

Prevention made real: a system problem, a system solution

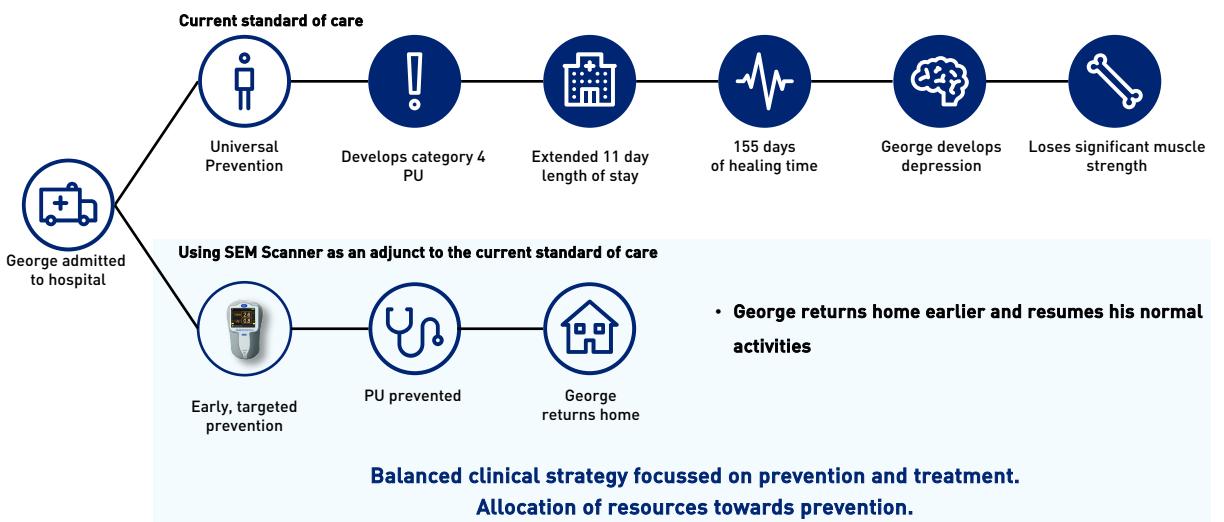
Getting serious about pressure ulcer prevention and joined-up care

This is the story of George

Episode 1: Acute admission

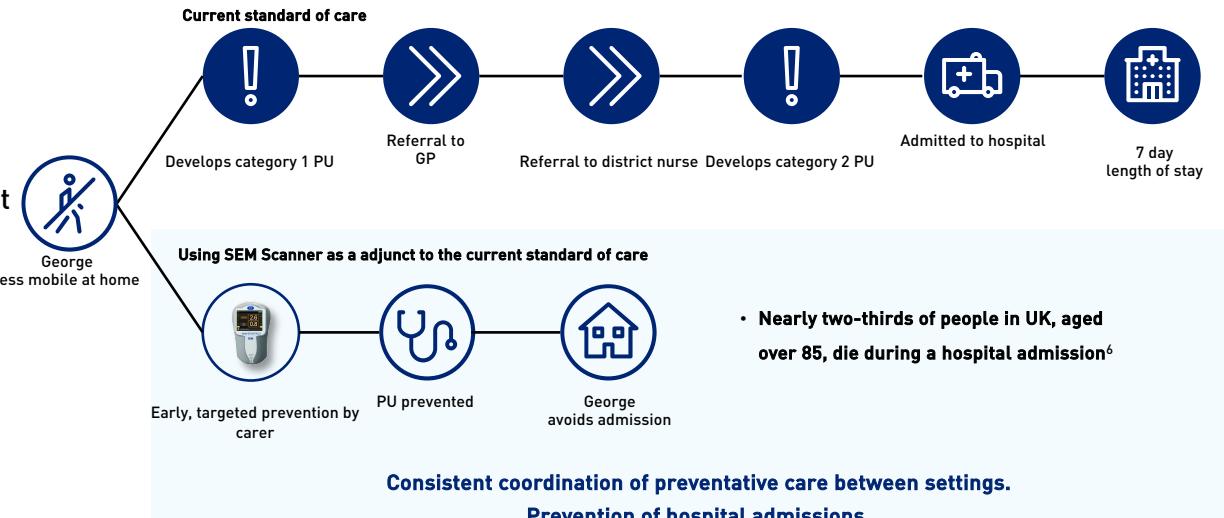
George is a 75 year old Caucasian man who lives at home by himself.

