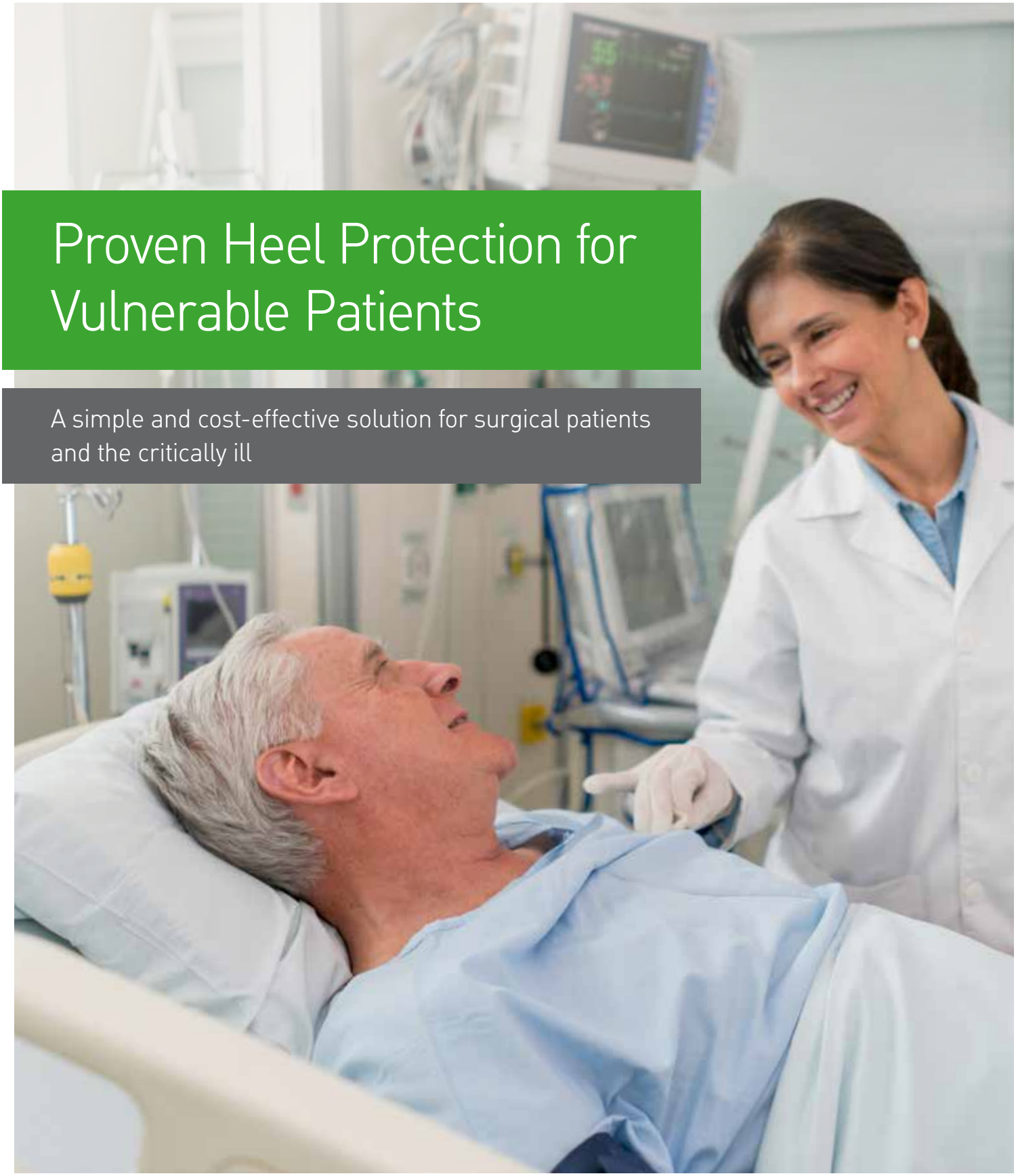
Proven Heel Protection for Vulnerable Patients

A simple and cost-effective solution for surgical patients and the critically ill



Mepilex® Border Heel

Mölnlycke®

External factors affecting pressure ulcers:

The danger of heel pressure ulcers

Pressure ulcers cause approximately 60,000 deaths annually in the U.S.[4] The heel is particularly vulnerable to pressure ulcers due to anatomy, perfusion, shape and angle of the calcaneus.[5]

The prevalence of heel pressure ulcers is increasing, while prevalence of ulcers in other body locations has stayed the same or declined.[6]

- The heel is one of the most common sites for facility-acquired pressure ulcers as well as deep tissue injuries.[5]
- High pressure over bony prominences (heels) for a short period of time and low pressure over bony prominences for a long period of time are equally damaging.[7]

