

Comprehensive solutions for wound clinics

Your end-to-end pathway to operational and clinical success



**Expertise
and resources
for optimal
outcomes**

Your single source at every step

Managing a wound clinic is different from managing any other setting. We know it takes multidisciplinary teamwork, specialized staff, unique treatments and financial commitment to run a successful clinic.

As your single source partner, our goal is to help you streamline your operation by adding efficiency to everything from order fulfillment and billing to insurance verification, customer service and patient compliance at home. So you can devote more time to patient care and positive outcomes.



World-class distribution

Bulk purchasing
Well-stocked inventory
Next day delivery



Personal service and support

Patient billing/insurance
Call center for staff
and patients

From supply chain
to at-home care,
Medline is there.



**Continuity
of care**

Product standardization
Patient compliance
at home



**Clinical and
product education**

Best practice expertise
Educational packaging
Guidelines and
formulary support



**Innovative
products**

Ongoing research
and development
Proprietary products



World-class distribution

We help you balance the need for clinical quality with the demand for savings, efficiency and expert support.

45+
distribution centers
close to you and
your patients

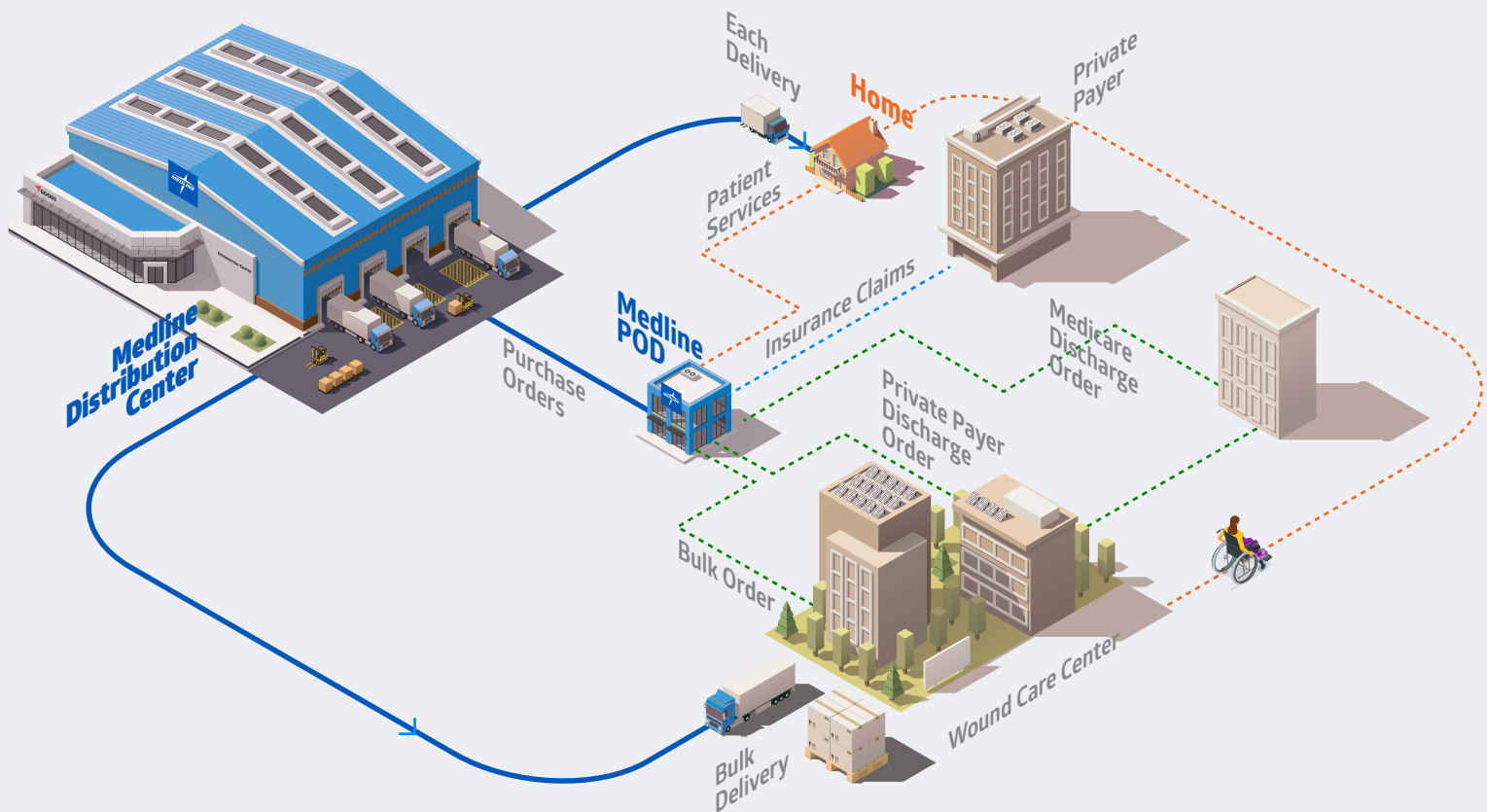
40+
Medline brands
to choose from

1,000
company-owned
trucks nationwide