He has limited mobility and poor nutrition. One evening, George falls and fractures his right hip. He is admitted to the hospital with a fractured neck of femur.



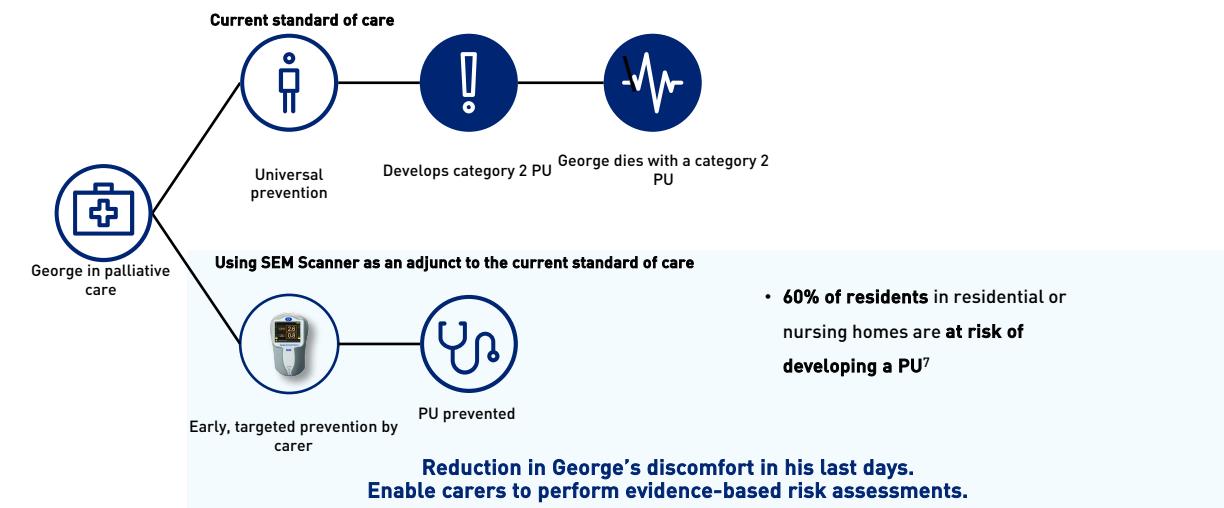
Episode 2: Care at home

George is now 85 and frail. He lives at home and is visited twice per day by a social care worker. One morning, George develops a chest infection and becomes less mobile. George is now in his last 1,000 days.



Episode 3: End of life

George is now 87 years old; has limited mobility; and is in end of life care.



