

Unlocking improved wound care outcomes and savings



How Mölnlycke can help your home health
agency drive Total Value in wound care





Home is where the heart is. **But wound care at home can also be challenging for agencies.**



Inconsistent care delivery

Patient care often involves coordination between multiple providers and caregivers.¹ This can lead to miscommunication in how a protocol is carried out, resulting in gaps or duplicated efforts.



Cost pressures

Profit margins are slim for most home health providers, averaging 4.5%.²



Regulatory changes

Wound care efficiency will be paramount under the new Patient-Driven Groupings Model (PDGM).²

With Mölnlycke as your partner, you can address these complex problems and unlock unrealized value.

Trusted processes and solutions

A better patient journey and improved outcomes start with consistent, reliable wound care. Mölnlycke's market-leading portfolio:



Strengthens your wound treatment processes, improving outcomes and reducing unscheduled nursing visits



Standardizes your practice with a set of high-performing solutions that promote consistency and drive efficiency



Facilitates more consistent handoffs with referral facilities and partners

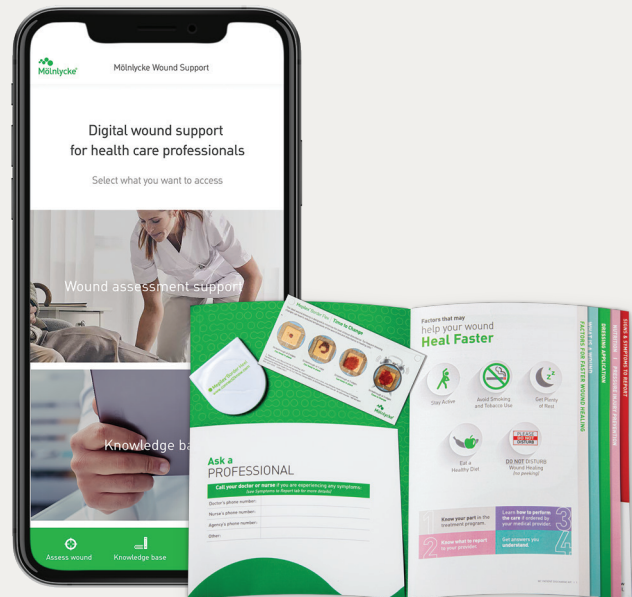


Simplified tools and training

Caregivers need to stay focused on patients. We work with your wound care teams to simplify procedures and care transitions, so they are always well prepared.

Easily accessible training is supplemented with:

- Dressing selection guides
- Patient discharge kits
- Digital support tools



Partnership that drives superior outcomes

Our unique consultative approach combines **products, education and strategic insight**. Mölnlycke's well-rounded teams of **advanced wound care specialists, health economics experts and dedicated post-acute care reps** guide you to measurable improvements in product performance and utilization, your reimbursement process and more.

A Partnership with Results

CommonSpirit Health at Home partnered with Mölnlycke to improve wound care

Why CommonSpirit Turned to Mölnlycke:

- Standardization of wound care processes
- Clinician education and support
- Quality evidence-based products on formulary
- Standardization of wound care dressings to eliminate redundancy and high-cost, low-utilization items

Below are the results:³

\$35,000

Monthly wound supply spend **decreased**
from **\$182k to \$147k (19%)**

\$7

Average spend per wound care
patient **decreased from \$90 to \$83**

179 SKU

Number of SKUs
decreased from 304 to 125 SKUs

2,482

Patient daily census
increased from 16,162 to 18,644

³ Callahan, Andrea. Clinical Excellence & Cost Effective Care through Standardization of Wound Care Formulary Presented at Symposium on Advanced Wound Care 2021.

Open the door to a successful value-based wound care partnership.

Contact your Mölnlycke
sales representative or
learn more at
molnlycke.us/totalvalue

MÖLNLYCKE DELIVERS MORE **TÖTAL** VALUE™



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