



# Healogics®

## Objective

To measure the impact of a Healogics collaboration for the hospital and community through understanding the continuum of care created by care delivered in the Wound Care Center®.

## Approach

An analysis was conducted across 316 Centers to better understand how Healogics Wound Care Centers help to create access and coordinate care within the community to improve outcomes and reduce amputations.

## Results

The analysis of the relationship between a Wound Care Center and a hospital's services demonstrates Healogics unique ability to both inform and educate patients and healthcare providers and improving patient quality of life by helping patients navigate through a hospital's continuum of care.

## Delivering on the promise of a healthier community through a Healogics collaboration

### Introduction and Background

Almost 7 million people in America are living with a non-healing wound right now. Healing can be difficult because that same population is dealing with three to four additional chronic conditions on average. As hospitals struggle with how to provide care for their most chronic population, a Wound Care Center team can be a collaborative partner in the continuum of care for patients in need of additional medical attention.

Individuals with chronic wounds are an under-recognized, small-but-costly segment of the high-need patient population. Many suffering from a chronic wound are generally unaware of the option for advanced wound care.

Healogics focuses great efforts on educating community healthcare providers about the importance of specialized wound care. This educational component is an extensive part of Healogics service offering, improving access to care for the wounded population.

More than 20 percent of Healogics patients are new to the hospital system and may not have found advanced wound care without the help of Healogics' Community Education outreach. Each year, through our national network of partner hospitals, Healogics is able to provide advanced care to over 330,000 people living with chronic, non-healing wounds.

Chronic conditions can impact a person’s ability to heal, and there is a strong tie between vascular disease, foot and leg ulcers and amputation. Healogics Clinical Practice Guidelines recommend that a comprehensive evaluation is completed on admission to understand if a patient has adequate perfusion necessary for wound healing. Healogics works with patients to provide appropriate care options when more care is needed after an assessment has been conducted in the outpatient wound care setting.

Our Centers provide exceptional wound care, but, when needed, we also want patients to receive appropriate care to treat the underlying causes of their chronic wounds. Some patients need additional care either before, during or after wound care treatment. Studies show vascular intervention can help prevent amputation and can help prevent future wounds. Whether this intervention is a revascularization consult, potential surgery or an admission, Healogics works directly with physicians to provide next steps for each patient.

**Data and Methods**

An analysis was conducted across 316 Centers to better understand how Healogics Wound Care Centers help to create access and coordinate care within the community to improve outcomes and reduce amputations.

Healogics Wound Care Centers with tracking capabilities were able to do so through the use of applications on Healogics WoundSuite<sup>SM</sup> Platform.

Of the Centers surveyed, 49 percent were able to track whether or not patients were new to a hospital system, reflecting deeper reach into the community, 46 percent were able to track surgery referrals across a hospital system and 47.5 percent were able to track whether or not a wounded patient was admitted to the hospital.

Through this data, we were able to determine that over a 12-month period, an average of 37 patients from a Healogics Center chose to receive additional care through the partner hospital. Many of these patients may not have been aware additional care was needed without treatment at the Center.

	Avg. Surgery Ancillary Service Count		Average Charge	Average Payment
Small: Center under 300 patients	22.18	Vascular	\$43,888	\$11,422
Average: Center 300-500 patients	29.35	General	\$53,520	\$14,033
Large: Center over 500 patients	54.17	Plastic	\$61,155	\$16,053
<b>Average: All Centers</b>	<b>37.35</b>			

*Average charges and payments based on 2016 CMS Medpar data.*

The top three surgeries performed for patients at the partner hospital were Vascular (74 percent), General (15 percent) and Plastic (11 percent). The annual financial impact for a hospital from surgeries is estimated at \$1,730,912 in gross charges at a payment of \$449,612.

Over this same 12-month period, wound care center patients also resulted in, on average, 13 patient admissions, further underscoring the severity of patient condition in the population served and the need for advanced wound care in communities.

	Avg. Admission Ancillary Service Count	Average Charge	Average Payment
Small: Center under 300 patients	8.97	\$48,510.54	\$11,255.12
Average: Center 300-500 patients	13.22		
Large: Center over 500 patients	14.22		
<b>Average: All Centers</b>	<b>12.91</b>		

Based on 2016 CMS Medpar data, the annual financial impact for a hospital from admissions is estimated at \$630,637 in gross charges at a payment of \$146,315.

### Conclusions

What is the impact of a Healogics collaboration? The analysis of the relationship between a Wound Care Center and a hospital's services demonstrates Healogics unique ability to both inform and educate patients and healthcare providers and improve patient quality of life by helping them navigate through a hospital's continuum of care. This is possible through a robust Community Education effort, through a comprehensive approach to patient care and through physician collaboration. In addition to reaching new patients, Community Education can also open the door to more meaningful relationships with a community's physicians.

As the wound healing experts, Healogics is committed to advancing wound healing by creating and sharing our wound care expertise everywhere we can, for every patient who would benefit, by the best means available. This includes identifying patients in need and assisting those patients in their care journeys.

This case study emphasizes the impact and importance of appropriately managing this complex patient population and connecting people to the care they need.

# Healogics®

The power to heal