Current Standard of Care

Pressure ulcers are the #1 reported patient harm in the UK¹

£3.8m
cost per day

Cost of pressure ulcer treatment every day in the UK²

Impact of the SEM Scanner

Prevention Made Real

91 % reduction

Real-world evidence shows a 91% reduction in hospital-acquired pressure ulcers³

5 days earlier

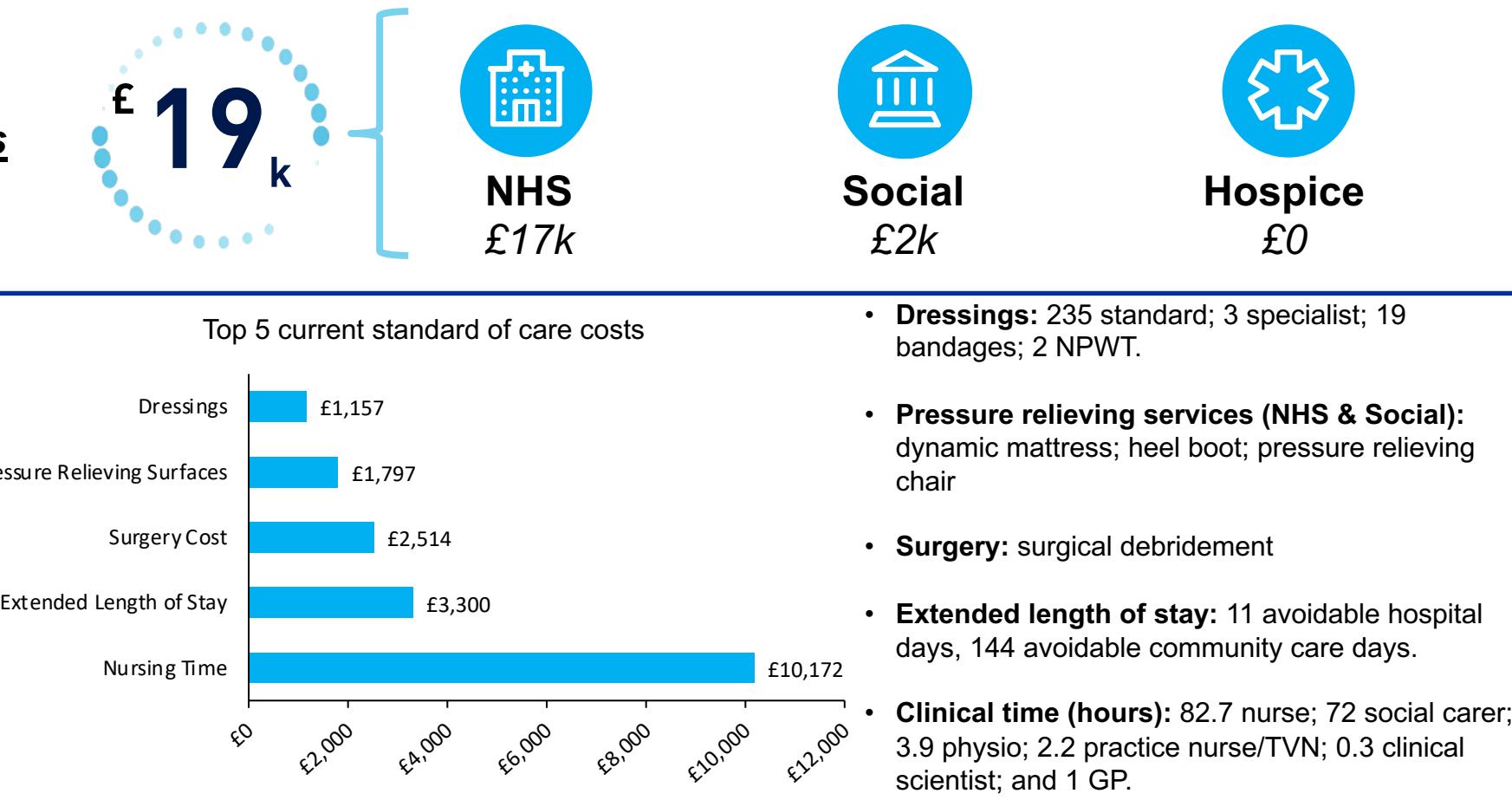
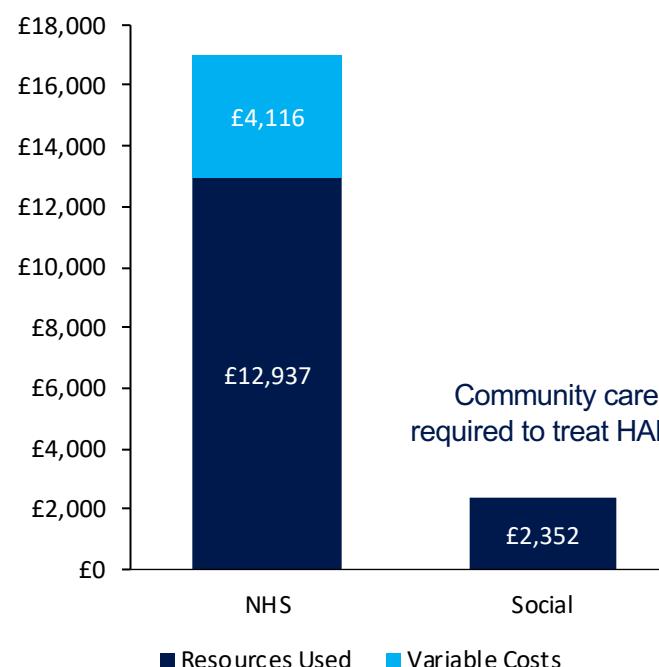
SEM Scanner detects damage 5 days earlier (median) than visual skin assessment⁴

