



## Services

Plan

Coach

Monitor

# TENA® SERVICES: Supporting Improved Skin Care Outcomes

## How Product Choices for Incontinence Care Affect Skin Care Outcomes



Reddened, irritated skin.

The prevention of skin breakdown and pressure ulcers is a critical issue for operators in long term care. Recent data from a clinical journal states that on average, costs range from \$4,000 to \$40,000 to treat skin breakdown, depending on the stage of the wound.\*

Studies indicate that Stage 1, 2 and 3 sores can cost an additional \$2,000 or more, while treatment for a stage 4 pressure sore can cost between \$54,000 to \$70,000 in additional expenses.\*\*

**Research\*\*\* on pressure ulcers and skin breakdown indicates that skin constantly exposed to moisture is:**

- more permeable to irritating substances
- more easily colonized by bacteria
- at greater risk for breakdown and loss of skin integrity

## Proper Product Selection is Critical for Preventing Pressure Ulcers

The National Pressure Ulcer Advisory Panel ([www.npuap.org](http://www.npuap.org)) identifies 5 points for pressure ulcer prevention. TENA®'s high quality incontinence products, coupled with our TENA® services education, provides strong support to pressure ulcer prevention programs.

Incontinence status should be assessed since excessive skin moisture increases the risk of skin breakdown. TENA®'s comprehensive product range is designed to handle multiple urinary episodes to help maintain skin dryness—whether the need is a small pad to manage just a few drops or a more absorbent brief for full incontinence needs.

Our assessment tools help ensure the right product is selected based on the fit and absorbency needs of each individual to promote skin health and comfort.

There are 5 points listed for prevention of ulcers:

1. **Risk Assessment**—Assess the risks including incontinence status identification. TENA®'s education programs and tools assists caregivers to assess for incontinence and develop a plan of care.
2. **Skin Care**—Establish a bowel and bladder program, using a mild cleansing agent, moisturizer, and a barrier or skin protectant. Our bowel and bladder education program is CEU certified. Our customized tools can be incorporated into any bowel and bladder or skin care program. Our perineal skin care products support a preventative skin maintenance strategy.



3. Nutrition

4. Mechanical Loading and Support Surfaces

5. **Education**—Implement educational programs that include bowel and bladder management and individualized skin care programs. Our MasterCare educational programs are available to TENA® customers at no additional cost.

### FOCUS AREAS

- Regulatory Compliance & Impact (F Tags / QIS)
- Incontinence Education
- Skin Health & Care
- Individualized Care Plan
- Correct Product Selection
- Culture Change

	TENA® SOLUTIONS			
	F Tag / QIS Programs - F314 & F315	Skin Care Education	Product Utilization Program	Bowel & Bladder Program
Regulatory Compliance & Impact (F Tags / QIS)	✓			
Incontinence Education			✓	✓
Skin Health & Care	✓	✓		
Individualized Care Plan			✓	
Correct Product Selection		✓	✓	
Culture Change	✓	✓	✓	✓

## Choose TENA®...Choose Solutions for Positive Outcomes!

### Sources:

\* "Comparison of Air-Fluidized Therapy with Other Support Surfaces Used to Treat Pressure Ulcers in Nursing Home Residents" by Rachel F. Ochs, MD, JD; Susan D. Horn, PhD, et al.

\*\* "What Role Can Nurse Leaders Play in Reducing the Incidence of Pressure Sores?" by Joan Wurster, MSN, RN

\*\*\* The National Pressure Ulcer Advisory Panel website ([www.npuap.org](http://www.npuap.org))

# Help Your Customers Make Choices That Will Lead to Positive Ripple Effects for Better Skin Care



## Choose a Partner for Incontinence Skin Care...Choose an Outcome

EXAMPLE:	A POSITIVE RIPPLE EFFECT	A NEGATIVE RIPPLE EFFECT
<b>The Decision Criteria</b>	Based on supporting positive skin care outcomes within a total cost and care solution for incontinence	Based on "price per piece" only; independent of factors such as the impact on skin health
<b>The Direct Care Effects</b>	<ul style="list-style-type: none"> <li>TENA®'s flexible product range, staff education programs and tools support an individualized approach to absorbency protection to help promote positive incontinence-related skin care outcomes</li> </ul>	<ul style="list-style-type: none"> <li>"Price only" products may not be adequate to support heavier absorbency needs</li> <li>Absence of programs to support skin care best practice can impact on skin health</li> <li>The skin is more exposed to moisture increasing the risk for skin breakdown</li> </ul>
<b>Immediate Outcome</b>	<ul style="list-style-type: none"> <li>Residents' skin stays drier to help reduce the risk of incontinence related skin issues</li> <li>Care staff has more time to attend to other Resident needs</li> <li>Care Staff have more time to perform other care related duties</li> <li>Reduced incidence of skin issues</li> <li>Improved product utilization</li> </ul>	<ul style="list-style-type: none"> <li>Residents are disturbed more frequently for product changes related to moisture against the skin</li> <li>Care staff spend more time changing Residents to prevent "skin wetness"</li> <li>Care staff spend more time treating skin irritation, rashes and skin breakdown</li> <li>More, gloves, protective ointments and creams are required</li> <li>More incontinence products are required when absorbency is not adequate</li> </ul>
<b>Final Outcome</b>	<ul style="list-style-type: none"> <li>Improved Resident comfort and well-being</li> <li>Improved staff effectiveness and satisfaction</li> <li>More family satisfaction/peace of mind</li> <li>Positive survey results in relation to F315 and F314</li> <li>Enhanced facility reputation</li> <li>Effective cost containment in relation to incontinence and skin care supplies and wound treatments</li> </ul>	<ul style="list-style-type: none"> <li>Residents experience more discomfort</li> <li>Care staff become dissatisfied with incontinence related workload and the inability to manage skin care effectively</li> <li>Families are dissatisfied with Residents' skin condition and the quality of their care.</li> <li>Increased risk for skin care and incontinence related citations</li> <li>Negative impact on home's reputation and environment</li> <li>Increased overall costs</li> </ul>

## DECISIONS TODAY...LEAD TO THE RIPPLE EFFECTS OF TOMORROW

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