

# Skin Health Solution

A comprehensive approach to pressure injury prevention



# Skin Health



**Make  
skin health  
second  
nature**

# Overcoming challenges

**You and your nurses are committed to improving skin health.  
But it's complicated.**

## Over reliance on WOC nurse

- Bedside nurses lack confidence in skin and wound care and are over dependent on WOC nurses
- Bedside nurses need sustainable education to build knowledge

## Lack of standardization

- Large or outdated formularies cause confusion
- Too many product choices lead to larger care variances
- Inconsistencies in assessment tools and education

## WOC nurses stretched thin

- Provide wound consultations and patient care/education
- Lead skin teams, training and quality improvement strategies
- Gather and monitor outcomes data
- Guide product selection and protocol development

## Higher acuity patients

- More than half (56%) of adults over 65 have multiple chronic conditions<sup>1</sup>
- Obesity, diabetes and other chronic conditions make care more complex<sup>2</sup>



# We make it easier for nurses to do the right thing

Research shows many nurses feel they don't always have the right tools and training to practice proper skin and wound care. When preventing pressure injuries, some nurses lack confidence and may rely too heavily on the WOC nurse for support.

Medline's Skin Health Solution, created for clinicians by clinicians, empowers frontline staff to prevent skin breakdown and keep patients safe. We pair best practice guidance and education with a unique system of products to help standardize care and improve outcomes.

This is how we make **skin health** second nature.

We offer you a comprehensive solution, including  
**3 synergistic components**

We focus on people, process and products to help you standardize care and improve outcomes.



**Best Practice Guidance**

Customized recommendations based on insights and analysis to help reduce variation.



**Education and Training**

Resources that fit every learning style to help staff work more consistently and effectively.



**System of Products**

Intuitively designed products, paired with utilization recommendations, to support best practices.

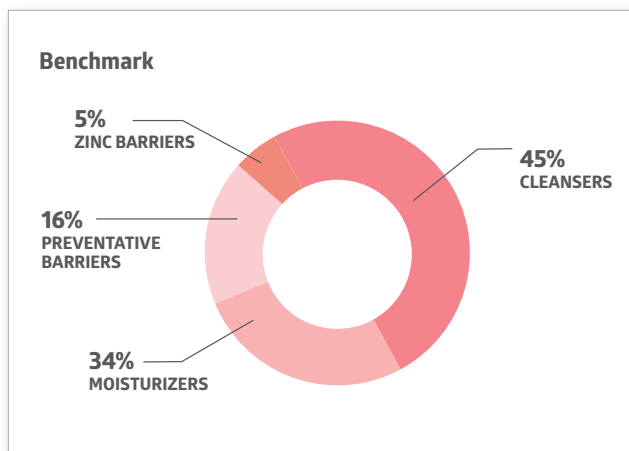
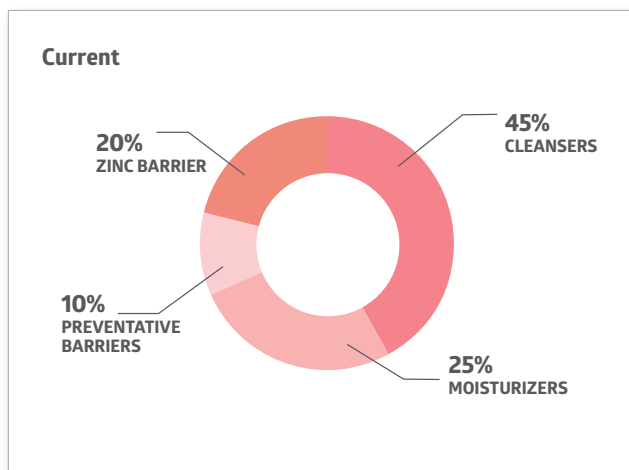
# Best Practice Guidance

Based on discovery and analysis, we deliver specific, actionable recommendations that positively impact care.

## Supply utilization review

Starting with a baseline, we look at your current SKU list, number of vendors and spend to identify standardization opportunities.

## How do you spend your skin care budget?



Sample report

## On-site or virtual assessments

We help identify opportunities for standardization with:

- Leadership and staff interviews
- Product storeroom reviews

Based on results, we make organizational recommendations for a pressure injury prevention program that aligns with NPIAP guidelines.



Our regularly scheduled clinical support includes ongoing reviews and reassessments to help ensure continuous improvement in skin health.

# Education and Training

Developed by Board Certified WOC nurses and based on adult learning principles, our approach to education is designed to help staff grow and retain knowledge. We offer resources to fit every skill level and learning style, from easy-to-use, peer-to-peer training to convenient online courses. Our goal is to engage and prepare staff to care for at-risk skin with confidence.

