

## ING Source Introduces Podiatry Partner Program

ING Source, Inc., makers of OrthoSleeve® Brands and inventor of the original Plantar Fasciitis Sleeve, known world-wide as the FS6® Compression Foot Sleeve, is introducing their Podiatry Partner Program. “Unfortunately,” reports ING, “some companies choose to imitate as opposed to creating true functionality. With these look-alike products entering the market, there can be confusion about product application and efficacy, leading to less-than-optimal outcomes.” ING Source believes it’s crucial to partner with podiatric professionals



to properly dispense OrthoSleeve’s lower extremity medical products. OrthoSleeve® devices, including the well-known FS6® Compression Foot Sleeve, are designed with a proprietary technology called Compression Zone Technology®. There are no other products that feature this anatomically-engineered orthopedic system using medical grade, gradient compression as the design platform. And now, through this innovative Podiatry Partner Program, podiatrists and foot care professionals can provide a comfortable solution to their patients with a high rate of compliance and improved outcomes. Call 877-647-0386 for more information or [click here](#).

## Two New Orthotic Styles from Vionic



Vasyli Medical, the clinical orthotic division for Vionic Group, LLC will introduce two new orthotic styles for Fall 2015: the Everyday OTC and a Low-Cost Diabetic device. Both devices will compliment the Vasyli line of professional-only orthotic solutions.

The Everyday OTC will be offered in styles for both men and women, incorporating first ray plantar flexor technology and comfortable metatarsal support. The dual-density EVA construction is lightweight and designed to fit most footwear styles. Ideal for in-office dispensing when custom or corrective orthotic devices are not indicated, the Everyday OTC is affordably priced and can be modified with accessory additions from Vasyli.

The Low-Cost Diabetic orthotic, SADMERC-compliant and endorsed by David Armstrong, DPM, features a wide forefoot profile, a heat-moldable EVA base, and a medical-grade Plastazote top cover.

Mark Sanders, GM of the Vionic medical division, stated “Our new Vasyli Medical orthotics are an essential addition to our product line, offering doctors and clinicians exceptional value in a very competitive sector of the orthotic market.”

For more information visit [www.vionicshoes.com](http://www.vionicshoes.com), [www.vasylimedical.com](http://www.vasylimedical.com) or [click here](#).



## Telos Solutions Launches the ICD -10 Transition “Emergency Rescue Program” for Podiatrists

Telos Solutions, LLC announces the launch of their ICD-10 Transition “Emergency Rescue Program” to help podiatrists nationwide meet the October 1, 2015 deadline to implement ICD-10 for insurance claims submission.

“Medical professionals risk denial of insurance payments if they are not able to submit their claims using ICD-10”, said Telos COO, Joseph F. Santomauro. “So many physicians have no idea what to do to prepare for the switch from ICD-9. It was postponed last year, and I think many are betting it will be postponed again.”



Telos COO Joseph F. Santomauro

ICD-9 is composed of 13,000 diagnostic codes and ICD-10 increases to more than 120,000. As an example, ICD-9 has 4 codes to describe a Sprained Ankle, under ICD-10 the number of codes balloons to 72. “With a short lead time the switch is daunting”, said Santomauro, “Billing will need to be totally updated, and beginning now is impossible without professional help.”

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With this launch, Telos is ready to implement their “Rescue Program” to provide a transition without interruption to cash flow. Their system is a cloud-based practice management tool, which comes loaded with all ICD-10 codes ready to use.

To inquire, please call Telos at 800-790-2537 x 523 or [click here](#).

## Ikuta Bone Clamps Available from gSource!

The Ikuta Bone Clamps from gSource feature jaws with 8 pointed teeth to help provide stabilization and guidance for small bone fixation. The space between prongs allows for placement of K-Wires or screws. Clamps are available in both straight and angled patterns.

gSource is committed to putting the finest instruments into the hands of podiatrists and their teams. Crafted from German surgical stainless steel,

and recognized by their finely finished surface, gSource instruments are designed to perform with precise surgical function. They are also conceived to be affordable. It is this combination of quality and realistic pricing that distinguishes the gSource brand.

The gSource catalog contains



nearly 3,500 instruments, with many patterns for podiatric procedures available for same day shipment from gSource headquarters in Emerson, NJ. All standard instruments are guaranteed for life against manufacturing defects of material and workmanship.

