

HeelP.O.D.TM

PRESSURE OFFLOADING DEVICE

VA Onboarding Kit



The **ONLY** Pressure Offloading Device
with **Full Heel Access**

 **NELDERM**[®]

IN PARTNERSHIP WITH
 **LOVELL**[®]
Government Services

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Pressure Ulcer Problem

More than 2.5 million patients per year are impacted by pressure ulcers in the United States. The National Pressure Ulcer Advisory Panel defines a pressure ulcer as an area of localized tissue damage affecting the skin and subcutaneous tissues owing to pressure, shear, friction, or a combination of these factors.¹

These wounds cause pain, potential infection risk and increased workload for hospital staff. Pressure ulcer prevention is often routinized, but care may also be tailored based on patient risk. Consequently, it is paramount for hospitals to have effective offloading solutions that work for all risk levels to help mitigate onset of pressure ulcers in their facility.²

Pressure Injury Statistics



\$22K TO \$47K

Average Cost to Treat
Stage 1 to 4 Pressure Ulcers¹



Heel Ulcers
are the 2nd Most
Common HAPI¹

(Hospital Acquired Pressure Injury)



\$14 Million = Average
Annual Spend on Prevention⁴
(300 Bed Hospital)



Hospital-Acquired Condition
Growing Annually¹

Lawsuit Statistics

#2

Malpractice Suits²

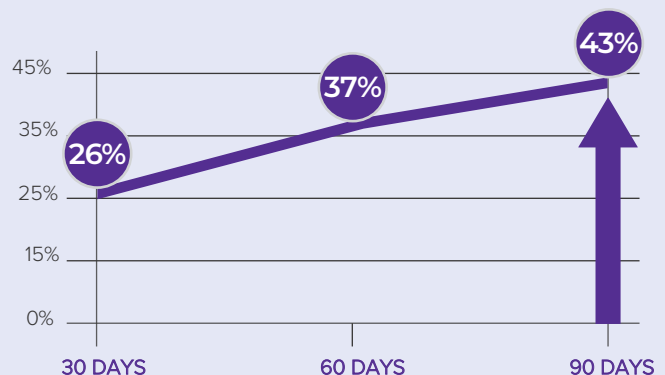
87%

Plaintiff Wins²

\$250K

Average Lawsuit Settlement³

Pressure Injury Readmission Rates



1. Wassel CL, Delhougne G, Gayle JA, Dreyfus J, Larson B. Risk of readmissions, mortality, and hospital-acquired conditions across hospital acquired pressure injury (HAPI) stages in a US National Hospital Discharge database. Int Wound J. 2020;17:1924-1934. 2. Bennett GR, P'Sullivan J, DeVito EM, Remsburg R. The increasing medical malpractice risk related to pressure ulcers in the United States. J AM Geriatr Soc. 2000;48(1): 73-81. 3. Voss AC, Bender SA, Ferguson ML. Long-term care liability for pressure ulcers. J AM Geriatr Soc. 2005;53(9): 1587-92. 4. Morse, Susan. "Pressure Ulcers Cost the Health System \$26.8 Billion a Year." Healthcare Finance, HIMSS Media, 10 Oct. 2019, <https://www.healthcarefinance-news.com/news/pressure-ulcers-cost-health-system-268-billion-year>.

Product Overview

HeelP.O.D.™

PRESSURE OFFLOADING DEVICE



Unique Heel Access
and Visualization



Reduced Workload



Confident Offloading
by "Floating the Foot"

Prevention & Treatment of Pressure Injuries in the Lower Extremities.

NelDerm's HeelP.O.D. is the only pressure offloading device that provides full access and visualization of the heel, which facilitates dressing changes and wound debridement. This simple and hygienic design is also proven to reduce nursing time needed for application and removal¹. Not only will this effective offloading system help to prevent and treat ulcers, but as a cost effective solution, it will help lower hospital spend.

Adjustability and Simplicity

Elastic Single Strap Design Provides Adjustability, Ease of Application, and Compatibility with SCD Devices.

Comfort and Durability

Memory Foam Layers

Promote Comfort and Allow for Reliability throughout the Patient's Episode of Care.

Hygienic

4-way stretch material is **Water Resistant** and **Easily Cleaned**.



Ordering Information

Standard Size

< 10" (25cm) circumference

X-Large Size

> 10" (25cm) circumference

When measuring, account for stockings and SCD sleeves as needed.