24-hour
ship time from when
orders are placed

99.7%
drop ship orders
delivered on time

20.2M
square feet of
warehouse space





Personal service and support

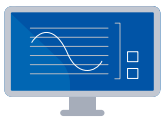
Our team of experts coordinates patient and staff inquiries, order tracking and spend management.

- Robust payer network
- Medicare and Medicaid
- **329+** insurance companies
- **2,250+** health plans
- Fully integrated with WoundExpert with options to use iHeal, Intellicare, fax or phone to place orders
- EMR integration with NetHealth and Brighttree



Wound clinic account manager

Your “quarterback” to address all your supply needs at home



Business analysts

Generate reports to guide operational improvements



Dedicated wound clinic team

Handles product orders, customer service, **insurance verification and billing** for clinic staff and patients

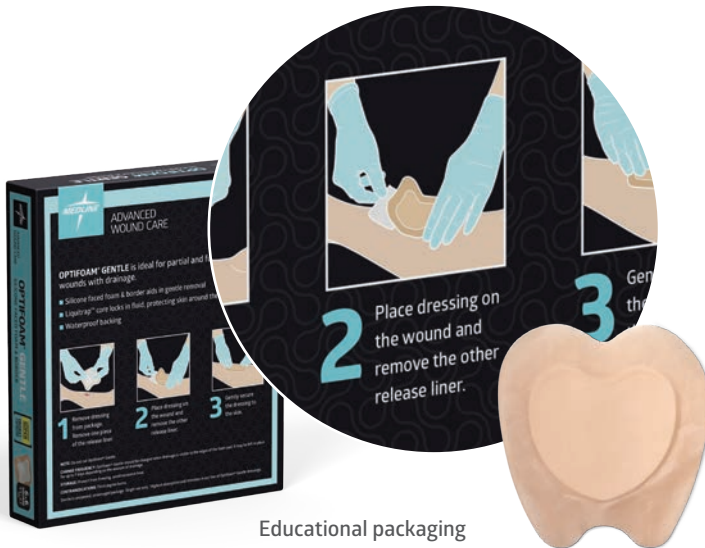




Continuity of care

Clear communication and thoughtful care management help ensure continuity of care from the clinic to the patient at home, resulting in better patient outcomes and quality of life. Our team works with you in the following key areas:

- **Product standardization** to align products used at your clinic with products ordered for patient use at home
- Product formulary management
- Wound care instructions and tools to ensure patients understand the when, how and why of self-care at home
- Intuitive system of products that work together
- Educational product packaging



