

**Optimizing Wound Closure** 

Transforming a Skill into a Process

Facilitating Skin Closure Across the Continuum of Care



# A NEW STANDARD IN SKIN CLOSURE

A comprehensive wound closure solution in 3 steps







- Repeatable skin closure that's easy to master
- Eliminate skin punctures & "railroad track" scarring
- Eliminates glue burns
- Can be used on wet wounds
- Minimize potential for oozing
- Protect providers from needle-sticks
- Improve patient comfort



#### EVERSION

Tension-free eversion is the "Gold Standard" of skin closure

- + Reduces wound-edge tension
- + Increases hemostasis
- + Increases perfusion
- Better Cosmetic Outcomes

### A DEMONSTRATION OF THE DEVICE

DermaCLIP® allows for quick and easy skin closure





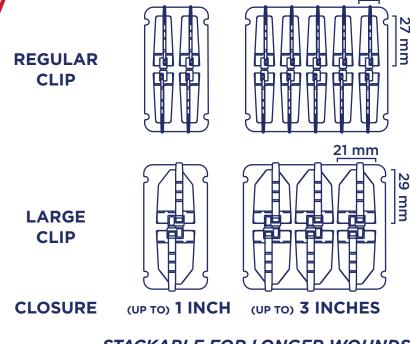
#### **VERSATILE FOR ANY SITUATION**

Two sizes allows providers to decide optimal closure

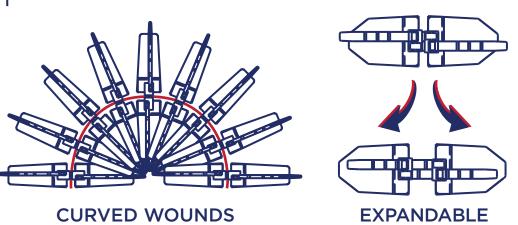
 REGULAR CLIP for short, curved, & lower tension has been used for lacerations, traumatic wounds, mohs, ports, & flaps

 LARGE CLIP for long, straight, & higher tension has been used for lacerations, abdominoplasty, c-section, TKA & THA

Usable on most skin types, simplifying closure



STACKABLE FOR LONGER WOUNDS





11 mm

#### **CLOSURE WITH DISPERSION OF TENSION**

The DermaClip device disperses the tension of closure across the pads of the device

- Sutures & staples have shear stress at the point of entry & can lead to skin shredding
- Dispersion of tension & tension-free healing is beneficial for patients of all ages







3" skin tear, 79 y.o. patient on blood thinners

DermaClip brought hemostasis, handled oozing and achieved great cosmesis



A VERSATILE TOOL FOR SKIN CLOSURE

DermaClip can be used for wound support, if preferred.

Plastic surgeons have used DermaClip to take tension off sutures in:

- Breast Augmentation
- Abdominoplasty
- Excisions

Removing the device does not damage the wound, DermaClip is versatile enough to be used for:

- Triage or Temporary Closure
- Final Closure





### A COVID-19 NECESSITY

DermaClip improves the speed of closure, helping facilities battle COVID-19 across all departments.

 Minimize procedure time to reduce length of interaction for potential COVID-19 exposure

 Expedite closure to increase patient turnover and reduce crowding

 Increase staff capability, allowing facilities to "do more with less"

- Improve operational efficiency to decrease costs (OR on-time starts & finishes)
- See more patients to increase revenue





A SOLUTION FOR NEEDLE-PHOBES

DermaClip reduces the trauma of closure, both physically and emotionally.

Many patients fear needles, both adults and children

 Local anesthetic (LET / Lidocaine) activation can add up to 40 minutes to closure time for laceration repair

 Patient sedation requires patient monitoring post-closure

 Pediatric closures have additional procedure room crowding (e.g., parents or additional providers)

DermaClip can expedite closure through reduced trauma





## THE CHOICE VS TRADITIONAL METHODS

DermaCLIP® has comprehensive benefits that allow it to be used universally

	DERMACLIP	SUTURES	STAPLES	GLUES
Achieves wound edge eversion				
Can close wounds under tension				
Can be used on wet wounds				
Disperses wound tension to avoid shredding				
Applies easily in seconds				
No punctures / anesthetic / needle-stick risk				
No "Railroad Track" scarring				
No removal visit required				
Cannot get embedded with prolonged wear				



## THE COST EFFECTIVE ANSWER FOR LACERATIONS

#### **ILLUSTRATIVE 1" SIMPLE LACERATION**

ILLUSTRATIV	<b>E 3</b> "	SIMPLE	LACERATI	ON
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	Derñ	na <b>C</b> LIP®	SUTURE		G	LUE	
Preparation Time (min) <sup>1,2</sup>		5		30		30	
Closure Time (min) <sup>3</sup>		1		6		3	
Removal Time (min) <sup>4</sup>		-		5		-	
Total Time, Facility		6		41		33	,
Total Time, Provider		1		11		3	,
Cost of Time, Facility <sup>5</sup>	\$	6	\$	41	\$	33	
Cost of Time, Provider <sup>6</sup>	\$	2	\$	22	\$	6	
Total Cost of Time	\$	8	\$	63	\$	39	
Closure Materials <sup>7,8</sup>	\$	18	\$	6-12	\$	13-23	
Additional Materials <sup>8,9</sup>	\$	1	\$	5-25	\$	1	
Lidocaine / LET <sup>8</sup>	\$	-	\$	4	\$	4	
Removal Tray <sup>8</sup>	\$	-	\$	5	\$	-	
Total Cost of Materials	\$	19	\$	20-46	\$	18-28	
Total Cost	\$	27	\$	83-109	\$	57-67	

