

## Orpyx and NavCare Provide Turn-Key RPM Solution to Help Prevent Diabetic Foot Ulcers & Amputations

Orpyx® Medical Technologies, an innovator in digital health therapeutics, and NavCare, an industry leader in the delivery of comprehensive care management services, have partnered to provide a turnkey Remote Patient Monitoring (RPM) telehealth solution to help prevent diabetic foot ulcers and amputations.

Orpyx® SI Sensory Insoles are the only solution that remotely monitor plantar pressure, patient adher-

ence, and temperature to help prevent diabetic foot ulcers and related amputations. By providing real-time audiovisual alerts, it empowers patients to immediately take action to resolve high-pressure areas that may lead to tissue breakdown.

The Orpyx SI Sensory Insoles are now available through NavCare Connect, a HIPAA-compliant remote patient monitoring and care management platform, allowing healthcare providers to fully out-



source RPM through their turnkey solution. NavCare has 30+ years of post-acute experience with a dedicated, 24/7 RN Care Coordinator. Outsourcing RPM services allows practitioners to proactively manage patient foot health, increasing patient engagement while enhancing practice revenue and reducing staff burden.

To learn more, please attend the free CPME/CE/CME-accredited webinar “Remote Patient Monitoring Made Simple” presented by Dr. Matthew Garoufalidis and Dr. Jeffrey Lehrman: <https://www.orpyx.com/for-providers>

For more information, please call Orpyx at 405-460-0216, visit [www.orpyx.com](http://www.orpyx.com) or click here.

### SAVE NOW on Midmark’s Extended Procedure Room Promotion

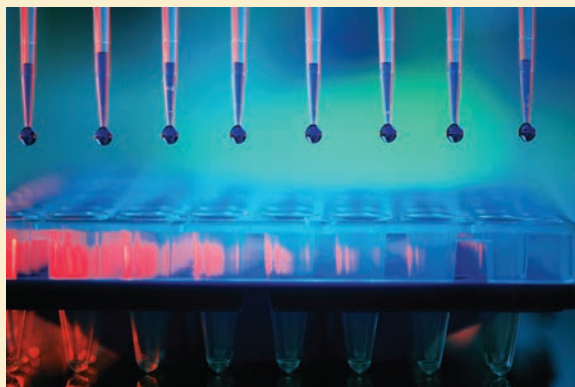
Save Now with a procedure room promotion from Midmark offering rebates on Midmark® procedure chairs, mobile treatment cabinets and Ritter® procedure lights to provide caregivers a connected space that maximizes accessibility and optimizes flexibility and instrument utilization. The promotion ends December 18.

Multiple procedure chairs are included in the promotion. The Midmark 647 Podiatry Chair features an exclusive foot section designed to provide greater accessibility; powered height adjustments that allow

*Continued on page 122*

## Reditus Laboratories Offers Full-Service Podiatric Pathology Analysis

Reditus Laboratories is the Midwest’s only lab dedicated to podiatric pathology. They offer expert cytological and histological analysis of podiatric soft tissue, nail, and bone, with test panels designed for optimal detection of pathogenic microorganisms, melanomas, and other cancers. The lab also proudly offers PCR analysis, a gold-standard test, growing in popularity



among dermatologists and podiatrists. Polymerase Chain Reaction is a method of gene amplification, that is, a way to make millions of copies of DNA from a very small starting amount. Once amplified, the DNA contained within a test sample can be analyzed to identify specific microorganisms and targeted genes. Reditus Laboratories’ PCR analysis speciates for nearly 40 different skin and nail pathogenic microorganisms and simultaneously scans for resistance to 12 common antibiotics.

PCR testing has been shown to be twice as sensitive as traditional culture for identifying dermatophytes, common culprits of nail and skin infection, and is a powerful tool when targeted therapy of tough infections is necessary. The lab provides PCR testing for wounds, nails, and sputum. Contact Reditus Laboratories today at 469-498-0221 to find out more about all they can do for you and your patients or click here. Reditus would like to be your partner in podiatric pathology.



providers to work comfortably whether seated or standing; and a powered chair base with back and tilt functions that effortlessly position patients for better access to the care site.

Mobile treatment cabinet and procedure light rebates are also available. Midmark mobile treatment cabinets add more flexibility to any procedure room. The Ritter 255 LED procedure light delivers superior, quality illumination that combines the ideal color temperature and the truest white light available to enhance the ability to see color variation in tissue.

Rebates available at: [midmark.com/savenow](http://midmark.com/savenow) or [click here](#).



## New Slippers for Fall

Vionic is happy to announce its new fall slipper collection with their Vio-Motion with 3 Zone Comfort with Ultimate Arch Support. This slipper collection is the perfect complement to any orthotic regimen as a footwear solution for first morning steps or simply supporting housework. *Check the new collection at <https://www.vionicshoes.com/women/slippers.html> or [click here](#).*

## Instrument Sharpening and Repair Services available from gSource

gSource offers sharpening, spring and screw replacement and refurbishing repair services to ensure quality performance during the entire life of your gSource instruments. Highly skilled in-house repair technicians will expertly sharpen and repair your gSource instruments and other instrument brands, according to gSource Verified Quality standards. *See the Repairs webpage at [www.gSource.com](http://www.gSource.com) for detailed information and pricing or [click here](#). The gSource Repair Center can be reached at 800-978-1119 or email [repair@gSource.com](mailto:repair@gSource.com).*

*Use promo code "REPAIR2020" to receive FREE return shipping on repair orders totaling over \$150. Order must total \$150 prior to discounts/taxes applied. Valid multiple times on each order totaling \$150 or more. Offer expires December 31, 2020.*

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.