Educational packaging



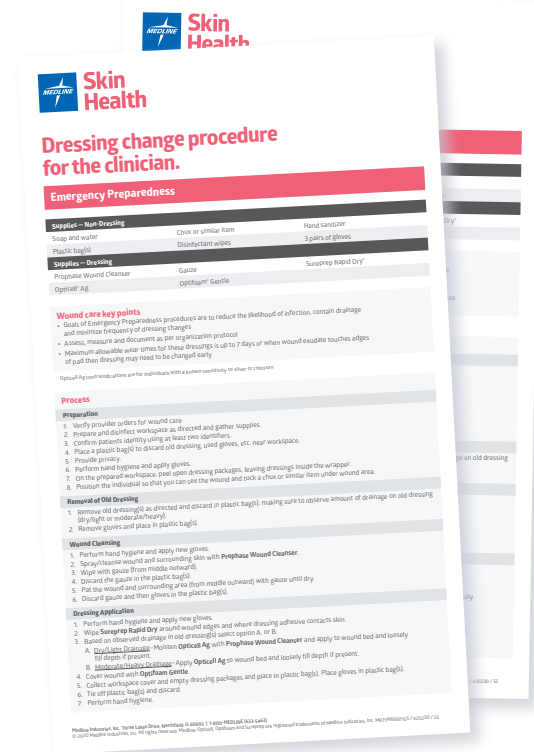
Patient education tools



Clinical and product education

We help empower your staff with expert guidance, easy-to-use education and tools including:

- Live product support from skin health nurses and specialists in the field
- An intuitive system of products that work together to support best practices
- Online continuing education (CE) courses
- Dressing change guidelines
- Customized best practice guidelines



Clinical instructions



System of products



Innovative products

With a robust portfolio of advanced wound care dressings—including proprietary products—we’re continuously developing innovative technologies to help you further improve patient outcomes. We also help you pair our complementary, intuitive system of products with evidence-based recommendations to drive best practices.

The products featured here are designed to help wound clinics focus on infection control, moisture management, stalled wounds and compression strategies.

Reduce bacteria and fight biofilm

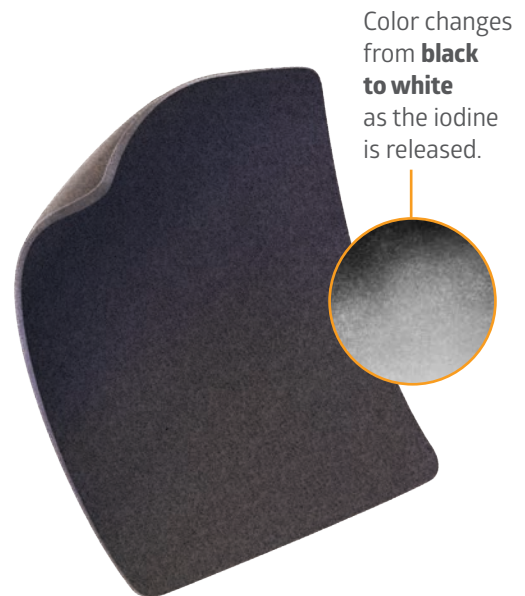
IoPlex® Iodophor Foam Dressing

IoPlex with I-Plexomer™ is the world’s only foam dressing that allows for regulated and sustained infection management through the slow release of iodine within the wound dressing. It’s effective for both acute and chronic wounds—and advanced technologies within IoPlex address biofilm* and bioburden.