ORDERING PER CASE

Quantity:	8 each	Quantity:	6 each
Size:	Standard	Size:	X-Large
SKU (8 Each):	NDHPOD-S1	SKU (6 Each):	NDHPOD-XL1
Dimensions:	24" x 16" x 12"	Dimensions:	24" x 16" x 14"
Weight:	15.5 lb	Weight:	19 lb
UPC Code:	8500002781311	UPC Code:	8500002781328

Now Available on FSS, DAPA, and ECAT Contracts through Lovell

FSS: V797D-50450 • DAPA: SP0200-16-H-0011 • ECAT: SPE2DE22DA020



Positioning Wedge
Included

Single Patient Use
No Latex

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customerservice@lovellgov.com

NELDERM[®]



Who Needs HeelP.O.D.™ ?

- Any patient at risk for developing a heel ulcer or Hospital Acquired Pressure Injury (HAPI)
- Anyone immobilized or incapacitated
- Patients with pre-existing conditions



Single or Multi-Patient Use?

The HeelP.O.D. is designed for single patient use.



HeelP.O.D.™ Sizes:

- Standard size accommodates calf circumference of < 10" (25cm)
- X-Large size fits calves with calf circumference of > 10" (25cm)
- When measuring, include stockings and other devices as applicable (i.e., SCD sleeves)



HeelP.O.D.™ Positioning:

The HeelP.O.D. should be placed between the patient's distal gastrocnemius muscle and Achilles tendon to allow floating of both the foot and ankle.



Achilles Tendon Pressure?

When using the HeelP.O.D., the memory foam layer design allows the device to evenly conform around the patient's leg, thus allowing for minimal pressure, if any, on the Achilles tendon.



Positioning Wedge Placement:

The positioning wedge is affixed with Velcro, so there is flexibility on where it can be placed. It may be attached to either side of the device based on the Provider's recommendation and the positioning of the patient.



Foot Drop Risk?

Foot Drop contractures can often displace the heel from its designated offloading space, causing friction and shear force against the tension of the straps in an offloading device. Consequently, a device that delivers effective offloading coupled with less straps to potentially exacerbate the issue, may be helpful in handling that patient population.



Compatible with SCDs?

The HeelP.O.D. can be applied in conjunction with any DVT/SCD compression system. The tubing should route along the top side of the patient's leg and under the single strap of HeelP.O.D. Tubing should exit the distal end of HeelP.O.D. angled away from the heel as much as possible.



Knee Hyperextension?

To avoid hyperextension of the knee while using a HeelP.O.D., the knee may be supported with pillows or by adjusting the knee-gatch feature on the patient bed as needed.



Walking with HeelP.O.D.™?

Activity such as walking or standing are not recommended while using HeelP.O.D.

Canales M.B. et al:

NelDerm HeelP.O.D.™ Versus Pressure Relief Ankle Foot Orthosis: A Preliminary Investigation.

Purpose: To investigate the clinical and practical effectiveness of the NelDerm HeelP.O.D. compared to standard Pressure Relief Ankle Foot Orthoses (PRAFO).

Key Takeaways:

- Increased Efficiency for Healthcare Providers
- Improved Visualization & Assessment of Heel Wounds
- Improved Patient Comfort
- More Efficient Cleansing & Disinfecting
- Less Complicated Dressings & Removals

Conclusion:

NelDerm HeelP.O.D.™ yielded more time-efficient dressing changes when compared to other PRAFO devices.



HeelP.O.D.™
PRESSURE OFFLOADING DEVICE

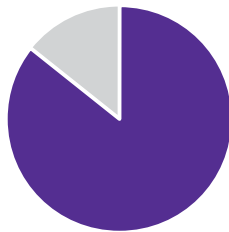
87.5%
Less Time to Apply

57.5%
Less Time to Remove

when compared with
the standard devices.

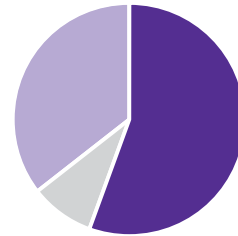
The following questions were asked to Registered Nurses after trying HeelP.O.D.:

Do you Prefer HeelP.O.D. over Alternatives?