£93 Per patient admission

Average saving per patient at risk by preventing PUs through early, targeted intervention⁵

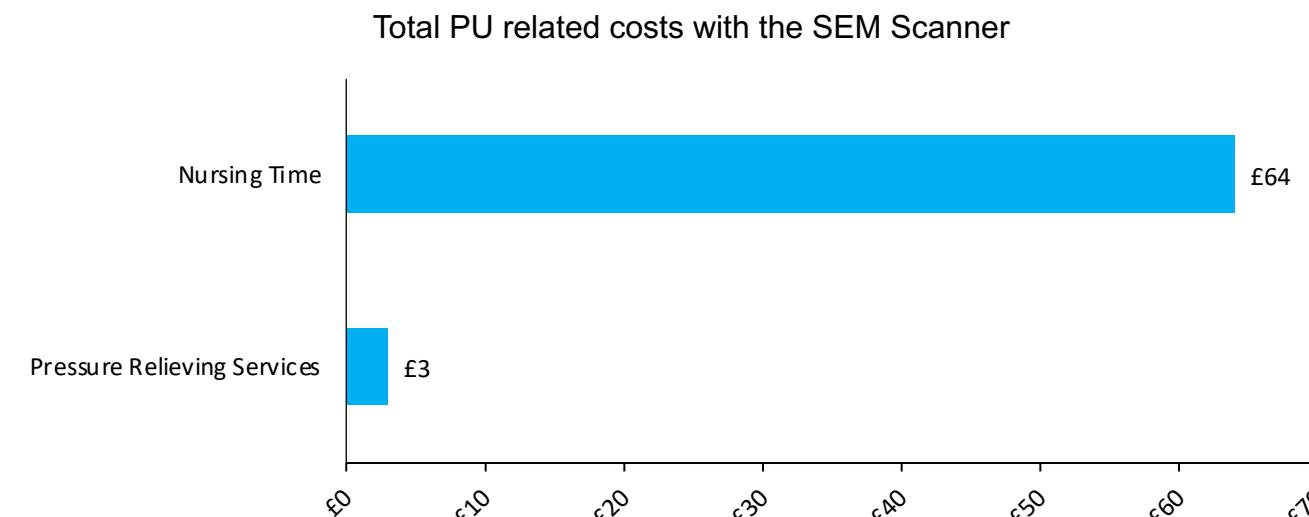
Episode 1: Acute admission – admitted with a fractured hip, develops a category 4 PU on the heel.

Total current standard of care costs



Total SEM Scanner as an adjunct to the current standard of care costs

Through anatomically specific identification of increased risk and prevention total PU related costs with the SEM Scanner is lower than the current standard of care.

