



**V.A.C.<sup>®</sup>**  
Therapy



**Two large independent<sup>\*</sup>  
economic studies demonstrated:  
3M<sup>™</sup> V.A.C.<sup>®</sup> Therapy delivers  
lower total cost to treat.<sup>1,2</sup>**

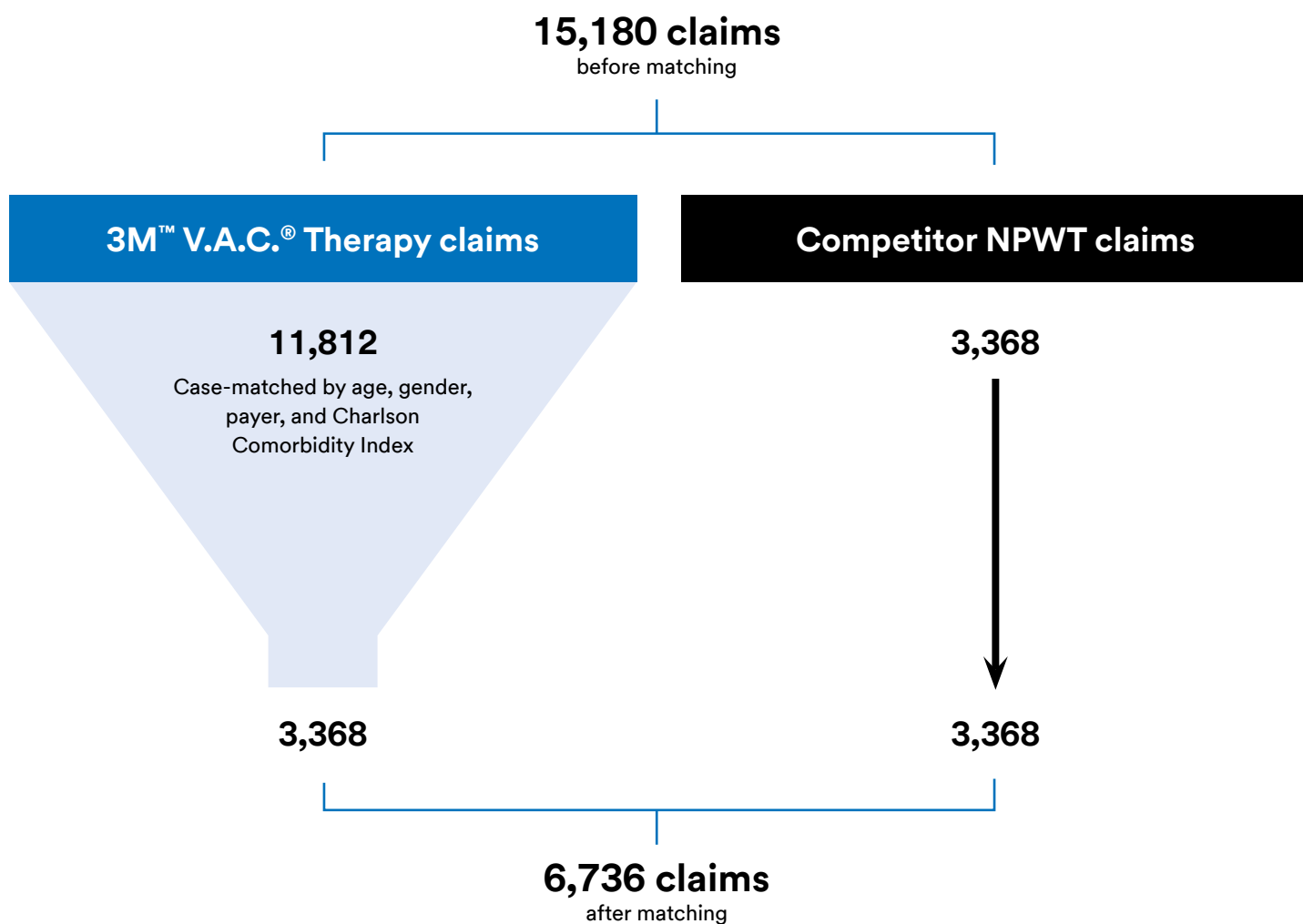
\*Data owned and analyzed by third party; analysis funded by 3M.

