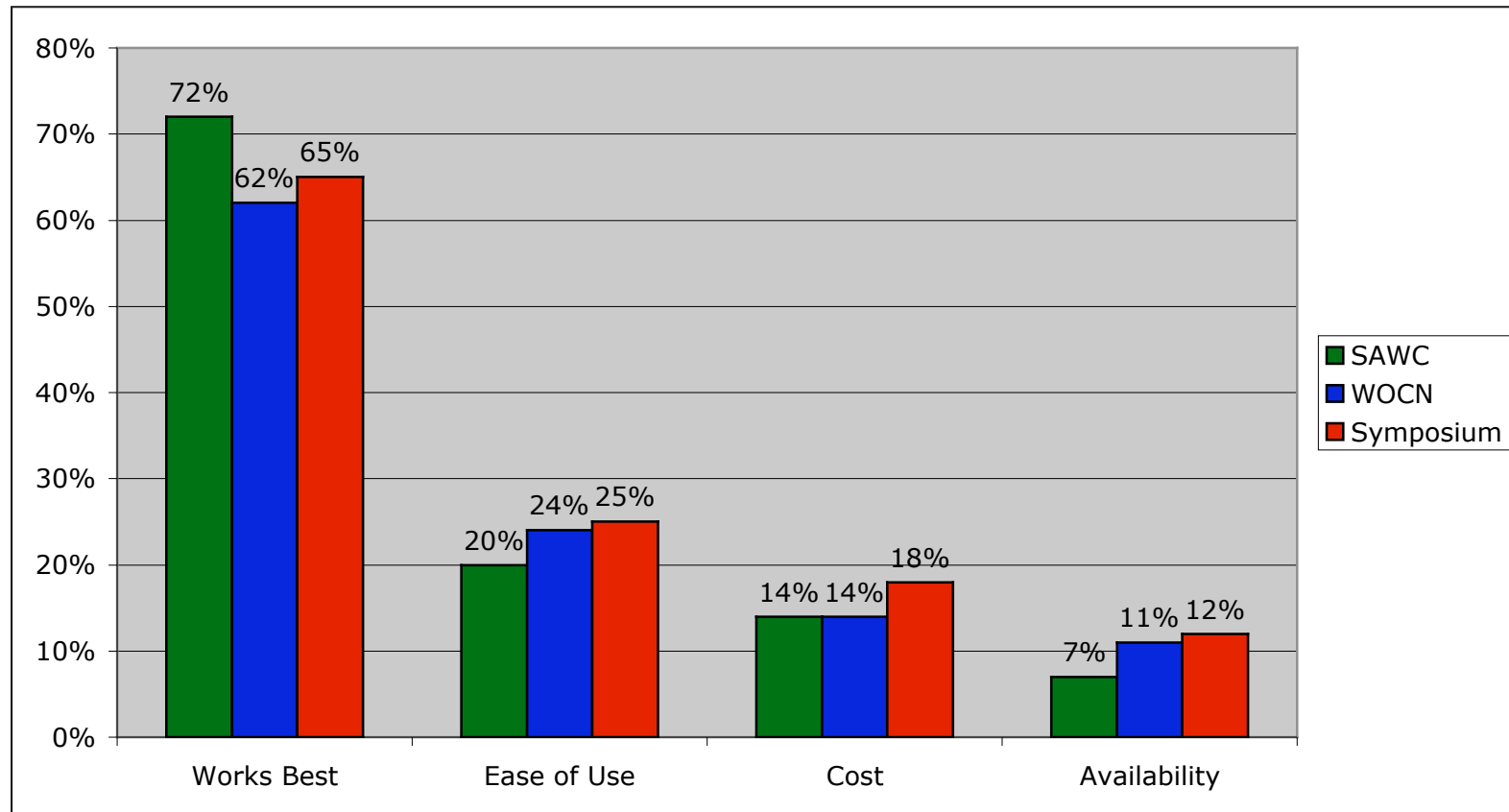
In what type of facility do you work?

Analysis

The survey allowed respondents to indicate multiple facilities, and many did so, indicating the fact that members of the wound care team often work in several different types of healthcare environments. Interestingly, Wound Care Nurses overwhelmingly reported working in a hospital environment, while caregivers at the Clinical Symposium indicated more focus on long-term care facilities like nursing homes, hospices, and assisted living facilities.

Comparison of Responses, All Participants

What is the most influential factor in your recommendation of a pressure relief device?



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Analysis

On average, 66% of respondents indicated that “Works Best” is the most influential factor when they recommend a pressure relief device. Perhaps the most interesting facet of the responses to this question is that “Cost” as a factor increased with each survey. As 2008 wore on, cost became an increasingly important factor to caregivers, perhaps a reflection of the worsening US economy.