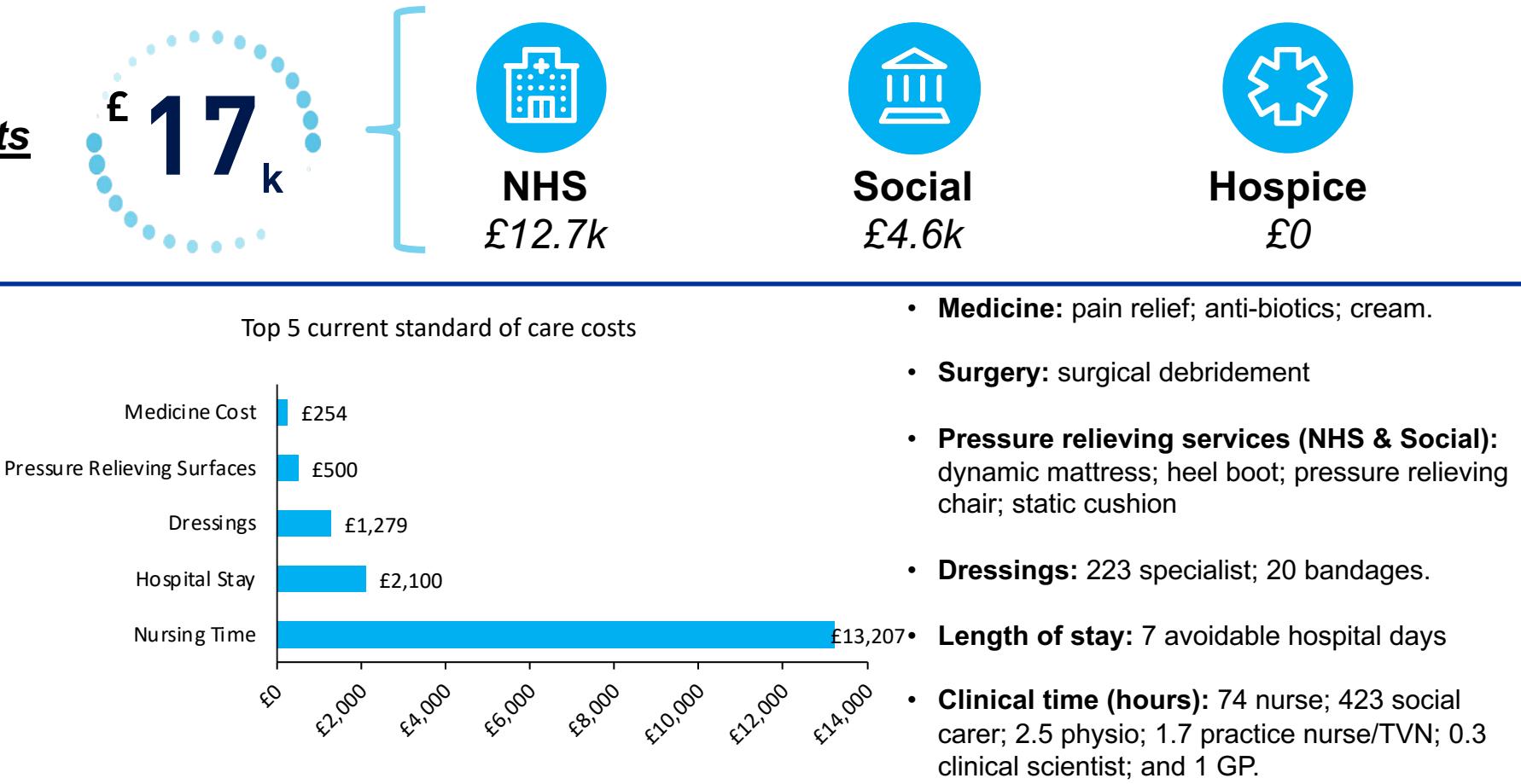
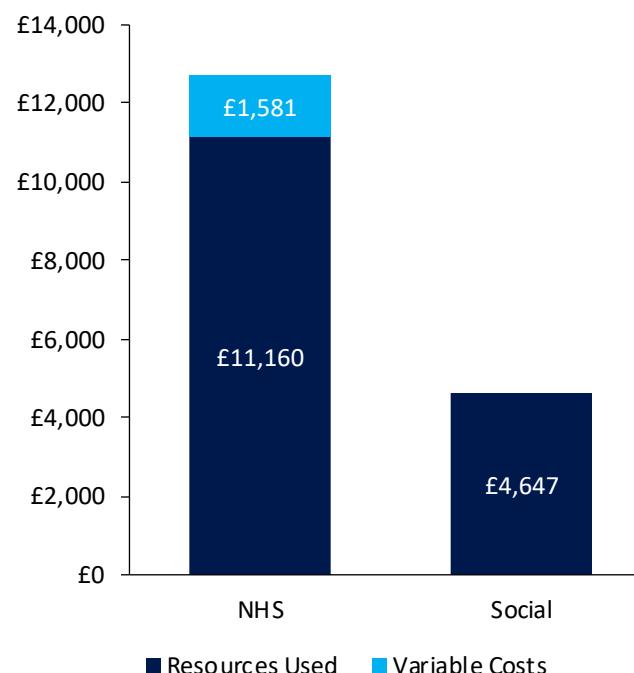


