



Heel Better.

The anatomy
of better, holistic
heel pressure injury
prevention and care.

**Ebook includes: Clinician
Decision Toolkit and ROI metrics**



Clinicians (and heels) are feeling the pressure.

Pressure injuries (PIs) pose significant care and cost problems for healthcare systems nationwide — **a \$26.8 billion dollar challenge.**¹

The heel, specifically, is second only to the sacrum as the most at-risk PI location.² So, why doesn't the heel get as much love?

It's not an unfamiliar answer: time and resources. Clinicians and nurses are often dealing with these and other competing priorities. Add crises like pandemics, staff shortages and an increasing number of patients, and the challenges become clearer. How do we ensure the heel doesn't get deprioritized when you're already stretched to the bone?

**~17k PI-related lawsuits are filed annually,³
with an average settlement of \$250k per case.⁴**

¹Padula, William & A. Delarmente, Benjo. [2019]. The national cost of hospital acquired pressure injuries in the United States. International Wound Journal. 10.1111/iwj.13071.

²Delmore B, Lebovits S, Suggs B, Rolnitzky L, Ayello E. Risk Factors Associated with Heel Pressure Ulcers in Hospitalized Patients. J Wound Ostomy Continence Nurs. 2015;42(3):242-248.

³<https://www.ahrq.gov/professionals/systems/hospital/pressureulcertoolkit/putool1.html>

⁴Bennett RG, O'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



The kicker.

There's **immense opportunity** when it comes to heel PI management and compliance. And it all starts with a holistic approach that can yield benefits for clinicians, patients and care costs. But first, let's dig in and discuss what that means, how easy it can be and how you can take advantage of it.

The heel is a really BIG deal.

More than 2.5 million patients suffer from hospital-acquired pressure injuries (HAPIs) each year,¹ and approximately **23% of them occur in the heel.**²

This anatomy is highly at risk because of its:



relatively low blood flow



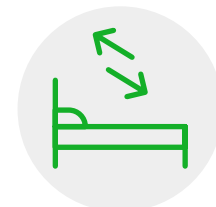
lower amount of soft tissue padding



bony prominence



reduced number of capillaries



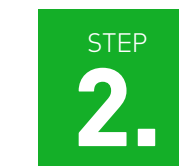
the shear force of patients sliding in bed

Two steps to successful heel PI prevention and compliance.

How can clinicians overcome the unique treatment challenges posed by the heel? **By taking a proactive, holistic approach that involves:**



using the right decision tools for management, and



leveraging innovative anatomy-specific solutions.

Really, it's that simple to realize significant patient and cost benefits in the long run.

¹Identifying Root Causes and Solutions for Hospital Acquired Pressure Injuries by Michael King Nov 19, 2018.

²VanGuilder, C., MacFarlane, G. D., & Meyer, S. (2008). Results of Nine International Pressure Ulcer Prevalence Surveys: 1989 to 2005. *Ostomy Wound Management*, 54(2).

