Wound and Diabetes Management is an ever-growing aspect of podiatric practice, and is of particular importance in helping to establish DPMs as integral members of the typical multidisciplinary "wound care team". Here we present a sampling of new and innovative wound care-related products and services available to the podiatric community.

Biologics Management with Total Ancillary

Total Ancillary was founded in an effort to improve patients' quality of care while also providing profitable solutions for physicians. The company offers health care provid-

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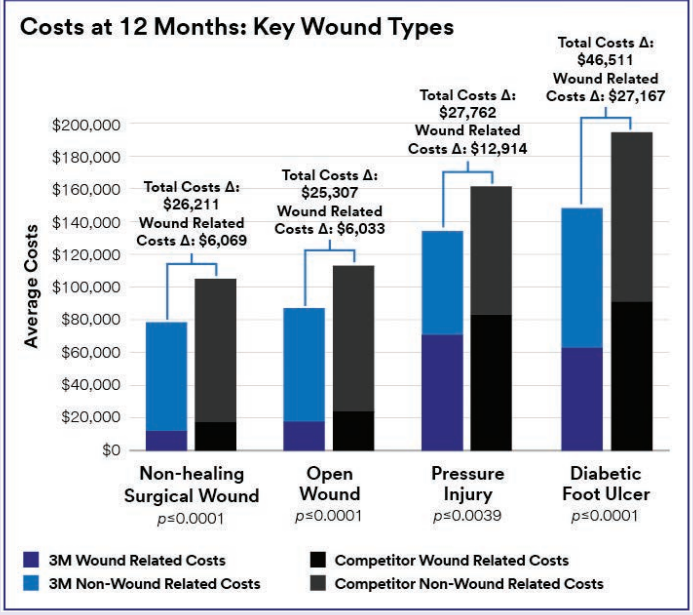
Comparison of Healthcare Costs Associated with Patients Receiving Traditional NPWT

Two large independent* economic studies demonstrated: 3M™ V.A.C.® Therapy delivers lower total cost to treat[1,2]

The newest health economic analysis[2] 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 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.

3M™ V.A.C.® Therapy patients had lower total and wound related costs across all wound types at 12 months



Methodology[2]

Retrospective analysis of U.S. insurance claims database compared total and wound-related costs for patients who received V.A.C.® Therapy versus competitor NPWT 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.

To download the study, go to https://engage.3m.com/vac-therapy-study?utm_term=h-cbg-msd-ooh-en_us-lead-coc-ona-adv-podiatry_management-askexp-na-jun21-na or click here.

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

[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 L. 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.

NOTE: Specific indications, contraindications, warnings, precautions, and safety information exist for these products and therapies. Please consult a clinician and product instructions for use prior to application. Rx only.

ers a turn-key biologics management platform within the office setting. This platform addresses the challenges that often cause providers to refer out those patients requiring wound care.

Skin substitutes are one of several biologic product offerings provided by Total Ancillary. Within 48 hours of a patient insurance verification form being submitted to Total Ancillary, benefit results are compiled in a detailed summary sheet with approved skin substitutes available for that patient. This unbiased information includes multiple graft options, graft sizes and cost per unit, reimbursement per unit, patient financial responsibility, and total profitability for each graft size. This comprehensive summary enables providers to make an educated decision as to what skin substitute is the best solution for both the patient outcome and maintaining the clinic's fiscal responsibility.

Not only can Total Ancillary offload the time-consuming prior authorization process that skin substitutes require, the company also offers various billing services to further simplify the process. Making Total Ancillary your partner of choice for your podiatric skin substitutes platform offers several advantages to your practice: enhancing patient care, decreasing office workload, reducing costs, and increasing revenue.

To learn more or schedule an introductory webinar with the sales team, visit www.totalancillary.com, call 888-332-7985, or click here.

Diabetic Foot Ulcers: Accelerated Healing with Shock Wave Therapy

In recent years, there is a developing body of knowledge regarding the clinical applications of extracorporeal shock wave therapy (ESWT).

Understanding that low intensity shock waves can help repair damaged tissue, researchers began to study ESWT as a first approach to wound healing with focus on complex soft tissue wounds both with and without underlying bone disruption. Clinical trials show that the regenerative properties of ESWT significantly accelerate the healing of complex soft tissue wounds in comparison to standard methods of treatment.

Unlike high energy shock wave treatments that destroy kidney stones, low energy shock wave therapy stimulates tissue regeneration as opposed to tissue destruction.[5,6]

In fact, studies indicate that localized delivery of shock wave therapy stimulates early production of angiogenesis-related growth factors resulting in new vessel growth that improves blood supply, increases cell proliferation and accelerates tissue healing and regeneration.[1,7-9] In another study, researchers discovered that the disrupted bone and overlying soft tissue wounds healed rapidly[3]. Further, researchers also found that ESWT offers antibacterial effects which helped to minimize risk of infection associated with non-healing wounds.[10-15]

ESWT is routinely used by physicians to treat chronic non-healing soft tissue wounds in Europe, and now the FDA has approved the use of the **STORZ DUOLITH® ESWT** device for this specific application in the U.S.[16]

To learn more about the application of shock wave therapy for wound healing and to review the sources of this article, check out—info.kinasmedical.com/PM, click here, or email Kinas directly for more personalized shock wave support at info@kinasmedical.com.

2,000,000 TWO2 Treatments Milestone Reached as TWO2 Study is Highlighted in Systematic Review

Advanced Oxygen Therapy Inc has announced that 2 million treatments of its unique cyclical-pressure **Topical Wound Oxygen (TWO2)** therapy have now been applied by patients safely at home.