- Clinician time (hours):** 6.3 nurse
- Pressure relieving services (NHS):** dynamic mattress; heel boot; pressure relieving chair



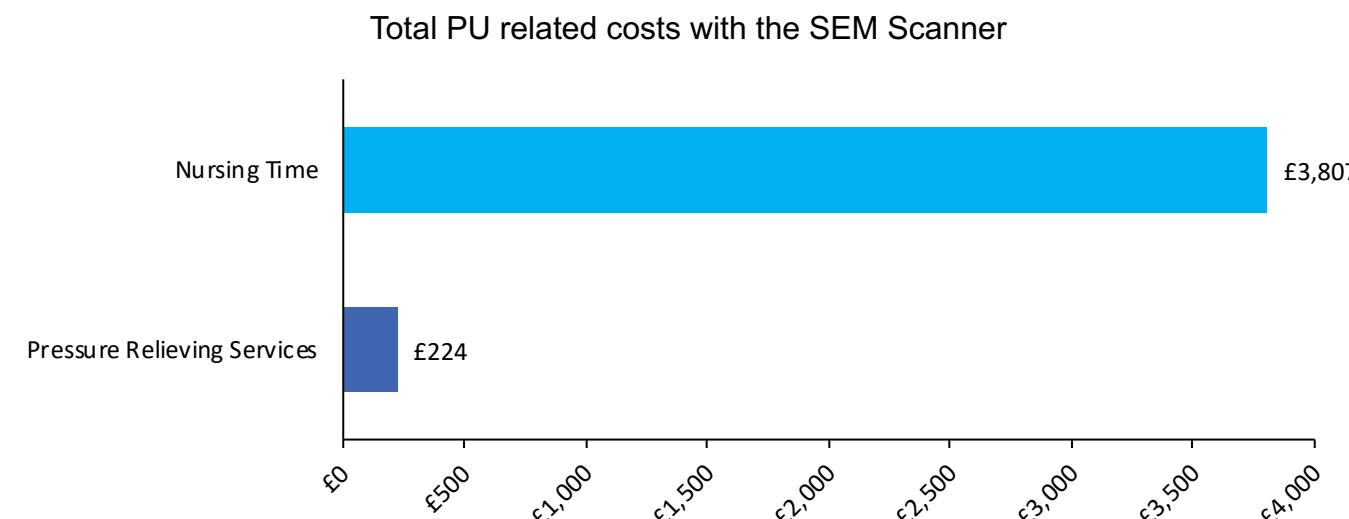
Episode 2: Care at home – becomes more frail and develops a category 1 PU, which advances to a category 2 PU resulting in hospital admission.