Results can be devastating

11%	42%	24% & 38%
of patients with ischemic heel ulcers and gangrene in one study required amputation.[8]	of patients (18 of 43 patients) with heel ulcers required leg amputation as a result of persistent infection or non-healing wounds.[8]	(in two studies) of Stage 4 pressure ulcers were located on the heels.[9]

Benefits of Mepilex® Border Heel

- ✓ All-in-one and self-adherent – no secondary fixation needed
- ✓ Shaped to cover the back, sides and bottom of the heel – no need to cut or adapt
- ✓ Safetac® technology minimizes pain and trauma at dressing changes[10]
- ✓ Can remain in place for several days
- ✓ Can be repositioned without losing its adherent properties
- ✓ Moisture proof and bacteria resistant (> 25nm) film backing[11]

Mepilex Border Heel is designed to be applied on the heel for prevention of skin damage or for management of exuding wounds including pressure ulcers, diabetic foot ulcers, heel ulcers, traumatic wounds and other secondary healing wounds.

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The return on investment in Mepilex® Border Heel

Hospital-acquired pressure ulcers are common, costly and deadly – particularly Stage 3, 4 and "unstageable" pressure injuries (PSI-03). For example, one hospital reported cost of treatment increased with ulcer severity, ranging from an average of $1,119 for Stage 2 to $10,185 for Stage 3 and Stage 4 ulcers.[18]

In addition to pressure ulcers occurring in acute care facilities, pressure ulcers are also a problem in post-acute care settings, affecting as many as 23% of long-term care residents.[18] The average compensation for pressure ulcer litigation cases is almost $1 million.[18]

Long-lasting, effective protection

Pressure ulcer prevention dressings need to not only offer immediate protection, they must maintain those protective properties throughout the duration of their clinical use. Unlike other dressings, Mepilex Border is not only stronger on Day 1, but it sustains its strength even when wet.[17] By maintaining its structural integrity, Mepilex Border with Deep Defense™ technology provides consistent protection from tissue deformations,[2] the primary cause for pressure ulcers. The structural integrity of other dressings is compromised once they absorb moisture;[17] this may reduce their ability to protect against tissue deformations.

For hospitalized patients in particular, **10-18%** of pressure ulcers occur on the heel.[19]

Mepilex Border dressings were "clinically effective in reducing ICU-acquired heel PUs."[3]

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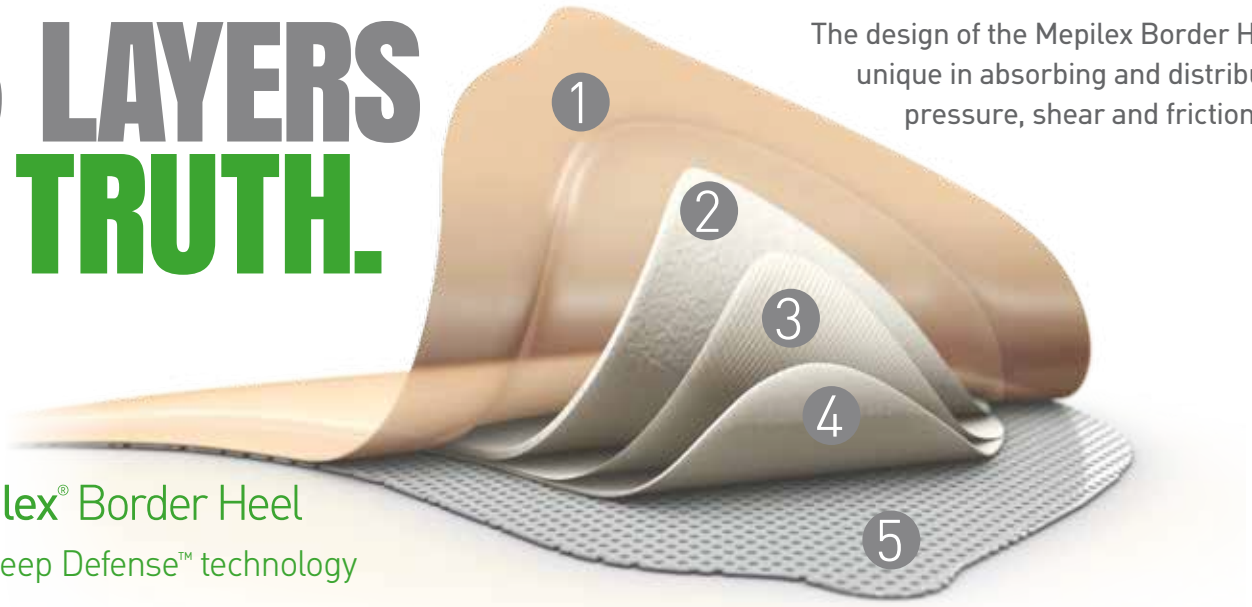
The proprietary Mepilex® Border Heel

Each of the unique five layers of the Mepilex Border Heel serves a specific purpose, adding to its strength, durability and absorbency.