	Derî	ma <b>C</b> LIP®	SU	JTURE	GLUE	
Preparation Time (min) <sup>1,2</sup>		5		30		
Closure Time (min) <sup>3</sup>		2		10		
Removal Time (min) <sup>4</sup>		-		5	<u> </u>	
Total Time, Facility		7		45	_ ~	
Total Time, Provider		2		15	0 1	
Cost of Time, Facility <sup>5</sup>	\$	7	\$	45	light E	
Cost of Time, Provider <sup>6</sup>	\$	4	\$	30		
Total Cost of Time	\$	11	\$	75	i v	
Closure Materials <sup>7,8</sup>	\$	28	\$	6-12	re ds	
Additional Materials <sup>8,9</sup>	\$	1	\$	5-25	al	
Lidocaine / LET <sup>8</sup>	\$	-	\$	4	Si	
Removal Tray <sup>8</sup>	\$	-	\$	5	9n	
Total Cost of Materials	\$	29	\$	20-46	שׁ	
Total Cost	\$	40	\$	95-121		7



<sup>1.</sup> Preparation time for sutures includes time required for activation of lidocaine / LET (up to 30 minutes). Provider time is not counted for this process. 2. Skin glue preparation time involves the time required to obtain hemostasis and/or activation of lidocaine / LET (up to 30 minutes). Provider time is not counted for this process. 3. Closure time for skin glues includes 30 seconds of drying time between layers with at least 2 layers on the wound. 4. Removal time included for sutures only as DermaClip and skin glues do not require removal visits. 5. Cost of facility estimated at \$60 per hour. 6. Provider time estimated @ \$120 per hour; however, glues and DermaClip could be applied by lower level provider. 7. Skin glues are indicated for use on wounds <5cm, therefore, 2 vials are required @ \$13-23 each. 8. DermaClip Materials cost based on 2021 Healthcare System Discount of 20% (until 8/31/21). Material costs for other products obtained from large hospital systems. 9. Additional materials for sutures include suture kit with forceps and needle drivers.

THE COST EFFECTIVE ANSWER FOR SURGERY

#### A simple, illustrative cost comparison:

Closure of a 6" surgical incision in the Operating Room<sup>1</sup>

<b>Cost Savings</b>	Derf	na Clip®	SU	TURES	ST	APLES	
Materials for Closure: <sup>2</sup>	\$	56	\$	6	\$	11	
Facility / Staff Costs for Closure: <sup>3</sup>	\$	106	\$	905	\$	181	
Removal Costs:	\$	-	\$	20	\$	58	
Total Costs of Closure:	\$	162	\$	931	\$	250	
Total Cost Savings with DermaCLIP:	\$	-	\$	769	\$	88	

#### **Time Savings**

Total Time Savings with DermaCLIP:	-	17.1 min	16.1 min
Total Treatment Time:	1.6 min	18.7 min	17.7 min
Removal Time:	-	5.0 min	15.0 min
Treatment Time:	1.6 min	13.7 min	2.7 min



Data on file; Skin glues are indicated for use on wounds <5cm, therefore, not include.</li>
 DermaClip Materials cost based on 2021 Healthcare System
Discount of 20% (until 8/31/21). Costs for other materials obtained from large hospital systems.
 \$66 per OR minute. from Shippert, Ronald. (2005). A
Study of Time-Dependent Operating Room Fees and How to save \$100 000 by Using Time-Saving Products. Am J Cosmet Surg. 22. 25-34.
 10.1177/074880680502200104.





**↑** Scheduled Cases



# THE OPTIMAL SKIN CLOSURE ALTERNATIVE

Used on 10,000's of patients and 2 published peer-reviewed articles













## DERMACLIP: PROVIDING SUPERIOR SKIN CLOSURE

**QUICK & EASY** 

Easier than sutures, faster than glues with less mess

Eliminates needles & local anesthetic in lacerations

Training takes minutes

No needle-stick risk

**VERSATILE** 

Usable on most closures & patient skin types

Readily usable on curved & wounds with tension

Disperses tension of skin closure

PATIENT SATISFACTION

Reduce pain & fear for all patients

Expedite closure time, decreasing procedure & wait times

ENHANCED CLINICAL RESULTS Maintains wound approximation & designed to effect eversion

Reproducible results, turns a skill into a process

Increases throughput, see more patients, reduce crowding



SIMPLE

SAFE

**FAST** 

CHEAP

**COVID-19 BENEFITS** 



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