Medicare basic coverage criteria:^{2*} 3x per week, moderate-heavy, full thickness

Item No.	Description	Pkg.
MSC5345EP	4 x 5" Pad	8/bx, 40/cs

* Based on in vitro testing



Reduces bacterial burden within the wound dressing



Effectively removes exudate and debris



Sustained release over 24 to 72 hours



IoPlex demonstrated a 4 log or greater kill against MRSA in **5 min** and *P. aeruginosa* in **30 min**¹

Advance healing using highly native collagen

Puracol® Collagen Wound Dressings

One key factor of chronic wounds is an elevated level of matrix metalloproteinases (MMPs). At elevated levels, MMPs break down necrotic tissue as well as viable collagen produced during the wound healing process. Puracol wound dressings promote natural healing with highly native type 1 collagen.³

Medicare basic coverage criteria:^{2*} Daily for stalled wounds

Antibacterial silver version Puracol Ag+ also available

Sheets

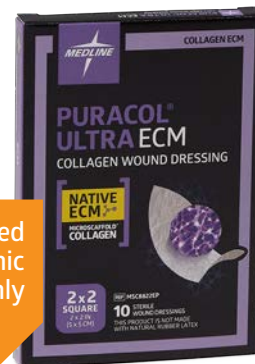
Item No.	Description	Pkg.
MSC8522	2 x 2"	50/cs
MSC8544	4 x 4.25"	50/cs
MSC8588	8 x 8"	50/cs
MSC8622EP	2 x 2"	50/cs
MSC8622EPF	2 x 2", Fenestrated	50/cs
MSC8644EP	4 x 4"	50/cs
MSC8644EPF	4 x 4", Fenestrated	50/cs

Powder

Item No.	Description	Pkg.
MSC8801EP	1 gm collagen powder	10/bx, 10 bx/cs

ECM

Item No.	Description	Pkg.
MSC8822EP	2 x 2"	10/bx
MSC8822F	2 x 2"	10/bx
MSC8845EP	4 x 5"	10/bx
MSC8845F	4 x 5"	10/bx



Intended for clinic use only

Balance wound moisture and control minor bleeding

Opticell® Gelling Fiber Wound Dressing

When moistened, absorbent chitosan fibers (derived from crustacean shells) form a conformable gel that helps manage drainage and aids in the removal of non-viable tissue from the wound. This debridement is gentle on the wound and promotes a moist wound healing environment.

Medicare basic coverage criteria:^{2*} Daily with a wound that has moderate to heavy drainage, full thickness wound

Without silver

Item No.	Description	Pkg.
MSC7822EP	2x2" (5.1 x 5.1 cm), sheet	100/cs, 10 bx/cs, 10 ea/bx
MSC7844EP	4.25 x 4.25" (10.8 x 10.8 cm), sheet	50/cs, 5 bx/cs, 10 ea/bx
MSC7866EP	6 x 6" (15.2 x 15.2 cm), sheet	50/cs, 10 bx/cs, 5 ea/bx

Antibacterial silver version Opticell Ag+ also available



Effectively absorb excess wound exudate

Optifoam® Gentle

Dressing changes can be painful for the patient and traumatic to the skin, but not with Optifoam Gentle. Specially formulated silicone ensures secure adhesion while allowing repositioning of the dressing and gentle removal. Super absorbent foam core manages moisture and maximizes wear time, aiding in the optimal healing environment.

Medicare basic coverage criteria:^{2*} 3x per week, moderate-heavy, full thickness

Item No.	Description	Pkg.
MSCEX33EP	3 x 3", Optifoam Gentle EX	10/bx, 100/cs
MSC2133EP	3 x 3", Optifoam Gentle SA	10/bx, 100/cs
MSCEX44EP	4 x 4", Optifoam Gentle EX	10/bx, 100/cs
MSC2144EP	4 x 4", Optifoam Gentle SA	10/bx, 100/cs
MSCEX55EP	5 x 5", Optifoam Gentle EX	10/bx, 100/cs
MSCEX66EP	6 x 6", Optifoam Gentle EX	10/bx, 100/cs
MSC2166EP	6 x 6", Optifoam Gentle SA	10/bx, 100/cs
MSCEX77EP	7 x 7", Sacrum, Optifoam Gentle EX	5/bx, 40/cs
MSC2177EP	7 x 7", Sacrum, Optifoam Gentle SA	5/bx, 40/cs
MSCEX99EP	9 x 9", Sacrum, Optifoam Gentle EX	5/bx, 25/cs
MSC2199EP	9 x 9", Sacrum, Optifoam Gentle SA	5/bx, 25/cs
MSC1200B	9 x 9", Bordered heel, Optifoam Gentle SA	10/bx, 50/cs