# A health economic analysis<sup>2</sup> of real-world health insurance claims data provided insights into the cost-effectiveness of negative pressure wound therapy (NPWT).

The analysis showed patients who received 3M™ V.A.C.® Therapy had lower total and wound-related treatment costs than patients who received competitor NPWT in all wound types across all time periods studied.

## Methodology<sup>2</sup>

Retrospective analysis of U.S. insurance claims database compared total and wound-related costs for patients who received 3M™ V.A.C.® Therapy (NPWT-K) versus competitive NPWT (NPWT-O) in the outpatient setting between January 2016 and September 2018. Costs were compared across care settings and wound types at 30 days, 3 months, and 12 months after initial claim.

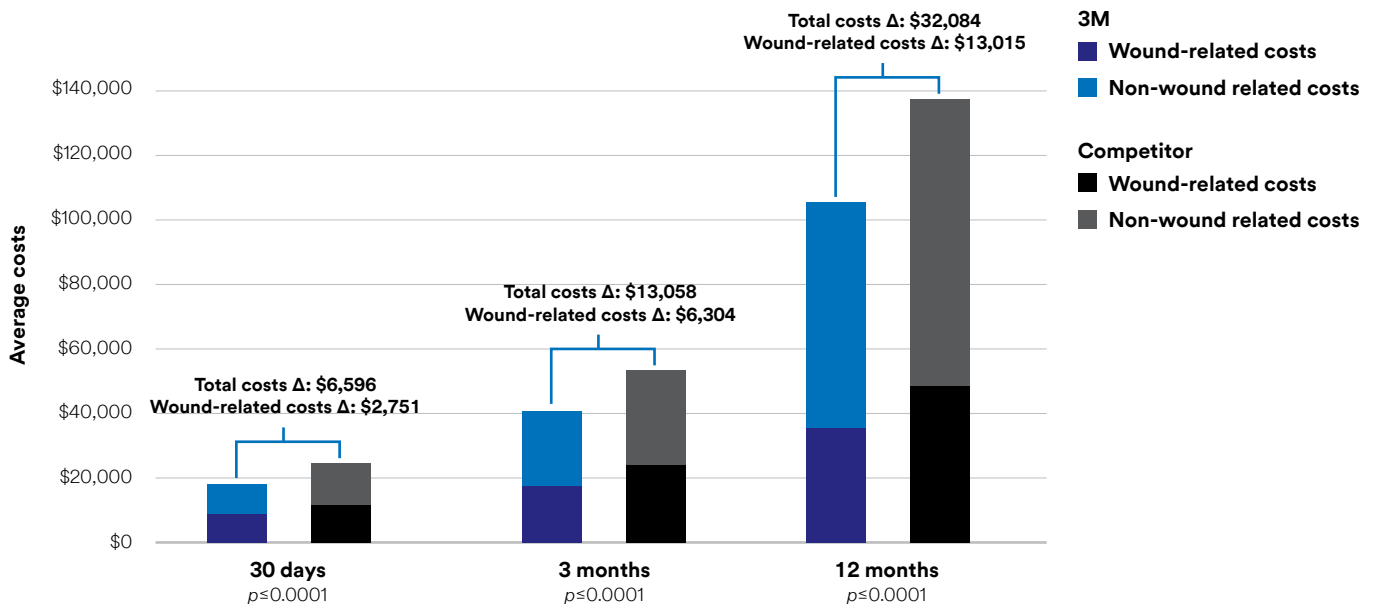


# Key Findings — All wound types, all time periods, 3M vs. competitor NPWT.<sup>2</sup>

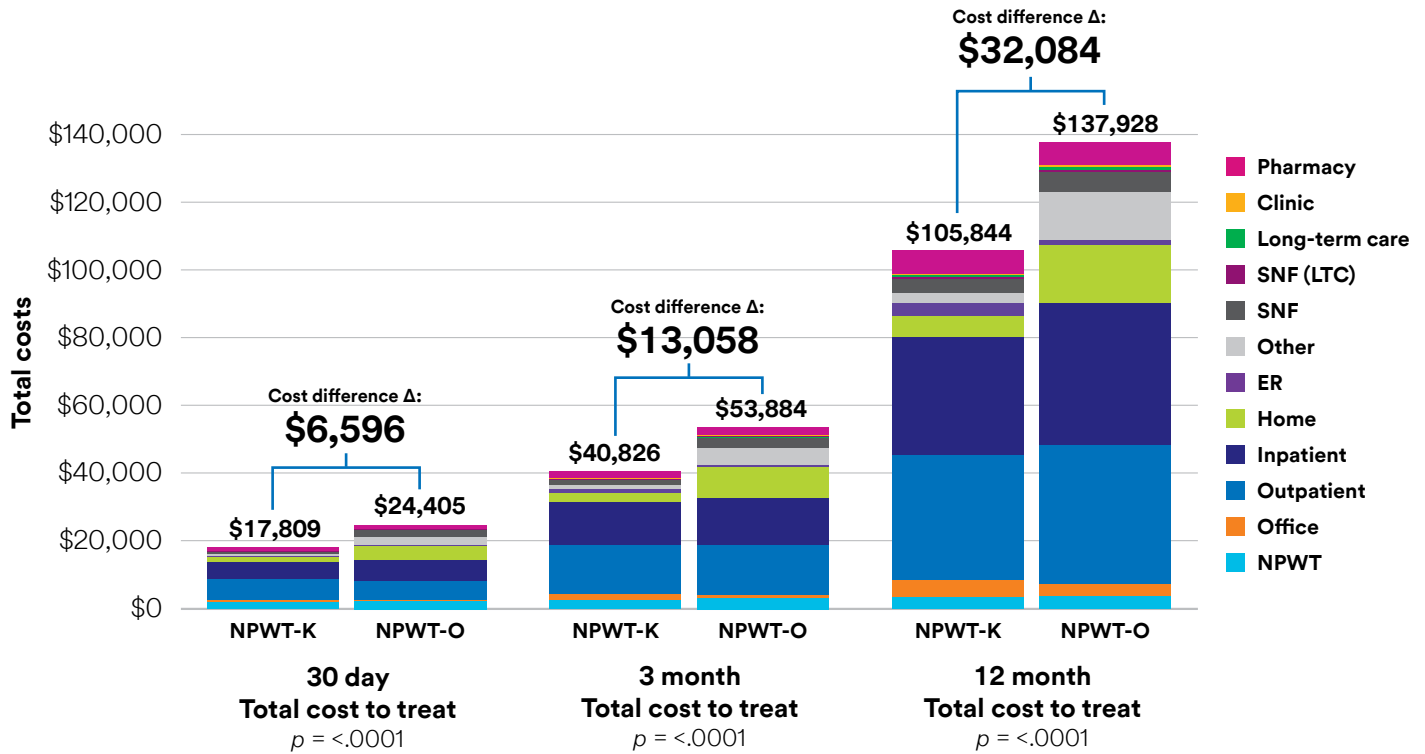
	30 days	3 months	12 months
<b>Total cost savings for patients receiving 3M™ V.A.C.® Therapy</b>	<b>\$6,596</b> (27%) lower	<b>\$13,058</b> (24%) lower	<b>\$32,084</b> (23%) lower
<b>Wound-related cost savings for patients receiving 3M™ V.A.C.® Therapy</b>	<b>\$2,751</b>	<b>\$6,304</b>	<b>\$13,015</b>
<b>NPWT costs per patient</b>	<b>\$107</b>	<b>\$348</b>	<b>\$408</b>