## Baseline knowledge assessment

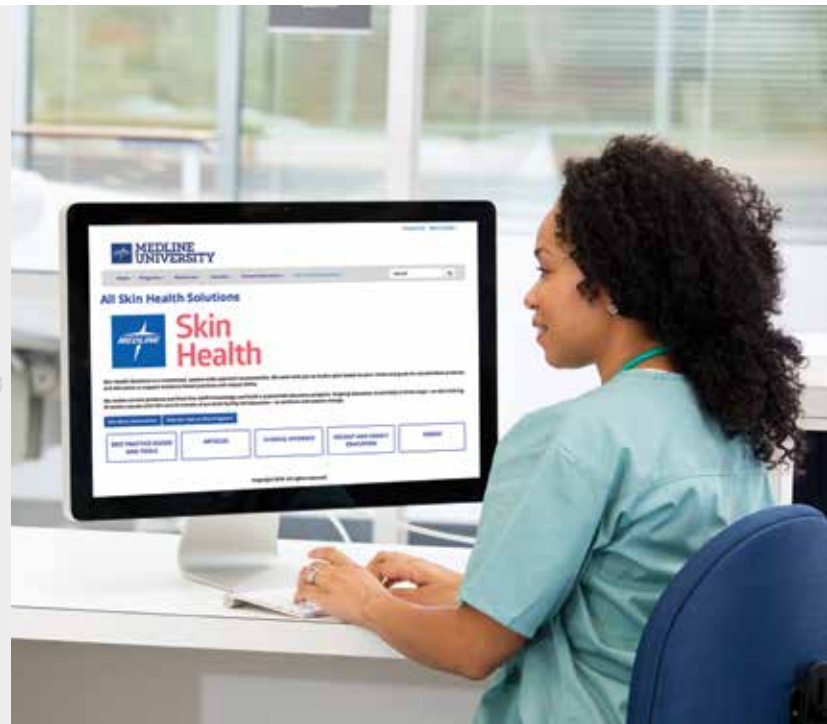
**The starting point for quality learning**

- Pre-test to gauge staff's current knowledge
- For both RN and CNA/PCT
- Provides a customized 2-year curriculum

## Medline University

**Get instant online access to exclusive clinical education courses, with over 15 CEs covering skin and wound care, plus:**

- Customized courses based on detailed knowledge assessments
- Onboarding resources
- Product guides and other tools



Staff will also receive ongoing education through emails, training materials, posters and pocket guides.

## Skin Health for Perioperative

Education and training focused on the prevention of perioperative pressure injuries

- 8 pre-built learning modules and case studies
- Educational poster to inform pressure injury prevention best practices



## Skin Champion Program

Engage staff in interactive education with this ready-to-go, facility-led system

- Comprehensive starter kit filled with everything you need to get up and running
- 24 pre-built modules containing lesson plans, teaching guides and more

## Skin Matters for nursing assistants

This uniquely designed program supports best practices and comes with:

- 8 pre-built learning modules
- Competency assessments to help check for learning
- Point-of-care info and tips in a pocket-sized booklet to help inform best practices at the bedside



# System of Products

Explore a unique system of products, specifically designed to help address the four contributing factors of pressure injuries. All the interventions work together with your protocols to help prevent prolonged pressure, friction and shear, and maintain optimal moisture.



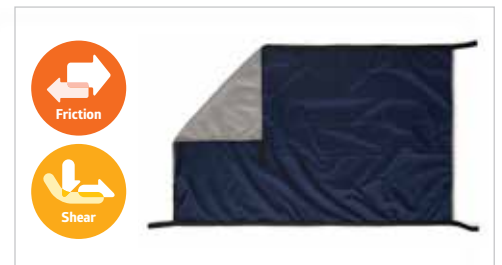
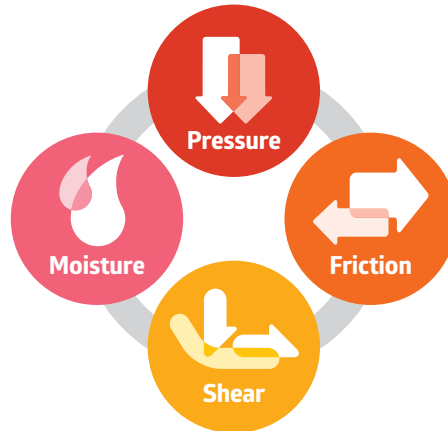
HeelMedix® FootCheck™ heel offloading devices



ComfortGlide® foam wedges



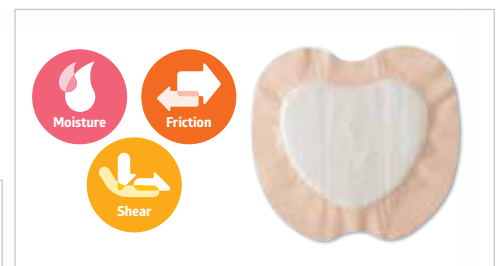
Remedy® skin care



ComfortGlide® repositioning sheet



Remedy® DriGo-HP® antibacterial wicking sheet



Optifoam® prophylactic 5-layer foam dressings



ComfortGlide® drypad

## Human-centered product design

### Color-coded product packaging

We make it easy for staff to identify products by their clinical use.