## DJO® Expands Dr. Comfort® Services to include Documentation Verification Services Program to Help with Medicare Reimbursement

Dr. Comfort®, a worldwide leading provider of diabetic footwear, has announced the availability of their Documentation Verification Services (DVS) program.

Billing for diabetic shoes often takes valuable time and resources, with collection and checking of patient documentation. On top of that, rigorous Medicare documentation requirements and audits can sometimes lead to non-reimbursement of dispensed shoes.

With extensive reimbursement and processing knowledge, the Dr. Comfort team has made footwear reimbursement a priority and this new program will help practitioners improve their Medicare compliance.

*Continued on page 123*



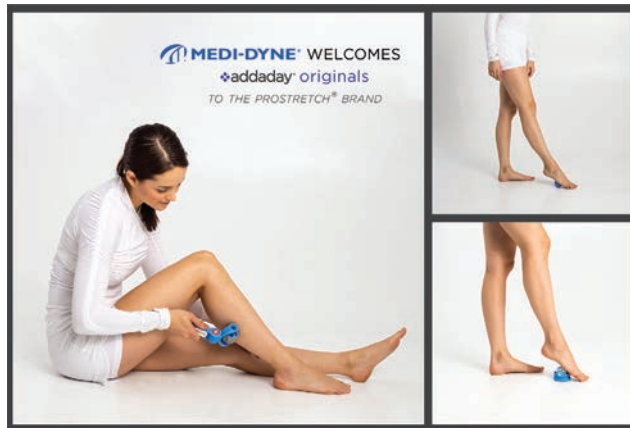
DVS assists with managing the documentation to meet the evolving Medicare requirements and allows more time for patient care. A provider can generate approximately \$50k in annual net revenue from Medicare reimbursement for dispensing diabetic shoes and inserts.

*“We created the DVS program to help practitioners provide the diabetic footwear their patients need while improving their Medicare compliance. DVS is a critical component of our industry-leading innovation and quality, which aligns with the key sales and education initiatives at Dr. Comfort: People, Programs, and Products,” said Don Tarzia, Sr. Director of Sales, Education & Business Development.*

Key features include:

- Verification of documentation against Medicare requirements.
- Collection and storage of documents from all parties and podiatrists.
- Tracking of all steps within the process and practitioner notification when shoes can be ordered and claims filed.

For more information about DVS, please visit: [drcomfort.com/business/dvs](http://drcomfort.com/business/dvs) or [click here](#).



## Medi-Dyne® Acquires New Line of Products

Medi-Dyne, a leading producer of innovative pain relief and prevention products and home to Tuli's®, ProStretch®, Cho-Pat® and 2Toms® brands, announced the acquisition of the non-electric line of products from Addaday®. Products in this line deliver targeted therapies and techniques used by professionals to prime the body for exercise, speed recovery, and treat or prevent injury.

The Addaday non-electric products include foam rollers, massage rollers, massage balls and massage canes. The line is well-established in specialty retail and will fit perfectly into Medi-Dyne's ProStretch® brand and strengthen the brand's ability to stretch and massage muscles easier and more effectively than conventional methods while preventing and treating common ailments such as plantar fasciitis. Medi-Dyne will focus efforts on introducing the line to its medical partners including podiatrists and physical therapists. Products designed and recommended for lower leg and foot ailments are the Footy, Uno Roller and Junior +.

For product information and sample requests, contact Angela Jeffcoats at 817-251-8660 ext. 229, [angela@medi-dyne.com](mailto:angela@medi-dyne.com) or [click here](#).

## SPOTLIGHT ON AMERX EXTREMIT-EASE® Compression Garments Now Available in Two Colors

Responding to feedback from the AMERX Family of Physicians, AMERX Health Care expanded the EXTREMIT-EASE product line to include a tan compression garment alongside the original black design. Patients can now enjoy the confidence of selecting a compression therapy solution in their preferred color. This increased comfort in compression wear encourages patients to comply with longer wear time leading to improved healing rates. Physicians can expect to see the benefits of increased compliance and positive wound care outcomes as a result.

The EXTREMIT-EASE Compression Garment has been recognized as a Top 10 Innovation in podiatry for its unique design that makes independent application and adjustment easy for patients. It is available in six sizes from XS to XXL in tall and regular lengths.

Ready to add the tan garment to your product offerings? Contact your AMERX Account Manager today at (800) 448-9599 and ask about the new tan EXTREMIT-EASE Compression Garment or visit



[amerxhc.com/extremite-ease/](http://amerxhc.com/extremite-ease/) or [click here](#) for more information and to conveniently order online.