**3M™ V.A.C.® Therapy patients had 30%–37% lower total and wound related costs across time periods.<sup>2</sup>**

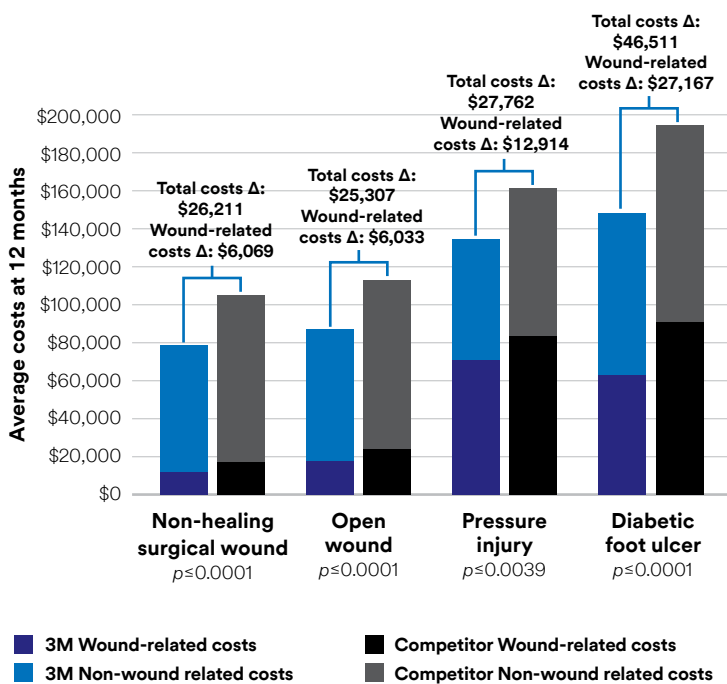
## Costs at 30 days, 3 months, 12 months: All wounds



# 3M™ V.A.C.® Therapy significantly lowered costs across care settings and achieved shorter duration of therapy.<sup>2</sup>

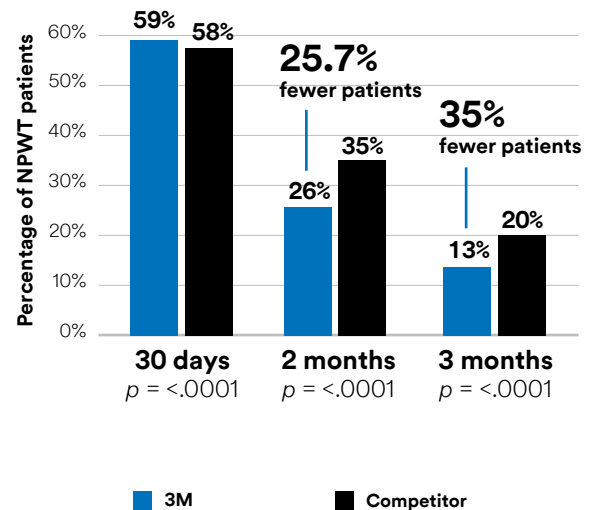


## 3M™ V.A.C.® Therapy patients had 21%–34% lower total costs across key wound types at 12 months.



## NPWT utilization claims show more patients complete 3M™ V.A.C.® Therapy by month 2 vs. competitor NPWT.

More competitor NPWT patients had an NPWT claim in each subsequent month following the initial outpatient claim, representing longer average length of therapy.