■ YES ■ NO ■ NO ANSWER

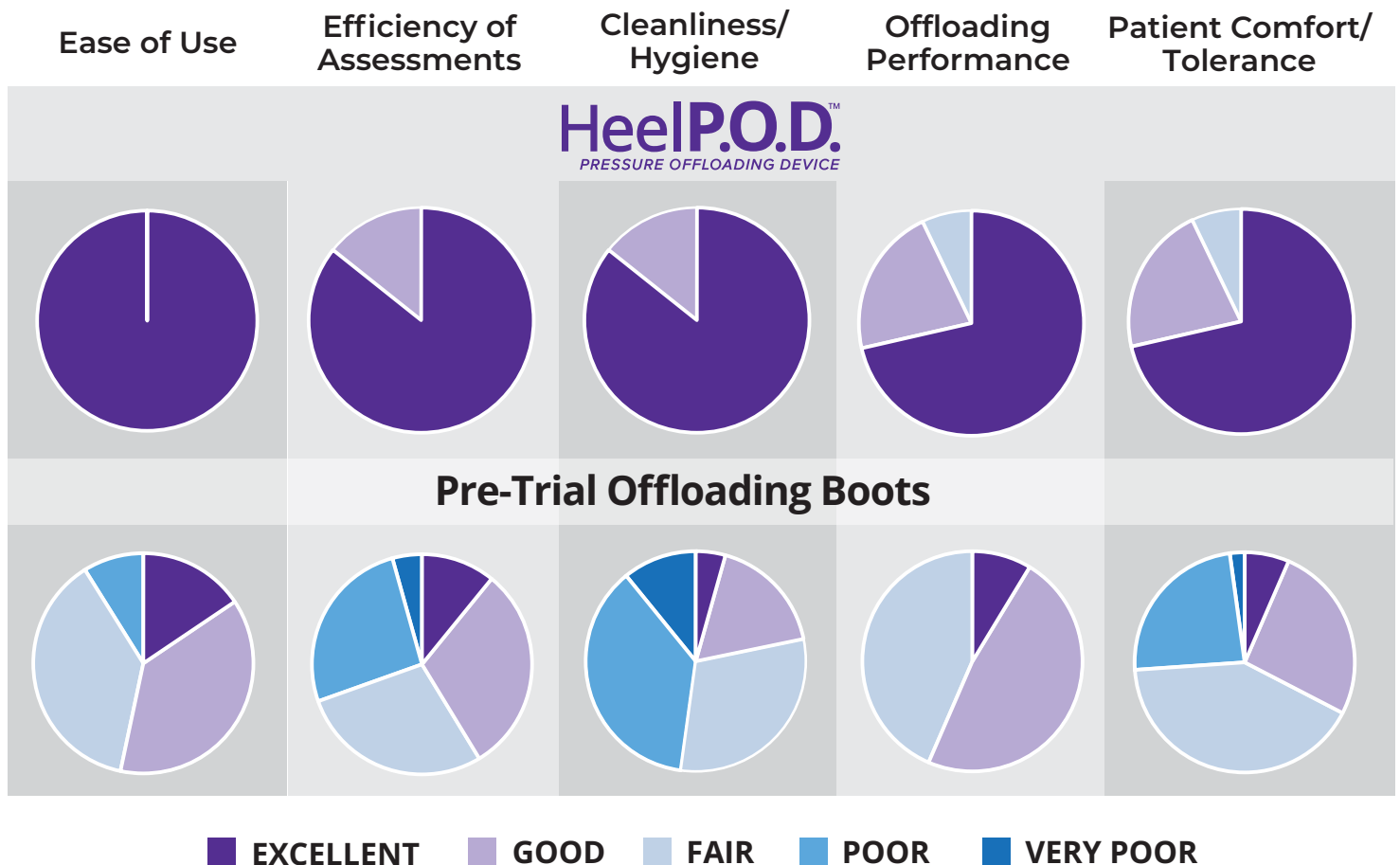
Are you Satisfied with your Current Offloading Device(s)?



■ YES ■ NO ■ NO ANSWER

56 Registered Nurses Surveyed HeelP.O.D. vs. standard of care offloading boots.

HeelP.O.D. vs. Standard Of Care Devices



Checklist:

- | | |
|---|---|
| <input type="checkbox"/> Objective | <input type="checkbox"/> Application |
| <input type="checkbox"/> Patient Population | <input type="checkbox"/> Cleaning |
| <input type="checkbox"/> Design Advantages | <input type="checkbox"/> Warnings/Precautions |

HeelP.O.D. Objective:

- To treat and prevent pressure ulcers
- To eliminate pressure on the heel by floating the foot
- To provide visualization of the heel

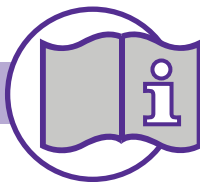
Patient Population:

Any patient at risk for developing a heel ulcer or HAPI or anyone immobilized or incapacitated.