Total current standard of care costs



Total SEM Scanner as an adjunct to the current standard of care costs

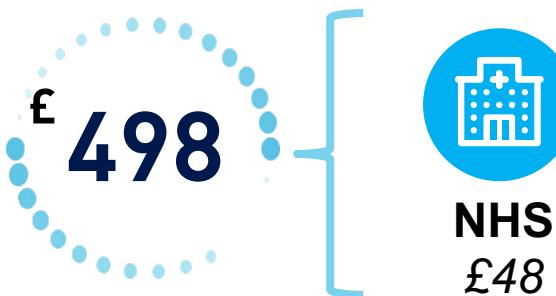
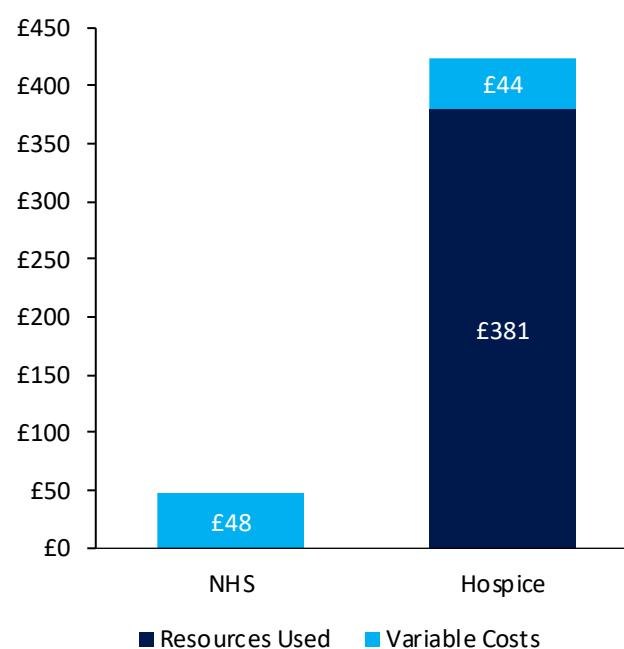
Through anatomically specific identification of increased risk and prevention total PU related costs with the SEM Scanner is lower than the current standard of care.



- Clinician time (hours):** 379 social carer; 0.5 nurse
- Pressure relieving services (NHS):** dynamic mattress; heel boot; pressure relieving chair

Episode 3: End of life care – develops a category 2 PU which remains at death.

