Pressure injuries are a top expenditure for healthcare facilities. A recent study estimates the total overall costs to treat an advanced wound at over $210 per day. With such a large financial burden, utilization of the right surface technology is an important strategy to help minimize the cost of caring for a pressure injury.

The WOCN guidelines recommend the use of AFT for patients with pressure injuries, limited turning surfaces, and significant moisture and mobility issues. AFT’s differentiated technology delivers better performance against all other surface types and is proven to provide superior clinical and financial outcomes.

A retrospective study of 664 nursing home patients found that AFT healed advanced pressure injuries 4.4x faster than other surface types, including low air loss. This decrease in healing time could potentially lead to over a 70% reduction in cost over the course of healing.
The Envella® bed’s overall clinical value provides the best quality of care from onset of treatment, helping decrease healing time, which can help reduce the overall cost to treat pressure injuries, when compared to other surface therapies such as low air loss.

### AFT can heal wounds faster...

### And, for the same size wound...

### AFT can drastically reduce healing time...

### And, after factoring in all the costs of treating advanced wounds...

#### The Envella bed can save 70%* in the treatment of advanced pressure injuries.

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<table>
<thead>
<tr>
<th></th>
<th>Envella AFT</th>
<th>Group 2 Surfaces**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stage 3 or 4 Pressure Injury</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Healing Rate²</td>
<td>3.1cm²/week</td>
<td>0.7cm²/week</td>
</tr>
<tr>
<td>Pressure Injury Size in Area</td>
<td>49cm²</td>
<td>49cm²</td>
</tr>
<tr>
<td>Days to Heal (pressure injury</td>
<td>110.65</td>
<td>490</td>
</tr>
<tr>
<td>size/healing rate)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Estimated Cost to Treat</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(wound dressings, nursing labor, etc.)¹</td>
<td>$210.54/day</td>
<td>$210.54/day</td>
</tr>
<tr>
<td>Total Cost to Treat (cost to treat x days to heal)</td>
<td>$23,295.23</td>
<td>$103,164.60</td>
</tr>
<tr>
<td>Surface Rental Cost</td>
<td>$100/day</td>
<td>$28/day</td>
</tr>
<tr>
<td>Total Cost of Rental Surface (cost of rental x days to heal)</td>
<td>$11,064.52</td>
<td>$13,720.00</td>
</tr>
<tr>
<td>Total Cost of Healing (total cost to treat + total rental cost)</td>
<td>$34,359.75</td>
<td>$116,884.60</td>
</tr>
</tbody>
</table>

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* $116,884.60 - $34,359.85 / $116,884 = 70.6%

** CMS definition: Including powered air flotation beds, powered pressure reducing air mattresses, and nonpowered advanced pressure reducing mattresses.
Flaps and Grafts
Superior clinical performance for flap and graft patients helps safeguard against post-op surgical site complications and accelerate healing process.

Stage 3-4 Wounds
Differentiated technology delivers a superior wound healing environment for the prevention and treatment of Stage 3-4 wounds.

Care Continuum
Accelerated wound healing results in shorter lengths of stay and faster healing, helping deliver better outcomes both for patients and facilities' bottom lines.

The Air Fluidized Therapy Difference
Air fluidized therapy’s differentiated technology provides a superior wound healing environment for the prevention and treatment of advanced wounds.

Differentiated Technology Creates Ideal Healing Environment
In comparison to traditional powered air, low-air loss surfaces, AFT is a more ideal healing environment for the prevention and treatment for advanced stage pressure injuries, deep tissue injuries, and flap and graft procedures.3

Superior Clinical and Financial Outcomes Across the Care Continuum
Air fluidized therapy accelerates wound healing, reduces complications, and improves patient outcomes for a range of patient acuities, like flaps/grafts, Stage 3-4 pressure injuries and DTIs, resulting in more cost-effective care across the continuum.

*Based on mechanical performance only.
Hill-Rom is a leading global medical technology company whose products, services and more than 10,000 employees worldwide help people get better care inside and outside the hospital. Our innovations in five core areas – Advancing Mobility, Wound Care and Prevention, Patient Monitoring and Diagnostics, Surgical Safety and Efficiency, and Respiratory Health – improve clinical and economic outcomes and ensure caregivers in more than 100 countries have the products they need to protect their patients, speed up recoveries and manage conditions. Every day, around the world, we enhance outcomes for patients and their caregivers. Learn more at hill-rom.com.