To see the Ikuta Bone Clamps and other high quality podiatry instruments from gSource, visit booth #4 during the Goldfarb Foundation Clinical Conference.

Contact gSource at 800.978.1119, [email@gSource.com](mailto:email@gSource.com), visit [www.gSource.com](http://www.gSource.com) or [click here](#).

## Medicoool Offers Debriding Drill Solutions for Every Size and Type of Podiatric Practice

Medicoool, a leading manufacturer of debriding drills to the podiatry community, offers solutions for ev-

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ery-size practice, as well as Hospital Foot Care Centers and VA's.

If you, your staff and your patients are being exposed to potential health issues related to airborne debris during debridement procedures, Medicoool has a solution.

The **Pro Vac File™** debriding drill with built-in vacuum and **The File Stream™** offer powerful motors and a high suction power to collect all those harmful dust particles.

The **Pro Power 20K** has a cordless, rechargeable design offering convenience, portability, versatility and the freedom of movement between patient rooms or to travel to nursing homes. It has 30,000 rpm's and has the torque equivalent to a 35,000 rpm machine. For those with outpatient visits or multiple patient rooms and a limited budget, it's ideal.

The **Pro Power 35K** drill is a professionally-manufactured Dremel tool for this industry.

The **File Spray Debriding Drill** is a water spray system.

Medicoool also offers a selection of professional carbide burrs with over

20 different styles of long-lasting and superior-quality tungsten carbide. They also offer a complete range of diamond burrs.

For questions, orders, or product information please call 800-426-3227, visit [www.medicoool.net](http://www.medicoool.net) or [click here](#).

## ManukaMed USA Launches Improved Honey Dressing and Receives Medicare HCPCS Coding

ManukaMed USA has successfully launched an improved version of its very popular line of Manukahd *lite* dressings. Improvements include a proprietary way honey is impregnated into a super absorbent gelling fiber (SAF) pad along with improved testing and qualification (QBTA) of medical grade honey. The dressings improve wound exudate management while providing maximum exposure to medical grade leptospermum scoparium (Manuka) honey. Laboratory science has led to a greater understanding of the critical components within the honey, ensuring improved

and consistent clinical results.

Recently PDAC (Medicare Pricing, Data Analysis and Coding) verified that Manukahd *lite* dressings are assigned HCPCS codes consistent with A6196, A6197 and A6199. The positive coding results will allow clinicians to continue to use medical grade honey as part of a comprehensive wound care plan.

The ManukaMed portfolio of advanced wound care dressings includes Manukahd, Manukahd *lite*, Manukatex and Manukapli.

For more information, visit [www.manukamed.com](http://www.manukamed.com) or [click here](#).

## Introducing the ETF<sup>128</sup>— A New Standard in Neurological Screening

O'Brien Medical announces the commercial release of their premier product, the ETF<sup>128</sup>. The ETF transforms the most valuable features of the 128Hz tuning fork into a modern electrical configuration. The accuracy and reproducibility of the device has

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## SPOTLIGHT ON NEUROGENX

### Neurogenx Restorative Neuropathy Treatment: Effective for Patients and Practice— “We Prove it!”

Today the best treatment modalities are both effective medicine and effective business. Neurogenx has a proven history of delivering both. Says Neurogenx: “We believe so strongly that our 4000Pro is a ‘practice-changer,’ that we’re willing to prove it! Our unique Prove-It Program lets you try it before you buy it and judge for yourself!”

Patented and FDA-cleared as the only device of its kind, the Neurogenx 4000Pro delivers cutting-edge electronic signal technology to effectively treat patients with neuropathy and chronic nerve conditions. “Restorative results are seen in more than four out of five patients,” reports Neurogenx. To



concurrently build business success, Neurogenx provides medical and technical education, a multi-point marketing program and exceptional support services.

The Neurogenx Prove-It Trial Rental provides full access to all the technology, resources and support needed for successful practice integration. After the Prove-It period, either keep the Neurogenx 4000Pro and apply the trial amount to the purchase or return it and pay only the trial rental and receive credit for unused supplies. To learn more, contact 800-335-7624, [info@neurogenx.com](mailto:info@neurogenx.com), [www.neurogenx.com](http://www.neurogenx.com) or [click here](#).

been enhanced through its integrated timing function. This allows physicians performed standardized timed vibration tests (TVT). The TVT is especially suited to the diagnosis and tracking of



diabetic peripheral neuropathy (DPN). Prompt diagnosis of DPN is critical due to its role as a key precursor leading to foot ulcers, infections and amputations. Armed with the ETF, physicians can more rapidly implement preventative strategies aimed at reducing limb loss.