Cleanse



Moisturize



Barrier



Protect



Treat

### Educational packaging

Educational packaging provides a simple and brief how-to application guide for advanced wound care products.



### Intuitive application

Educational screen printing and color-coded strapping system to ensure boots are applied correctly.



## At-the-bedside guidance

### Product recommendation app

Gives your staff customized, comprehensive and clear dressing recommendations and education, including our Skin Health Hotline.



# Our process

Our clinicians work with you to identify gaps and opportunities to provide better care and deliver greater results.

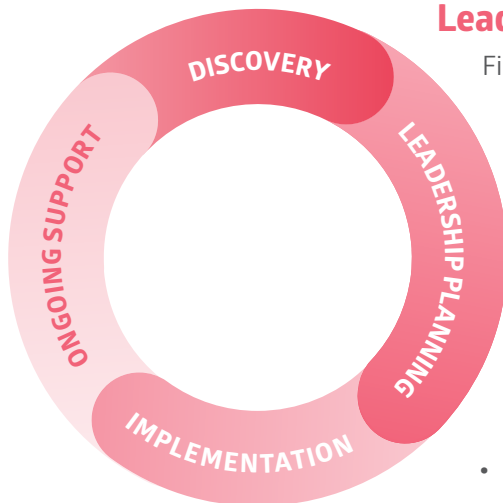
## Discovery

### Product and practice observation

A scalable methodology: Whether we go deep or more general, our disciplines and repeatable process is the same.

Our team gathers insights from a variety of sources:

- **Staff surveys** to understand biases and cultural influences
- **Environmental observation** to see how effectively products are being used
- **Leadership interviews** to align on facility pressure injury prevention goals and current practices



## Leadership planning

First we present findings and recommendations based on evidence-based best practices. Then together, we define what recommendations you want to address, when you want to tackle them and how as a team we are going to do it.

## Implementation

We work closely with your staff to ensure a seamless and successful rollout.

- Onboarding
- Education and training
- Product in-servicing

## Ongoing support

We provide ongoing clinical support to keep your staff engaged, sustain education and gain learnings—all to further enhance care.

# More skin health resources

## Quarterly Skin Health webinars

Stay current on clinical best practices. Watch for our email invitations or visit [medline.com/pages/skin-health/](https://medline.com/pages/skin-health/) to sign up or watch an on-demand webinar

## Healthy Skin magazine

Explore the latest issues and trends in skin health. Download the latest issue at [medline.com/pages/skin-health/](https://medline.com/pages/skin-health/)

## Top Stories e-newsletter

Sign up and enjoy the latest wound and skin care articles, videos, webinars and more delivered straight to your inbox every month. Visit [medline.com/pages/skin-health/](https://medline.com/pages/skin-health/)



Breakroom poster promoting Skin Health Hotline



Healthy Skin magazine featuring the latest trends in skin health



# Skin Health Solution

## Success story\*



### Desert Springs Hospital and Medical Center, Las Vegas, Nevada

Arlene S. Blanco, MSN-FNP, CWCN

We conducted a study to evaluate the incidence of healthcare-acquired pressure injuries (HAPIs) at our facility before the implementation of Medline's Skin Health Solution (SHS) and after implementation of SHS. The program included staff education, process and a system of skin care products.

During 2020 (Jan-Dec 2020), the annual rate of HAPIs per 1000 patients was 4.77.<sup>1</sup> In 2021, we implemented SHS. After one year (Jan-Dec 2021), the annual rate of HAPIs per 1000 patients was reduced to 1.46.<sup>1</sup>

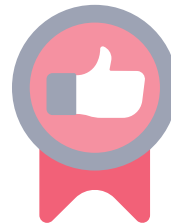
\* Blanco, AS, **Implementation of Skin Health Solution to Reduce the Incidence of Hospital Acquired Pressure Injuries (HAPI)**

Poster presented at WOCNext Conference; June 5-8 2022; Fort Worth, TX.

For the complete case study, contact your Medline Representative.

**69.3%**

Decline in the incidence of HAPIs in 2021 compared to 2020.<sup>1</sup>



**68.5%**

Decline in the total number of HAPIs in 2021 compared to 2020.<sup>1</sup>



**\$296K**

The annual cost savings for the prevention of Stage 2 HAPIs.<sup>1</sup>

**Questions about Skin Health Solution?** Contact your Medline Representative today or email [skinhealth@medline.com](mailto:skinhealth@medline.com).



**We make healthcare run better™**

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