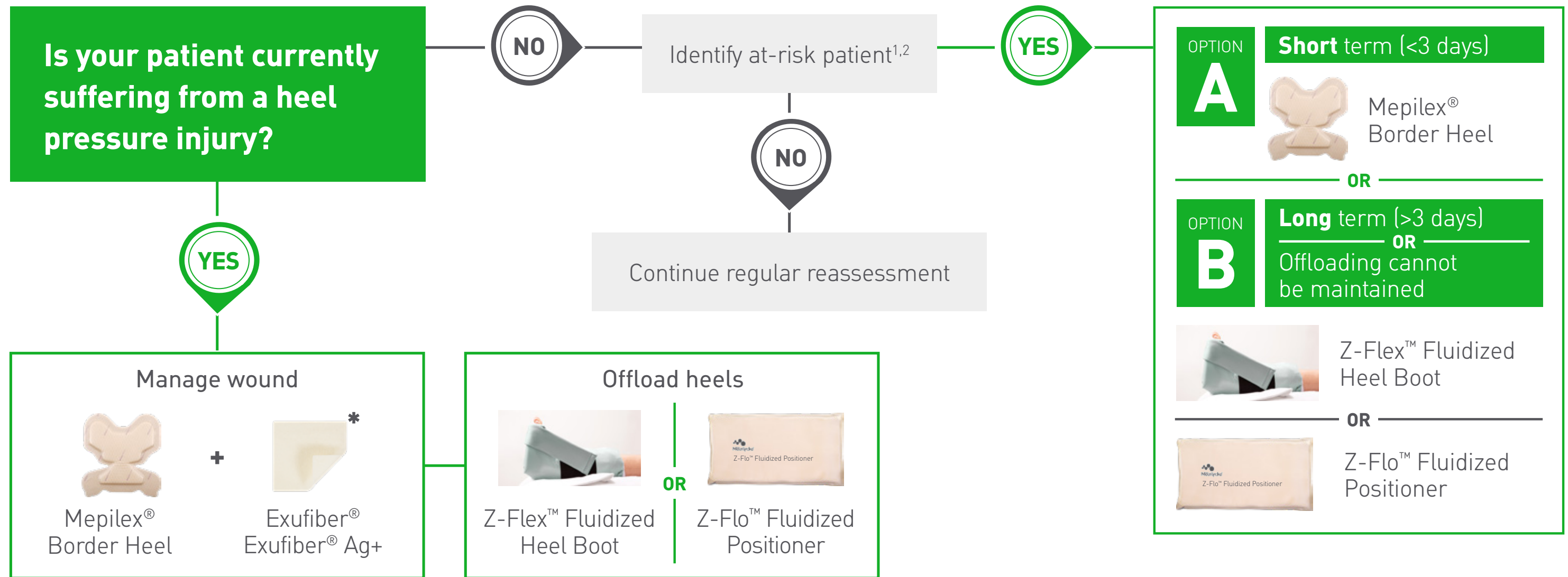
Step 1: Identifying the right solution for the need.

Let's face it: pressure injuries can be expensive. There's truth in the saying "an ounce of prevention is worth a pound of cure" as **preventing** PIs is three times less costly than **treating** them.¹ And the key to prevention, and therefore reducing costs, is identifying the best solution for the particular patient up-front, based on their risk level, mobility and length of stay.

¹Santamaria, N., Liu, W., Gertz, M, et al. The cost-benefit of using soft silicone multi-layered foam dressings to prevent sacral and heel pressure ulcers in trauma and critically ill patients: a within-trial analysis of the Border Trial. International Wound Journal 2015;12(3):344-350.

Determining a heel PI management plan just got easier.

Don't worry, we have just the thing for making this process fast and simple. Our timesaving clinical diagnostic tool helps you decide which heel-specific product(s) will offer the best PI prevention and management for each individual patient — ultimately improving both staff and patient satisfaction and compliance.



Mepilex® Border Heel: The all-in-one heel-shaped dressing for the prevention and management of wounds.

Z-Flex™ Fluidized Heel Boot: Our Z-Flex Boot uses positive air displacement to redistribute pressure from the heel and Achilles tendon to the lower leg, shin and foot.

Z-Flo™ Fluidized Positioners: Uses Z-Flo Fluidized positioners to comfortably offload the heel and contour around the Achilles tendon to protect and lift.

Exufiber® Ag+: A dressing that offers superior absorption, less leaking and maceration and easy removal.

¹Delmore B, Lebovits S, Suggs B, Rolnitzky L, Ayello E. RiskFactors Associated with Heel Pressure Ulcers in Hospitalized Patients. J Wound Ostomy Continence Nurs. 2015;42(3):242-248.

²Black J. Preventing pressure ulcers from occurring on the heel. Wounds International 2013, Vol. 4, eSupplement.

*Use appropriately in conjunction with a secondary dressing such as Mepilex® Border Heel to manage moderate to highly exuding wound and cavities. Exufiber Ag+ may be used if antimicrobial agent is needed.

Step 2: Leveraging innovative anatomy-specific solutions.

Preventing and managing heel PIs can be simple. That is, if you can narrow down the wide-ranging treatment options and leverage products designed for the appropriate anatomy.

Why is this important? Because heel PI prevention isn't a one-size-fits-all situation. Implementing heel-specific solutions enables you to accommodate the area's unique shape, tissue type and blood flow — and it makes staying compliant easy, efficient and ultimately more cost-effective.

A giant step forward in heel care.