# Wound care patients need more than just products.

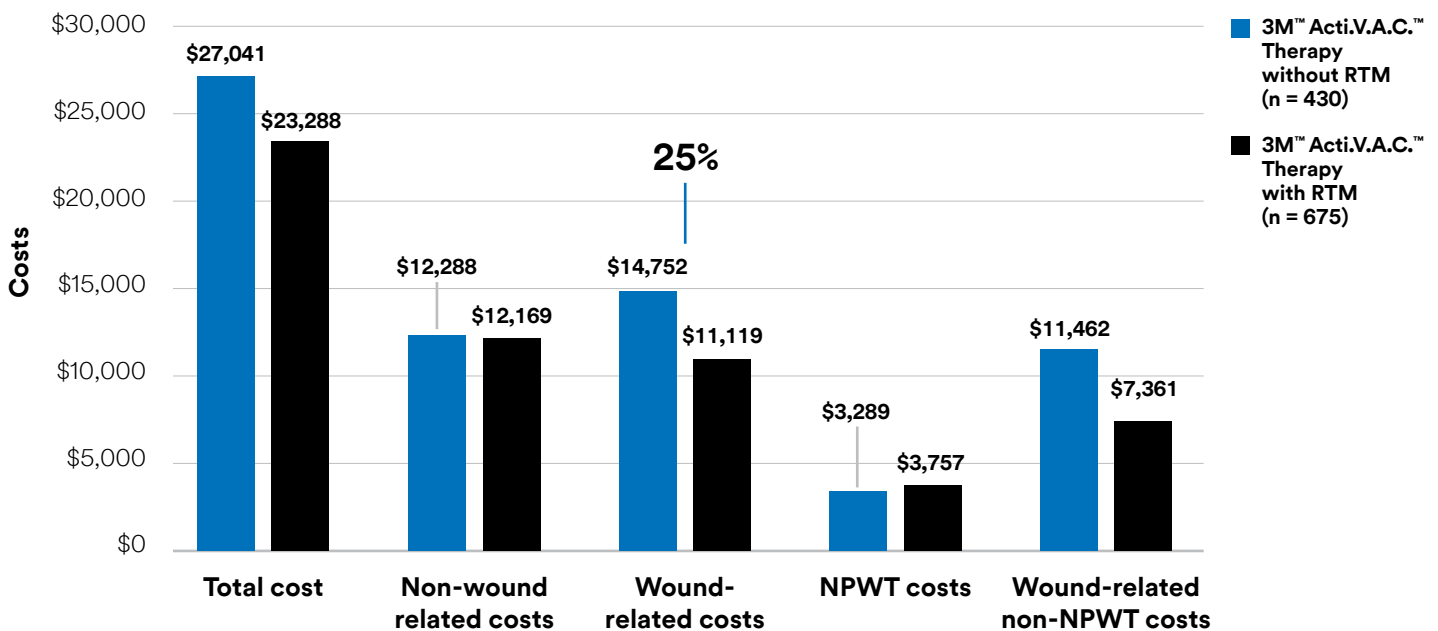
Getting the best outcome from NPWT requires education and training for both clinicians and patients to ensure the devices are used properly and consistently. **This is a significant demand on health care professionals—and one with which we can help:**

- We are the only partner with a full team of virtual therapy specialists actively addressing wound care patients questions and concerns on therapy, when contracted for iOn Progress™ Remote Therapy Monitoring System
  - 73% Patients use therapy > 16 hrs after virtual therapy specialist interaction<sup>3</sup>
  - 95% Patient satisfaction score<sup>3</sup>
- These study results help to improve your wound related savings, not only on our product, but across wound care spend<sup>1,2</sup>
- The only partner proven to improve your wound related savings not just on our product, but the entire category<sup>1,2</sup>
- More than 1,300 field personnel to support patients through the care continuum

## We are helping to provide a positive experience while using NPWT in the post acute environment while saving you money.

Savings achieved despite iOn Progress Remote Therapy Monitoring (RTM) patients being significantly older, having more chronic wounds, and a higher Charlson comorbidity index scores.

**iOn Progress RTM resulted in cost savings over 90 days of NPWT<sup>4</sup>**



Study objective was to determine if RTM reduced 90-day costs in patients undergoing NPWT in the outpatient setting (N = 1,105) between March 2018 and May 2019. Claims data within 90 days of initial NPWT placement were collected and deidentified prior to analysis. Wound-related claims were identified using ICD-10 coding; if a wound ICD-10 code appeared in the top 3 ICD-10 claim codes, the cost for the entire claim was included as “wound-related costs.” Costs for patients with RTM included the additional cost of the program.<sup>4</sup>

# Two studies demonstrated 3M™ V.A.C.® Therapy could result in significant savings for payors and patients outside of the NPWT category.<sup>2,4</sup>