- First medical-grade 128 Hz Electronic Tuning Fork
- Ideal for assessment and track-

ing of pedal DPN and entrapment neuropathy

- Standardized timed vibration testing (TVT) between patient and providers
- Quantitative documentation for PQRS reporting
- Four vibration modes: Descending, Ascending, Constant and Vibration Average
- Simple ergonomic design

For more information, visit: [www.obimed.com](http://www.obimed.com) or [click here](#).

### **EMV Compliance Info Available from MD Buying Direct**

In October 2015, the much-discussed Payment Networks' Liability Shift associated with EMV is due to take effect in the United States. If merchants are not EMV compliant by October 2015 the liability for all fraud lies with the merchant.

You may be asking, "What exactly is 'EMV'?" EMV is EuroPay, MasterCard and Visa's way of fighting fraud. Each company is moving to smart chip credit cards and processing terminals that will accept purchases. The main driver behind the EMV migration is card-related financial fraud. Don't wait to source these compliant terminals! Soon, merchants who are not compliant could be paying high monthly leasing fees for these terminals if unable to purchase them outright.

For more information about how to become compliant, contact Bill Joseph at 855-209-1405, email [sales@mdbuyingdirect.com](mailto:sales@mdbuyingdirect.com) or [click here](#).

### **MTI Offers Full Range of Podiatry Products**

MTI has a range of chairs, tables and accessories for the health-care professional. These include the

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527 Tri Power Podiatry Chair, which allows for maximum patient comfort, and more. Complete your office décor with the 301 Side Chair. Illuminate



your work with the Lumerus LED Exam Light or the Clarus 4 LED Exam Light, and avoid health care professional injury by using MTI's patent-pending Leg Wrapping Support.

MTI's podiatry chairs, tables and other products are designed for the specialist and are made to last. Rugged construction and superior base design are standard features, as well as unsurpassed customer service, af-

fordable prices and low-voltage DC motors. To buy, go to [mti.net/podiatry](http://mti.net/podiatry), call (800) 924-4655 or [click here](#).

## The CareCredit Healthcare Credit Card Can Help More Patients Move Forward with Podiatric Care

CareCredit, a leading issuer of healthcare credit cards, helps podiatry practices improve patients' health by providing a reliable financial resource for immediate treatment acceptance.

As some companies continue to contain costs by reducing healthcare benefits, patients struggle with high deductibles and large out-of-pocket costs for all types of care, including podiatric health. When cost is a concern, patients may delay treatment or choose minimal care. To address patients' cost concerns, many practices have added the CareCredit healthcare credit care

as a payment option. CareCredit offers a variety of special financing options\* that patients can use to pay for care with convenient monthly payments.

With CareCredit, practices can minimize the cost, time and risk of billing and collecting payment from patients. Plus, the practice gets paid in two business days and patients have a financial resource for ongoing care.

### *About CareCredit:*

For almost 30 years, CareCredit has helped millions of patients receive needed and desired care. CareCredit is accepted at over 185,000 healthcare practices. For more information on CareCredit, call 800-300-3046, ext. 4519, visit [www.carecredit.com](http://www.carecredit.com) or [click here](#).

\*Subject to credit approval. Minimum monthly payments required. See [carecredit.com](http://carecredit.com) for details.

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## Foot Miracle® & Urea Care® from Straight Arrow Products

Foot Miracle and Urea Care from Straight Arrow restore and protect the skin's natural moisture balance. *Foot Miracle*, a deep penetrating moisturizing formula, is a 'pedicure in a tube'... effective, yet affordable...it softens callused, rough areas while helping to fortify weak nails. It rejuvenates the driest skin without mineral oil, petroleum, or a greasy feel. *Urea Care* is a practitioner strength therapeutic treatment that consists of a blend of 10% Urea, Aloe Vera, essential oils, vitamins A, D and E and other hydrating properties that provides maximum moisture to heal dry, cracked, rough skin, also associated

with diabetic foot ailments. Urea Care glides on easily, immediately revitalizing your skin or feet, leaving them soft, silky and velvety. Straight Arrow Products, Inc. has brought award-winning products to the marketplace for over 40 years.

For more information: please call 1-800-827-9815, log onto <http://straight-arrowtherapeutic.com> or *click here*.



