



Choose a Product for Nighttime Incontinence Care... Choose an Outcome

EXAMPLE:	A POSITIVE NIGHTTIME RIPPLE EFFECT	A NEGATIVE NIGHTTIME RIPPLE EFFECT
The Decision Criteria	Based upon product performance, staff education, quality care and total cost in use outcomes	Based on "Price per piece" alone and independent of other factors
Decision Made (Product Choice)	Selects TENA®'s highly absorbent, night-specific products as part of a sleep enhancement program	Selects standard absorbency products based on the "up front" price
The Direct Care Effects	<ul style="list-style-type: none"> • TENA®'s on-site education and support tools promote effective night product utilization • TENA®'s program on quality sleep promotes best practices for nighttime incontinence care • Ongoing TENA® follow-up and support • Residents have a better night's sleep 	<ul style="list-style-type: none"> • Nighttime care is a routine, not Resident focused • Absorbency is inadequate to manage nighttime needs • Caregivers spend more time changing Residents leaving less time for other care duties • Residents are denied extended periods of undisturbed sleep
Immediate Outcome	Residents' quality sleep can lead to:¹ <ul style="list-style-type: none"> • More alert and active states • Reduced risk for falls • Supports individualized care as per CMS 315 guidelines² • Reduced incontinence related product consumption 	Residents' sleep deprivation can lead to:¹ <ul style="list-style-type: none"> • More drowsy, weak and agitated states • Higher risk for falls • Increased caregiver workload • Increased incontinence product and glove usage • Increased incontinence-related laundry consumption
Final Outcome	<ul style="list-style-type: none"> • Culture change achieved for nighttime • Improved staff effectiveness/satisfaction • Residents' well-being improves • Improved family satisfaction • Improved survey results • Reduced risk for citations/fines • Improved facility reputation • Effective cost containment 	<ul style="list-style-type: none"> • Culture change not supported • Overburdened staff become dissatisfied • Weaker, more agitated Residents • Families dissatisfied by Residents' status • Increased risk for poor survey results² • Impacts facility's reputation and environment • Increased overall costs • Increased risks for citations and fines

¹ Source: The Dark Side of Incontinence, Journal of American Geriatrics Society, 41: 371-376

² Per CMS Guideline F315 for Incontinence Care and Catheters, 2005

DECISIONS TODAY... LEAD TO THE RIPPLE EFFECT OF TOMORROW.

Contact us for more information: 1-800-992-9939

info.usa@tena.com | www.tena-usa.com