



Administrators:

"We've got to manage our wound patients more effectively in their first Medicare 100 days!"

Admissions Director:

"If we take on complex diagnosed wound patients, we need better technology to manage these patients."



Director of Nursing:

"Nursing home ratings, state surveys and trying to manage nursing time for chronic wounds stretches our resources! We need something help us get severe wounds under control!"



Staff Nurse:

"I really want to see my wound patients progress so that they can possibly go home."

Administrators, Directors of Nursing, Admissions and Staff Personnel:

You know that taking wound referrals from hospitals represents a potential liability to your facility. These patients can be a burden on nursing staff and supplies. Now, there is a therapy to effectively combat Stage 3 and 4 ulcers...

HydroAire
GENERATION II

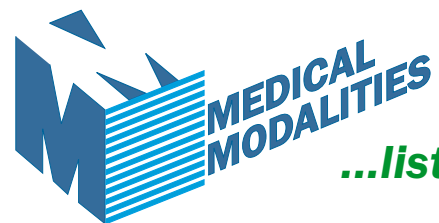
Air Fluidized Therapy (AFT) Beds – the new tool for managing Stage 3 and 4 pressure wounds cost-effectively.



...with Casters!

**Call today for more information:
1-800-849-2716 or
www.medicalmodalities.com**

When you talk...



...listens

Medical Modalities – Your reliable connection for AFT beds!



After years of research and development, Medical Modalities is proud to present the newest in Air Fluidized Therapy. If you are familiar with the benefits of the 'Clinitron®' air fluidized therapy bed, you will have no problem understanding how the HydroAire Generation II AFT bed works. We have taken state-of-the-art wound healing therapy and made it even better!

HydroAire

GENERATION II



Addresses **Administrators'** needs

- ✓ Increased healing rates represent dramatic facility cost saving (see cost analysis).
- ✓ The HydroAire Generation II AFT bed is available to nursing facilities at 25%-40% savings over similar systems.
- ✓ AFT is the best way to manage Medicare patients admitted to your facility with severe wounds:
 - Intervene with AFT beds in first 100 days!
 - Manage ulcers 1-2 months with AFT, then step down to less expensive surfaces – or, possibly send them home with the same therapy.
- ✓ Not using AFT? Each patient with severe ulcers who is in his/her 101st day suddenly becomes a burden to the facility.

Achieves **Nursing** goals

- ✓ The HydroAire Generation II AFT bed heals 3-4 times faster than conventional therapy.**
- ✓ AFT helps improve nursing home ratings.
- ✓ State health agencies will see the facility is pro-active on chronic ulcers.
- ✓ AFT is effective two ways: Use it on acquired ulcers, as well as to reduce incidence of acquired ulcers.

Responds to **Admissions** concerns

- ✓ Use AFT on 'Complex Diagnosed' patients.
- ✓ AFT is available for home use.
- ✓ The HydroAire Generation II bed fluidizes throughout the ENTIRE bed, allowing optimal healing from head to foot. This is a feature plastic surgeons will want for their skin flap patient referrals



...is so confident that the **HydroAire Generation II AFT** bed will significantly reduce the size of your hardest to heal wounds that we offer a 90-day guarantee!!*

PERFORMANCE GUARANTEE

For each Stage 3 or Stage 4 qualified* pelvic and/or trunk wound ulcer patient that you treat with a HydroAire Generation II™ air fluidized therapy bed and for which you document that the pressure ulcer reduction is not reduced by at least half its original size in 3 months, Medical Modalities will reduce its daily bed rental charge to this patient by 50% thereafter for up to one year.

*These qualifications shall include documented proper nutrition (caloric intake, protein levels, and hydration); blood sugar levels within nationally accepted clinical limits; wounds are cultured for and eliminated against cancer and infections; wound edges are open. The qualified patient shall remain in the bed at least 18 hours per day for the treatment period. Qualification information shall be provided to Medical Modalities upon request for guarantee daily bed rental charge reduction.

Cost Assessment of Treating Stage 3 and 4 Pressure Ulcers with AFT Beds vs. Group 2 Air

	AFT (Group 3)	Air (Group 2)
Pressure Wound Size	56.0 cm ³	56.0 cm ³
Example 8 x 7 = 56 cm ²		
Healing Rate (cm ² /week)**	5.2	1.8
Weeks to Heal	10.77	31.11
Days	75.4	217.8
Cost to Treat Stages 3 and 4 pressure ulcers per day	\$97	\$97
(not including surface cost)		
Cost to nursing home to heal	\$7,314	\$21,127
Surface rental cost/day	\$66	\$20
Days	75.4	217.8
Total Surface Cost	\$4,976	\$4,360
Surface Cost + Cost to treat Stages 3 and 4	\$12,290	\$25,487
Net savings using AFT	\$13,197	

**Comparison of Air-Fluidized Therapy with other Support Surfaces Used to Treat Pressure Ulcers in Nursing Home Residents – Ochs, et al. *Ostomy Wound Management*, Feb. 2005.

Call Medical Modalities today to learn more: 1-800-849-2716 | www.medicalmodalities.com