Antibacterial version Optifoam Gentle Ag+ also available



Manage swelling with compression therapy

AccuWrap™ 2-Layer Compression Bandage System

Thin and conformable first layer provides optimal comfort. Durable yet breathable second layer utilizes cohesive technology to keep the system in place.

- Low-profile design easily fits under clothing and footwear to encourage patient compliance
- Accuracy indicators printed on the bandage confirm ideal compression is applied

Item No.	Description	Pkg.
MSC7800	AccuWrap Kit	8 kits/cs
MSC7800XL	AccuWrap XL Kit	8 kits/cs
MSC7802	AccuWrap Lite Kit	8 kits/cs



Intended for clinic use only

COMPRECARES® Compression Garment

Easy for patients, caregivers and family members to remove and reapply at home, COMPRECARES helps improve patient compliance. Its unique ACCUTAB® system can be easily readjusted for precise levels of compression.

- Compression levels of 20-30, 30-40 and 40-50mmHg
- Specially designed fabric wicks away moisture to help avoid skin damage

Medicare basic coverage criteria:^{2*} One garment per leg every 6 months. Use modifier AW for an open venous ulcer

Item No.	Description	Pkg.
MSC1401	Small, Regular	1/ea
MSC1401T	Small, Tall	1/ea
MSC1402	Medium, Regular	1/ea
MSC1402T	Medium, Tall	1/ea
MSC1403	Large, Regular	1/ea
MSC1403T	Large, Tall	1/ea
MSC1404	X-Large, Regular	1/ea
MSC1404T	X-Large, Tall	1/ea
MSC1405	XX-Large, Regular	1/ea
MSC1405T	XX-Large, Tall	1/ea



Get started today. Contact your Medline Representative or call 1-800-MEDLINE for more details about our comprehensive solutions for wound clinics.

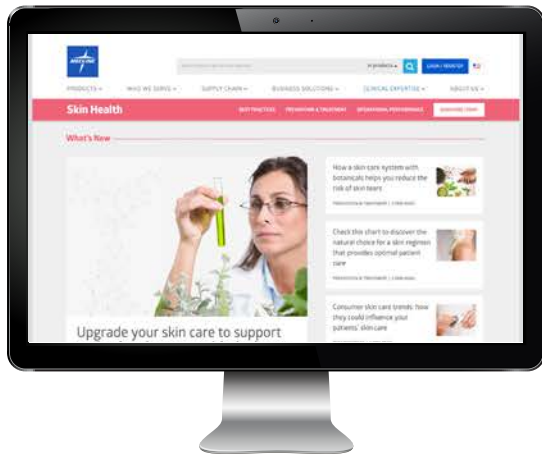
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Stay up-to-date on the latest skin health trends

Visit us at medlineskinhealth.com to learn about:

- Chronic wound management
- Wound bed assessments
- Compression therapy
- Nutrition and wound healing



Make skin health second nature
Contact your Medline Representative today



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References: 1. Data on file. 2. Centers for Medicare and Medicaid Services, (CMS). Medicare Coverage Database Indexes cms.gov. Local Coverage Determination (LCD): Surgical Dressings (L33831). Updated January 1, 2020. Accessed December 1, 2020. <https://www.cms.gov/medicare-coverage-database/indexes/lcd-alphabetical-index.aspx?DocType=All> 3. Fleck CA, Simman R. Modern collagen wound dressings: function and purpose. Journal of the American College of Certified Wound Specialists. 2010;2(3):50-54. Available at: <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3601889/>. Accessed November 18, 2020.

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