Total current standard of care costs



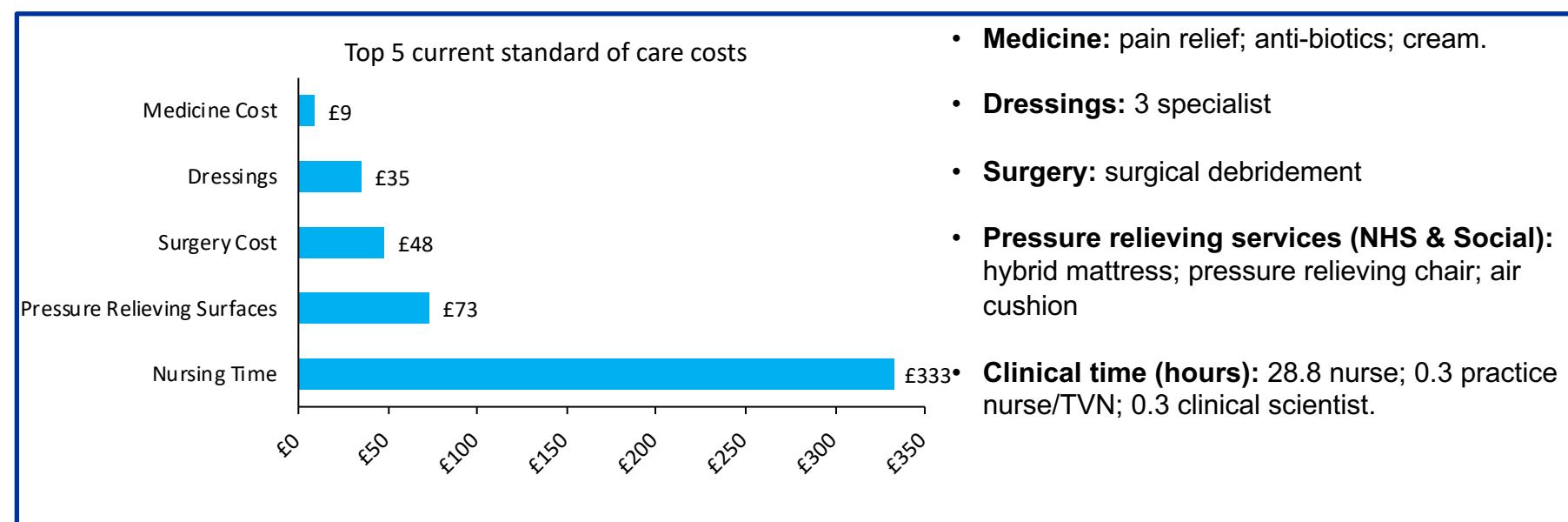
NHS
£48



Social
£0

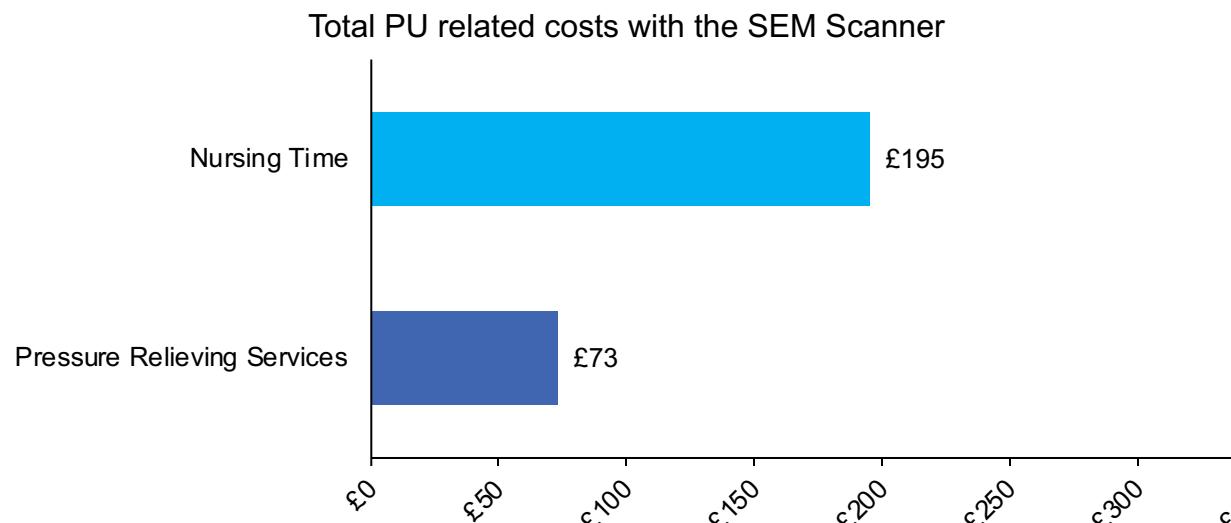


Hospice
£425



Total SEM Scanner as an adjunct to the current standard of care costs

Through anatomically specific identification of increased risk and prevention total PU related costs with the SEM Scanner is lower than the current standard of care.



NHS
£0



Social
£0



Hospice
£268

- **Clinician time (hours):** 19.3 nurse
- **Pressure relieving services (NHS):** hybrid mattress; pressure relieving chair; air cushion