Paired with iOn Progress™ Remote Therapy can save you more.<sup>4</sup>

Illustrative cost savings based on recent studies

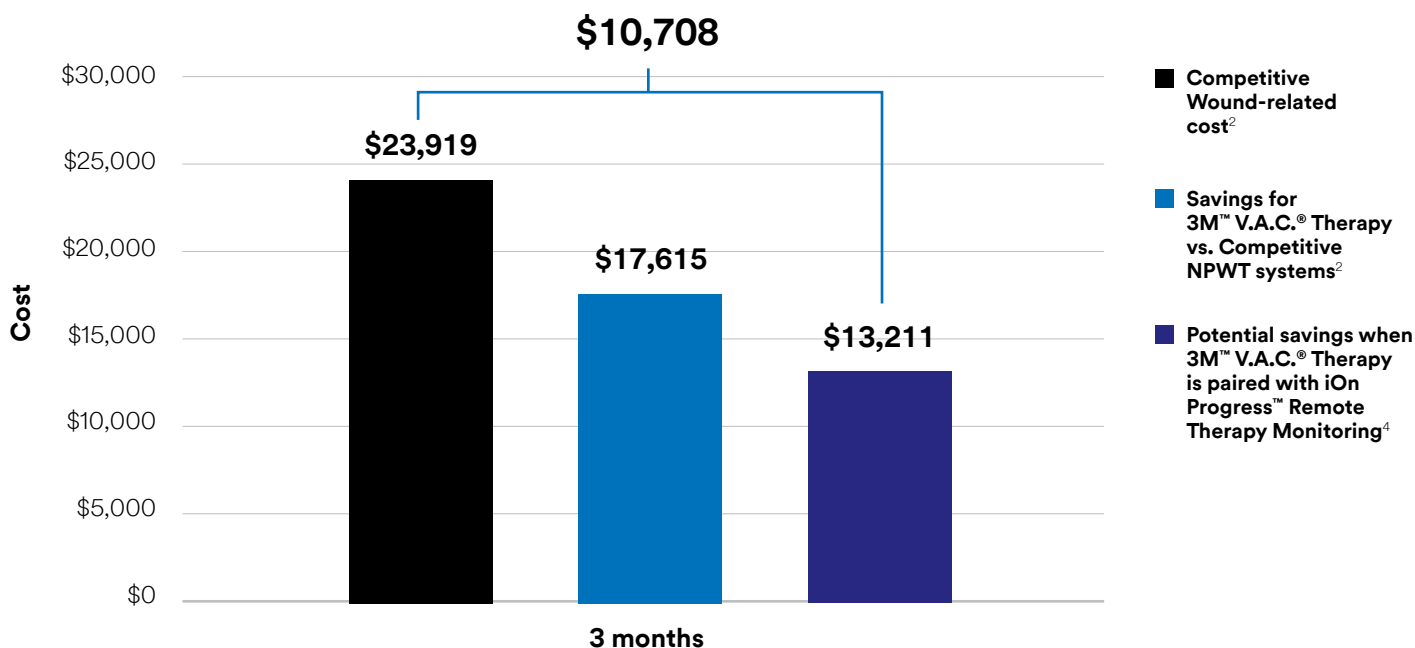


Chart is reflective of combining the results of 2 recently published studies and may not be indicative of your plan's potential savings.

## Wound care beyond products.

3M offers more than a negative pressure wound therapy product; we offer a partnership. The greater the partnership, the greater the savings. We are ready when you are.

Request more information at:

[ionprogress.com](https://ionprogress.com)

**NOTE: Specific instructions, contraindications, warnings, precautions, and safety information exist for these products and therapies, some of which may be Rx only.**

#### References:

1. Law A, Cyhaniuk A, Krebs B. Comparison of health care costs and hospital readmission rates associated with negative pressure wound therapies. *Wounds*. 2015 Mar; 27(3): 63–72. PMID: 25786078.
2. Law A, Krebs B, Karnik B, Griffin L. Comparison of Healthcare Costs Associated With Patients Receiving Traditional Negative Pressure Wound Therapies in the Post Acute Setting. *Cureus*. 12(11): e11790. DOI 10.7759/cureus.11790.
3. iOn Progress National Therapy Data Dashboard as of November 2020.
4. Griffin L. Comparison of ninety-day wound related costs for patients undergoing outpatient NPWT with or without remote therapy monitoring. Presented at 2020 Symposium on Advanced Wound Care. November 4–6, 2020. [abstract]



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