Consider These Patient Factors:

- | | | |
|-------------------------------------|---|------------------------------|
| • Orthopedic Injury | • Edema | • Ventilated |
| • Lower Extremity Orthopedic Trauma | • Critical Illness | • Sedated |
| • Lengthy Surgeries | • Chronic Illness (Diabetes, PVD, CAD, COPD, CHF) | • Impaired Cognition |
| • Immobilized | | • Altered Sensory Perception |

Indications for Use



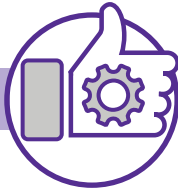
- Aids in the prevention and treatment of heel pressure injuries
- Aids in the prevention of hip rotation (optional wedge recommended)
- Aids in providing foot protection

Warnings/Precautions

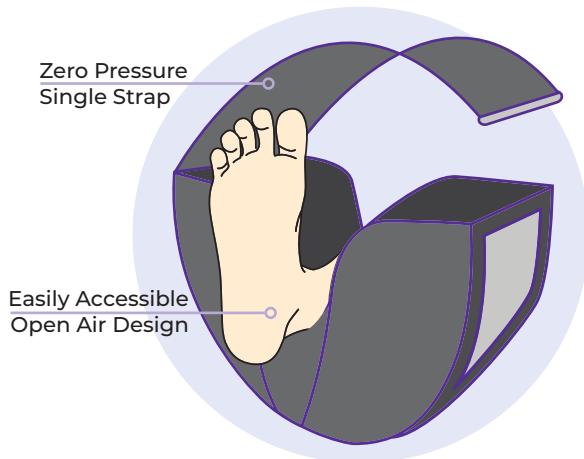


- HeelP.O.D. is not intended to be used while patient is walking, standing or transferring to another bed or chair.
- Single patient use

Design Advantages



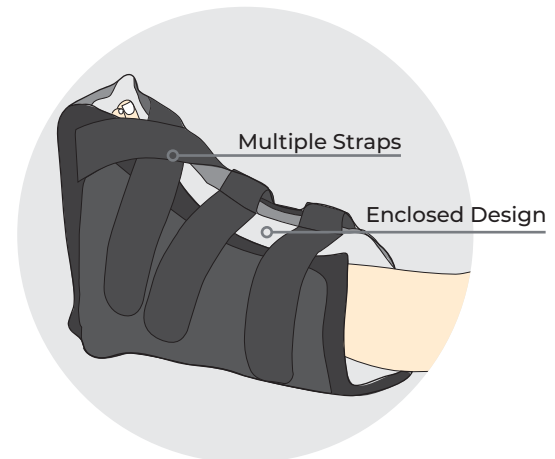
HeelP.O.D.™ PRESSURE OFFLOADING DEVICE



Open Air

vs.

Standard of Care Devices



Enclosed

- HeelP.O.D.'s open air design promotes increased **breathability, comfort and hygiene**.
- Open air design allows for **convenient access** to skin checks, cleaning, dressing changes and debridement.

- Enclosed standard of care devices can harbor sweat and bacteria, which can contribute to patient discomfort and potential infection.
- Enclosed devices can make checks and wound care more complicated and time consuming.



Single Strap

vs.



Multiple Strap

- Creates an even pressure signature where the foot contacts the device, allowing for **zero pressure** on the bony prominences of the foot.
- **Takes 87.5% less time to apply and 57.5% less time to remove.**
- HeelP.O.D. keeps the foot completely **floated** and **unobstructed**.

- Multiple straps can apply uneven pressure points on bony prominences of the foot which can contribute to pressure ulcers.
- Multiple strap products often require strapping to be done in a specified sequence which requires additional time to apply and remove.
- Multiple straps can make cleaning more complicated and less hygienic.

Application



1. Before Applying:

- Make sure patient's heel and lower limb are clean.
- Ensure any present wounds are dressed or covered.
- The knee may be supported with pillows or by adjusting patient's bed as needed.

2. Leg Placement:

- Place the patient's leg in HeelP.O.D. **between Achilles Tendon and Gastroc Muscle**
- Ensure the Malleoli aren't in contact with the HeelP.O.D. There **must be 1-2 inches between the Malleoli and HeelP.O.D.**

3. Securing Leg:

- Once the leg is positioned, apply the adjustable strap to securely hold the limb in place. The strap should be tight enough to **keep the limb from rotating.**
- A **HeelP.O.D. Positioning Wedge** (optional) is included - use as needed. Place to either side of the HeelP.O.D. to prevent limb rotation. The location in which the Positioning Wedge is placed will depend on the position of the patient.

Cleaning



Cleaning HeelP.O.D:

Dampen a clean cloth with antibacterial soap and water to wipe clean. Disinfectant wipes are not recommended.



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