No other dressing on the market exhibits these same properties - or the published, peer-reviewed results - in pressure ulcer prevention.

5 LAYERS 1 TRUTH.



The design of the Mepilex Border Heel is unique in absorbing and distributing pressure, shear and friction.[2, 12]

Mepilex® Border Heel
with Deep Defense™ technology

1 **Backing Film:**
Low coefficient of friction minimizes the impact of shear forces.[12]

2 **Superabsorbent Retention Layer:**
Enables internal movement within the dressing to limit transmission of shear forces.[12]

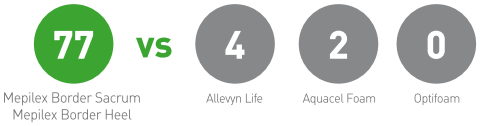
3 **Spreading Layer:**
Provides an optimal balance of strength and flexibility which, together with the unique construction of the dressing, is able to protect the patient from tissue deformations.[2]

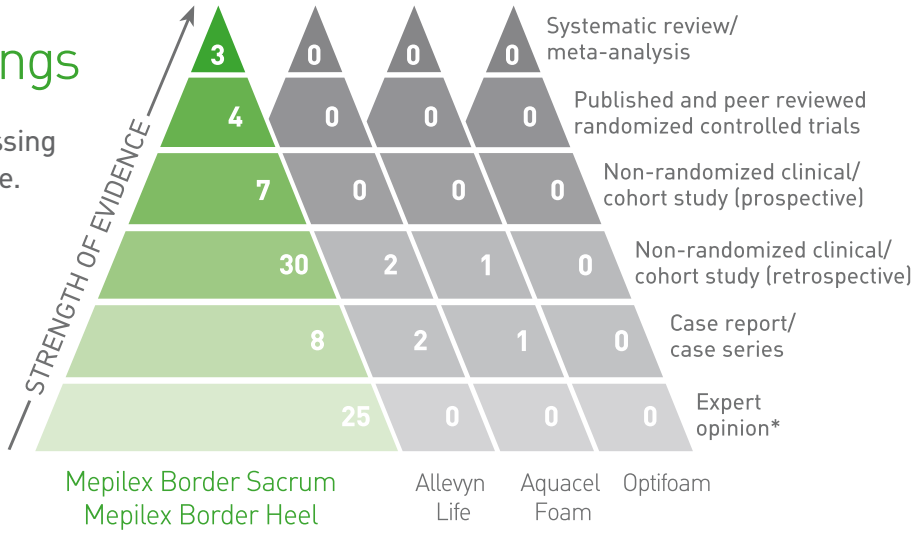
4 **Absorption Layer:**
Hydrophilic foam provides a cushioning effect, absorbing and limiting the transmission of pressure and shear forces.[12]

5 **Safetac® Layer:**
Safetac technology creates many contact points over the uneven surface of the skin.[1]

Clinically proven Mepilex® Border dressings

Mepilex Border is the only prevention dressing with this extensive level of clinical evidence.





* Includes three international clinical guideline documents which incorporate recommendations based on available research and expert opinion. Although the guidelines are not brand specific, the underlying clinical evidence identifies only Mepilex Border and not Allevyn Life, Optifoam or Aquacel Foam.

A study of critically ill patients by Santamaria et al found:[3]

Control Group:

152 patients no heel dressings

19 heel pressure ulcers

$0 = cost of **prevention**

$202,711 = cost to **treat****

Treatment Group:

150 patients Mepilex Border Heel

0 pressure ulcers

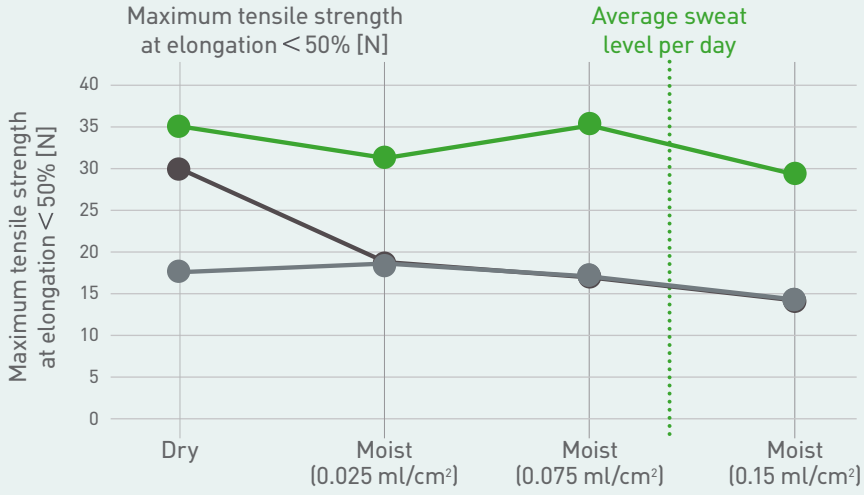
$2,700 = cost of **prevention***

$0 = cost to **treat**

* Average cost of heel dressing - $9 each; assumes dressings changed every 3 days

** Assuming average treatment cost of $10,669[16]

Mepilex Border vs Competitive Dressings[17]



Mepilex Border products, with Deep Defense™ technology, maintain their strength, even when wet. Made from the same materials and with the same 5 layer design, Mepilex Border Heel is able to maintain its protective properties, providing consistent protection against tissue deformations.[2]

Mepilex Border — Aquacel Foam — Allevyn Life

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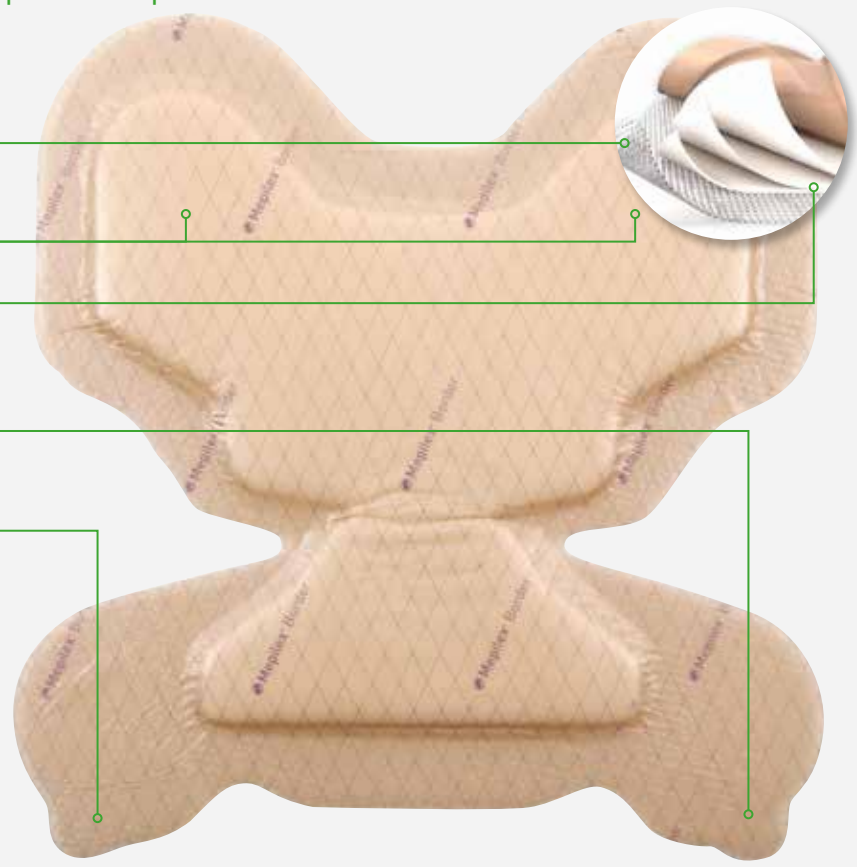
Mepilex® Border Heel with NEW user features

Uniquely designed for pressure ulcer prevention

While other dressings may look similar or claim they achieve the same results, they lack the characteristics and depth of clinical proof of Mepilex Border Heel.



Safetac® technology reduces risk of maceration[1, 23]

Coverage of the malleoli

Five full layers to help deflect extrinsic forces including friction and shear

Handling tabs for easier heel checks*

Slightly thicker borders* for easy handling and better adhesion

Deep Defense™ technology for protection from the combined effect of the extrinsic forces responsible for pressure ulcers:[2]

- Strength in the patient sliding/shearing direction ↕
- Flexibility in the horizontal direction ↔

* Compared with original Mepilex Border Heel

Mepilex Border Heel ordering information‡

Product code	Size	Pcs/ box	Pcs/ case	HCPCS
282790	8.7" x 9.1" (22 x 23 cm)	10	30	A6210

‡ Packaged sterile in single packs

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