Foot Miracle

## Curved Double Action Nail Cutter from Bianco Brothers

Exclusively made by Bianco Brothers Instruments, this 5 1/2 " curved double action nail cutter is razor sharp and is designed to handle the thickest, toughest nails. Made from 440 surgical stainless steel and with a specially designed double action joint to reduce pinching in the hand and increase strength. With a satin finish and surgically cut handle this instrument is extremely comfortable to work with, and the **\$85.00 price point is a great value**. Please visit [www.biancobrothers.com](http://www.biancobrothers.com)

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## New Products from ICS Software

ICS Software, maker of "The Sammy Systems," announced several new products designed to assist podiatrists with meeting the requirements of MU, PQRS and Office Automation.

The first is a HIPAA compliant web intake form solution which is in use by many Sammy-EHR users. After patients complete a series of questions from their computer, the information is automatically entered into the SammyEHR demographic and clinical areas.



The second is their new Patient Kiosk (scheduled for release late summer). Patients can check in at the office, pay their bill, update their personal and health information and much more.

Both products are capable of helping doctors and their offices meet the requirements of the Patient Portal, Secure message, and many of the PQRS measures, thereby automating the entire check-in process.

In addition, ICS Software is pleased to announce it is an approved PQRS registry for 2015. As experts in the podiatry arena, they have made PQRS reporting very easy. Visit [www.PQRSRegistry.com](http://www.PQRSRegistry.com) to reserve your spot to report PQRS via registry in 2015. The website is being updated to enable easy auto selection of PQRS measures and tips and tricks on easiest data collection methods.

For more information, visit [www.ICSSoftware.net](http://www.ICSSoftware.net), call 888-680-5711 or *click here*.

and use promo code “Podiatry” and receive an extra 5% off your order. Join their mailing list and receive new product info, great deals all year long and free entry to their sweepstakes or [click here](#).



## Smartdop XT Vascular Testing System

You Asked, We Listened! The New and Improved Smartdop® XT by Koven.

Koven Technology, Inc. is pleased to announce improvements to their Smartdop® XT Vascular Testing System. This newest version now includes the addition of post-exercise arterial testing capabilities and a custom screen which can be used to perform tests such as thoracic outlet exams, upper extremity arterial and digit pressures. The Smartdop® XT also performs automatic and Doppler arterial studies, venous reflux exams, and foot temperatures for pre-ulcer identification.

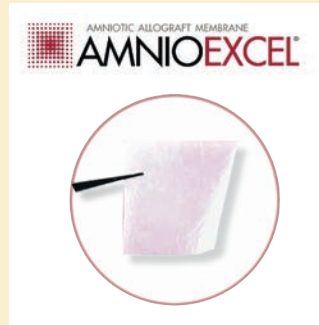


The Smartdop® XT has 14 cuff inflation ports and single button operation. Perform a

complete bilateral segmental pressure study from the toe to the high thigh in just minutes!

## Derma-Sciences Introduces Amnioexcel and Amniomatrix

AMNIOEXCEL® is an Amniotic Allograft Membrane used on challenging and non-healing wounds. As a dehydrated human amnion-derived tissue allograft, AMNIOEXCEL® maintains the natural, inherent properties of the native tissue including an intact extracellular matrix, growth factors and cytokines. It provides a structural tissue and an environment for soft tissue reconstruction and regeneration. AMNIOEXCEL® is a natural alternative to synthetics and xenografts, is flexible and conformable to the wound bed, and is not side-specific in its application.



AMNIOMATRIX® is an Amniotic Allograft Suspension, derived from the components of amniotic fluid and morselized amnion membrane recovered from living donors after a full term pregnancy. It was developed using a patented (U.S. Patent Number 8,932,805) CryoPrime™ process, which preserves the structural properties



of the extracellular matrix, cytokines, growth factors, and viable cellular materials.

For more information call 800-445-7627, visit [www.derma-sciences.com](http://www.derma-sciences.com) or [click here](#).

The Windows-based software produces both PDF and DICOM compatible files for integration into your existing EHR or PAC's system. Easy to read test reports eliminate the need to send out for interpretation or wait for results. Just released, optional PAUS software for automatic upload of DICOM files to your PAC's or other compatible system.

For additional information contact Koven Technology, Inc at 800-521-8342, visit [www.koven.com](http://www.koven.com) or [click here](#).