



Services

Plan

Coach

Monitor

TENA® SERVICES: Supporting Quality Diabetes Care

For individuals with Diabetes – Incontinence is a Pressing Concern

Studies indicate that individuals with diabetes may also experience one or more types of incontinence. The prevalence rate can be even higher if they are also overweight. To maintain or improve their quality of life, it is very important for individuals with diabetes, along with their loved ones and caregivers to understand the condition and manage the associated risks.

For individuals with diabetes and incontinence, product selection is an important decision that ripples into many areas of the person’s well-being. Superior fitting, highly absorbent products selected according to individual needs will help to promote comfort, dignity and skin health.

TENA® absorbent products help to enhance comfort, dryness and leakage protection through high quality design, customized fit and premium absorbent capacity. Since individuals with diabetes are more prone to skin breakdown, these features help to protect skin integrity by wicking away excess moisture - a known cause of skin irritation.

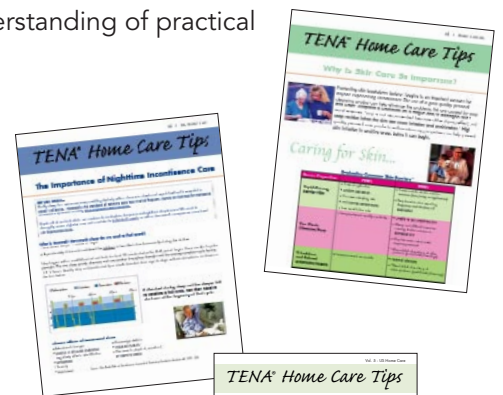


Incontinence Education for Diabetic Care

Education and better understanding of a condition leads to better outcomes for the individual experiencing incontinence. With this in mind, for over 25 years we have employed dedicated clinicians to provide education tools and support for individuals and their families using our absorbent products. Our tools can be a valuable resource, helping those with the additional challenge of diabetes to reach a better understanding of practical solutions and tips for managing their well-being.

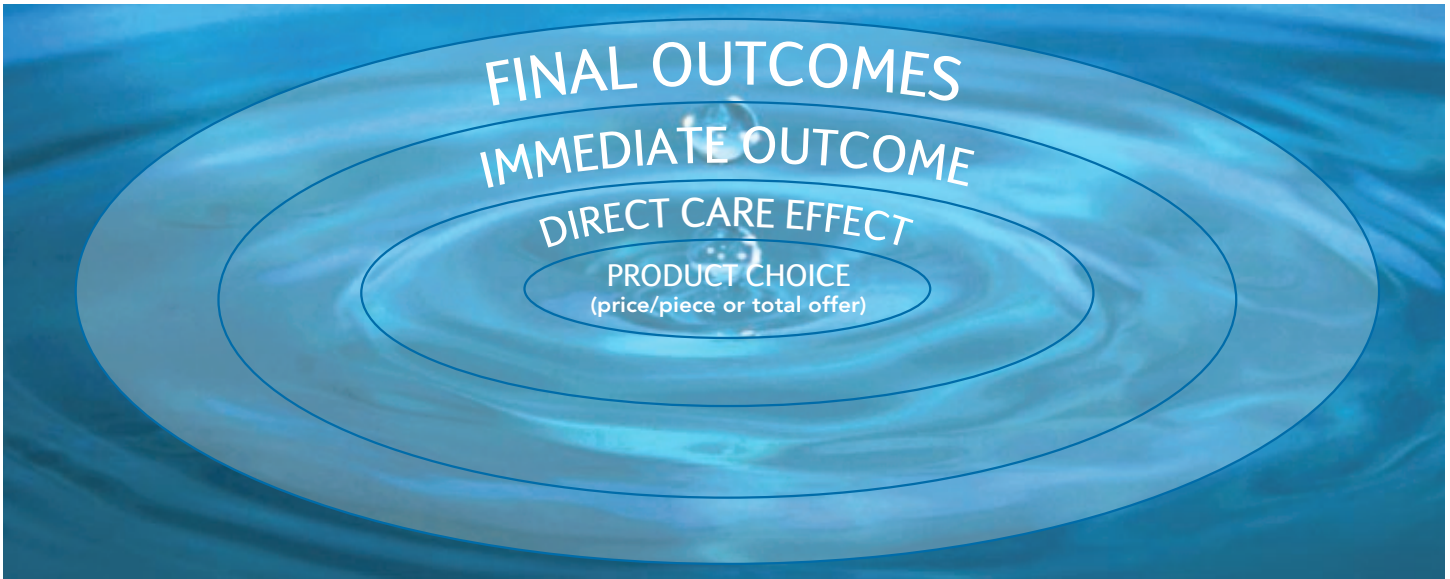
Some education topics for TENA® Tips and materials include:

- Skin care
- Nighttime incontinence care
- Understanding of Diabetes
- Dementia
- New Family Program includes a video and educational support materials that are ideal for use in family meetings



TENA® Product Selection and Sizing Guides:

These TENA® tools are designed to quickly address product selection and sizing to best support the comfort and dignity of incontinent individuals.



Choose a Partner for Diabetes...Choose an Outcome

EXAMPLE:	A POSITIVE RIPPLE EFFECT	A NEGATIVE RIPPLE EFFECT
The Decision Criteria	Based upon the total impact that an incontinence care system can have on the well-being of the individual with diabetes	Based on "Price per piece" – independent of other factors that may affect the individual with diabetes
The Direct Care Effects	<ul style="list-style-type: none"> TENA®'s product mix for customized protection and superior in-use performance supports the needs of the diabetic individuals TENA®'s skin care products help protect the skin before breakdown can begin TENA® provides a total incontinence care solution for diabetic individuals that is supported with education 	<ul style="list-style-type: none"> The specific needs of the diabetic individual are not considered. Product performance / absorbency and skin care regimen are not adequate to meet the diabetic individual's needs Lack of educational support leads to increased leakage, increased product consumption, risk for skin breakdown
Immediate Outcome	<p>More comfort, dignity and leakage protection for diabetic individuals with incontinence:</p> <ul style="list-style-type: none"> Reduced risk of skin irritation – moisture is adequately wicked away, helping to prevent skin breakdown Reduced incontinence-related laundry/clothing soilage Education helps promotes cost effect product utilization and application 	<p>Diabetic individuals with incontinence are more irritable, suffer discomfort and skin irritation due to:</p> <ul style="list-style-type: none"> Higher risk for skin issues/breakdown Increased risk for product leakage Increased incontinence product usage Increased incontinence-related laundry consumption due to clothing/bedding soilage Individuals are not educated on the best ways to manage their incontinence and protect their skin
Final Outcome	<p>Better management of condition overall:</p> <ul style="list-style-type: none"> Improved individual understanding and satisfaction of their needs Improved confidence, well-being and quality of life Improved family/loved one satisfaction Improved overall skin condition Using the right product for individual needs supports more effective cost and care outcomes 	<p>Poor overall outcomes in managing condition:</p> <ul style="list-style-type: none"> Individual misunderstanding and dissatisfaction – more frustration Individual lack of confidence & risk for embarrassment with risk of leakage Family member/loved one dissatisfaction and frustration Increased risk for skin breakdown and infection Increased risk for wasted products and spending more than necessary for care

DECISIONS TODAY...LEAD TO THE RIPPLE EFFECTS OF TOMORROW

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