Additionally, a recent high-quality paper published in the journal *Diabetic Medicine,* entitled *Topical oxygen therapy for diabetes-related foot ulcers: A systematic review and meta-analysis* (https://onlinelibrary.wiley.com/doi/10.1111/dme.14585), analyzed six recent RCTs involving 530 participants, concluding that "TOT significantly increased the likelihood of ulcer healing compared to controls" with the three RCTs judged to provide a low risk of bias producing a "Risk Ratio (RR) of (2.37; 95% CI 1.52, 3.68; I2 = 0%)".

The authors also assessed the quality of all the studies utilizing the foremost Cochrane Collaboration's tool, and highlighted the TWO2 study published in *Diabetes Care* in 2020, entitled *A Multinational, Multicenter, Randomized, Double-Blinded, Placebo-Controlled Trial to Evaluate the Efficacy of Cyclical Topical Wound Oxygen (TWO2) Therapy in the Treatment of Chronic Diabetic Foot Ulcers: The TWO2 Study* (https://doi.org/10.2337/dc19-0476), with a perfect 100% score. *Click here for more information.*

Human BioSciences, Inc. USA Kollagen™ Technology Products Impact Global Collagen Dressings Market

Human BioSciences takes pride in being a 30-year trusted USA man-

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ufacturer (private label and brand name), key-leading distributor, and multinational biotechnology company in the collagen advanced wound care industry.

Medifil® II Collagen Particles, Skin Temp® II Collagen Sheets, and *Collatek® Collagen Gel* are unique in containing 100% native bovine collagen, and the ability to retain its triple helical shape and high protein structure. Their non-hydrolyzed collagen contains a higher nativity, thereby allowing for better stability of the collagen molecule and scaffolding moving wounds towards healing trajectory. Collagen plays a vital role in all phases of wound healing providing not only structural support, but cellular functions including targeted interactions like autolysis, moisture balance, bacteria management, angiogenesis, and reepithelialization.

Indications for *Kollagen™* Technology products include management of acute and chronic wounds, partial and full-thickness wounds, non-infected and infected wounds, and minimal to heavily exudating wounds. Do not use it on patients with bovine sensitivities or third-degree burns. Product compatibility with other topical agents and or dressings.

Medifil® II collagen particles are available in 1-gram vials and pouches. Skin Temp® II collagen sheet dressings are available in sizes 2”x2”, 3”x4”, and 8”x12”. Collatek® Collagen Gel is available in Tube: 1 oz. (30g). *For more information, visit https://www.humanbiosciences.com,Toll-free (888) 565-5243, E-mail info@humanbiosciences.com, or click here.*

VeinOPlus Accelerates Ulcer Healing, Reduces Edema, Increases Walking Distance Without Pain

Are you open to prescribing a proven device for increasing circulation for diabetic foot ulcers, edema, venous stasis ulcers, and claudication limb pain?

The **VeinOPlus** vascular device utilizes neuromuscular electrical stimula-

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Boost Your Practice Growth with Turn-Key DME® Patient Direct

Are you looking for a DME dispensing program that reduces on-site inventory management and streamlines your billing process? **AMERX Health Care's Turn-Key DME Patient Direct Program** provides access to cost-effective, high-quality wound care products without needing to manage in-office inventory or spending valuable time verifying insurance coverage and benefits. Enjoy prompt order processing, quick delivery directly to the patient, and NEW billing services to make DME dispensing even easier.

This innovative dispensing program serves both physician and patient. Practices have access to the full suite of AMERX Wound Care products and AMERX provides verification, coding, and billing support and services. Your patients no longer need to struggle to locate the quality DME wound care products you prescribe, thus ensuring their proper care and compliance. The AMERX products are picked, packed, and shipped directly to your patient's home.

To get started today, call AMERX Health Care at (800) 448-9599 to speak with a dedicated Account Manager to see how Patient Direct can enhance your practice growth, or click here for more information.

tion to recruit and stimulate in nanoseconds the calf muscle fibers, leading to 3600 contractions in 60 minutes. Each contraction increases venous outflow 7 times and arterial inflow 5 times. The VeinOPlus accelerates ulcer healing, reduces edema, and increases

VasoCARE LLC
Tomorrow's Technology for Today's Medical Needs

walking distance without pain. The device is easy to use, and the therapy is pain-free. **The VeinOPlus is not a TENS unit.** VeinOPlus is approved by Medicare and most insurance companies. Go to www.vasocare.com and download the clinical study by David G. Armstrong, DPM entitled "The Effectiveness of Calf Muscle Electrostimulation on Vascular Perfusion and Walking Capacity."

VeinOPlus improves perfusion 20% and reduces amputations in your diabetic population. VeinOPlus therapy stimulates and increases the body's endorphins 85%, which reduces musculoskeletal limb pain.

Email info@vasocare.com or call 800-256-9979 and Vasocare will ship you a VeinOPlus unit for demo purposes, or click here.

Neurogenx NERVEPRO: Neuropathy & Chronic Pain Treatment that Works

Neurogenx NERVEPRO is an FDA-Cleared electromedical technology that can revolutionize the way you treat neuropathy and chronic nerve pain. Neurogenx NERVEPRO treatments effectively eliminate or significantly reduce pain, burning and numbness, while improving sensation and helping to re-grow nerve fibers.

Treatment with the NERVEPRO delivers clinically-proven, quantifiable, long-term results for more than four out of five patients. Independent laboratory test results also confirm an average 167%* in nerve fiber density following a Neurogenx Treatment course.

Neurogenx makes it easy for you to successfully implement the treatment technology in your practice. Your NervePro device includes comprehensive technical training and guidance on how to bill for treatment and receive insurance reimbursement. You will also receive access to a library of effective, customizable marketing/patient education material.

To learn more, please call 1-800-335-7624, email info@neurogenx.com or visit https://www.neurogenx.com/reports/ to download the epidermal nerve fiber density test results, or click here.