We can help you offload and protect the heel with our heel PI prevention bundle of products. You already caught a glimpse of these on the previous page, but essentially, we offer clinically preferred solutions for a variety of patient risk and mobility levels. And, they're specifically designed to fit the complex anatomy of the area. So you see more patient satisfaction and compliance, and fewer CMS penalties for negative outcomes.

Only Mölnlycke can bring together clinically proven products, plus the tools and support you need to simplify the decision process. The result? A comprehensive approach to heel PI prevention and care unlike any other.

Effective solutions for improved results.

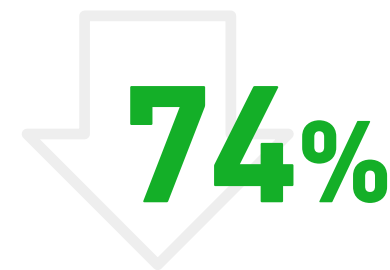
The combination of the Mölnlycke heel PI prevention bundle and decision tool have demonstrated significant effectiveness in reducing heel PIs and improving the patient experience:



100% reduction in heel HAPIs for one facility after implementation when using the Mepilex® Border Heel dressing and Z-Flex™ Fluidized Heel Boot.¹



Zero heel PIs among 150 at-risk patients who were administered the Mepilex Border Heel dressing upon admission.²



74% relative reduction of sacral and heel PIs (Stage 2 or worse) and an HAPI rate decrease from 10.5% to 2.8% with zero heel PIs observed when adhering the Mepilex Border Heel dressing.³



0% incidence rate following implementation when using the Z-Flex Fluidized Heel Boot and/or Mepilex Border Heel dressing.⁴

¹Maccartney K. "Reduce the Pressure-Reduce the Injury" Poster Presented at National Teaching Institute Conference 2018.

²Santamaria, N., Gertz, M., Liu, W., Rakis, S., Sage, S., Ng, A., Liew, D. (2015). Clinical effectiveness of a silicone foam dressing for the prevention of heel pressure ulcers in critically ill patients: Border II trial. *Journal of Wound Care*, 24(8), 340-345.

³Hahnel, E., El Genedy, M., Tomova-Simitchieva, T., Hauß, A., Stroux, A., Lechner, A., Richter, C., Akdeniz, D. M., Blume-Peytavi, U., Löber, N. and Kottner, J. The effectiveness of two silicone dressings for sacral and heel pressure ulcer prevention compared with no dressings in high-risk intensive care unit patients: a randomized controlled parallel-group trial, *British Journal of Dermatology*, 2019, <https://doi.org/10.1111/bjd.18621>

⁴Recke C., Davis T., Clemmons T. Keeping It Heeled – Heel Pressure Ulcer Prevention and Treatment in Long Term Care. SAWC 2019 Conference. Poster.

Lower utilization. Maximum ROI. And cost savings to boot.

Taking a holistic approach to reducing heel pressure injuries provides more than just clinical benefits. It has real economic impacts, too, like reduced treatment costs, fewer CMS penalties and mitigating reputational risks.

Real heel results.

Mölnlycke's holistic heel PI prevention solutions made real impacts to the bottom line:



92%

reduction in PI treatment costs

at one facility, compared to the past 3 years.¹



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Savings of 10s of thousands of dollars

A cost of \$242.18 for a heel prevention bundle at one facility, compared to the estimated \$10k-\$70k for a single Stages 2-4 heel PI.²



\$200k

\$200k cost avoidance

A cost avoidance of \$200k at one facility due to heel protection standardization when implementing our heel PI prevention bundle and decision tool.³

¹Maccartney K. "Reduce the Pressure-Reduce the Injury" Poster Presented at National Teaching Institute Conference 2018.

²Cooper et al. Baton Rouge Bundling for Change: Implementing Pressure Injury Prevention. Poster – WOCN 2017 Conference.

³Sullivan, R (2017). Use of a Diagnosis-Driven Heel Pressure Injury Algorithm. MEDSURG Nursing. 26(6). 399-402.



Ready to take the next step?

We're here to support you with the tools and anatomy-specific solutions you need to easily refocus on healing the heel and staying compliant.

Contact us today to see how we can help you design the right formulary and protocols for effective heel PI prevention and care.

<https://www.molnlycke.us/contact-us/wound-care-representative/>

