

# Let TENA® Services Support You with Solutions for Incontinence Care

As Market Conditions Continue to Challenge Long Term Care, it is important to choose a partner for Incontinence Management that Provides a Total Solution for Better Care at a Lower Total Cost

## "Top Issues" for Incontinence Care



### FOCUS AREAS

- Regulatory Compliance & Impact (F Tags / QIS)
- Incontinence Education
- Skin Health & Care
- Odor / Image Problem
- Individualized Care Plan
- Purpose Made Products
- Sleep
- Culture Change

	TENA® SOLUTIONS													
	Ripple Guide	Total Cost Analyzer - Ripplonomics	e-CarePlan Generator	Reporting Programs	Product Selection & Sizing Program	3rd Shift/Cloth Conversion Program	MDS Education / RUGs	F Tag / QIS Programs	Assessment Education & Tool Kit	Skin Care Education	Product Utilization Program	Nighttime Sleep Enhancement Program	Staff Education Support Modules	Family Program
Regulatory Compliance & Impact (F Tags / QIS)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Incontinence Education	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Skin Health & Care	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Odor / Image Problem	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Individualized Care Plan	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Purpose Made Products	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sleep	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Culture Change	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

**Culture change** – As the Culture Change movement gains momentum in the Long Term Care industry, Regulators expect to see care centers respond with infrastructure changes. In reality under our current economic environment, care centers use up their cash flow simply funding their operations. Adding to the funding gap, demographic trends indicate that skilled nursing care centers, support services and specialty staff will be needed to support the infrastructure changes. It is critical that care centers partner with companies offering cost-effective solutions for supporting culture change and superior total care outcomes.

## TENA® Solutions Position You for Success!

These "top issues" tie into your financial, clinical and regulatory needs. Partner with TENA® and our comprehensive menu of solutions.

Through the use of best clinical and business practices, the TENA® approach can be customized to suit each care center's specific situation with follow-up support by the largest Clinical Consulting Team in the industry dedicated to incontinence management.

### With TENA®'s comprehensive Service package, we help assist you in meeting:

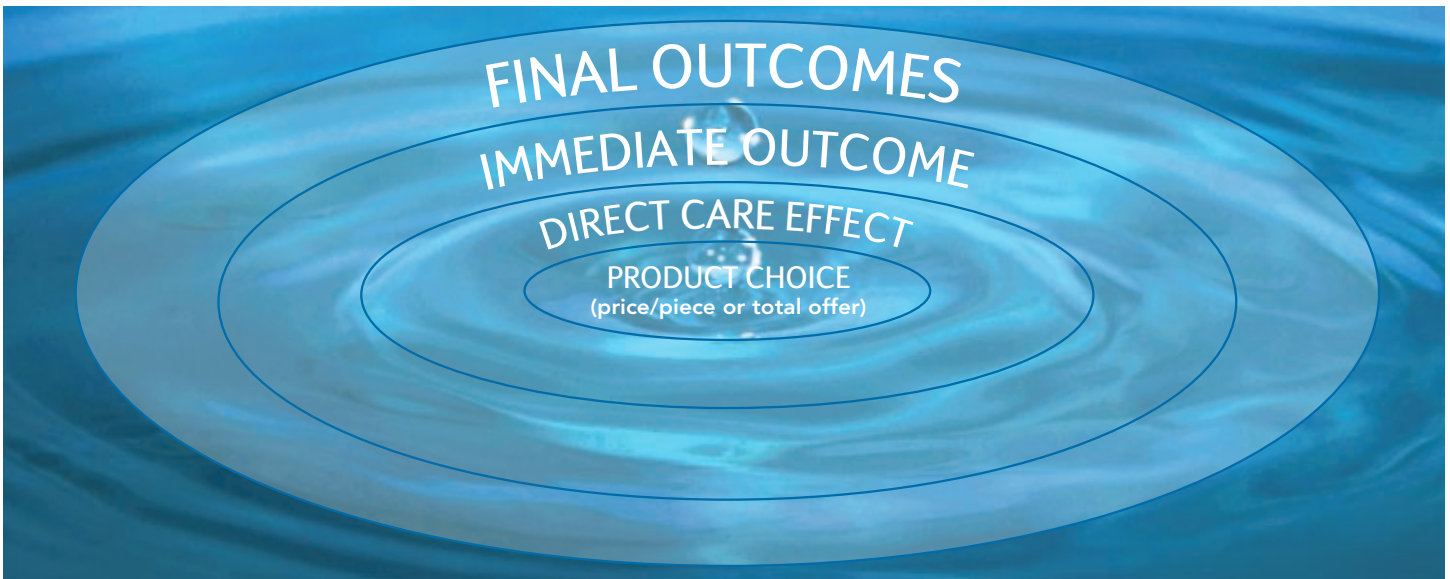
- F315 Urinary Incontinence Regulations
- F314 Pressure Ulcer Regulations
- Culture Change Initiatives with continence promotion and incontinence management
- Individualized Care through proper use of products while providing clinical support

## TENA® Education

For over 25 years, our dedicated Clinical Representatives have been providing customized solutions and practical tips to support facilities and their care staff.



**Choose TENA® as a Partner...Choose a Solution for Success!**



## Choose a Partner for Incontinence...Choose an Outcome

EXAMPLE:	A POSITIVE RIPPLE EFFECT	A NEGATIVE RIPPLE EFFECT
<b>The Decision Criteria</b>	Based upon the total impact of the incontinence care system (products and programs) on cost and care outcomes	Based upon "price per piece" only and independent of other factors
<b>The Direct Care Effects</b>	<ul style="list-style-type: none"> <li>TENA®'s product mix and superior in-use performance coupled with TENA®'s on-site education and service programs ensure proper product utilization to support cost control and best practices in individualized continence management</li> </ul>	<ul style="list-style-type: none"> <li>Incontinence management is not individualized or Resident focused</li> <li>Product performance may not be adequate to meet all Residents' needs</li> <li>Lack of ongoing programs or education support leads to increased leakage and increased product consumption</li> </ul>
<b>Immediate Outcome</b>	<ul style="list-style-type: none"> <li>More Resident comfort, dignity and leakage protection</li> <li>Reduced risk of skin irritation – moisture is adequately wicked away helping to prevent skin breakdown</li> <li>Reduced incontinence-related laundry soilage</li> <li>Reduced product waste from inappropriate selection and poor application practices</li> <li>Reduced risk for Resident falls</li> </ul>	<ul style="list-style-type: none"> <li>Residents are more irritable and less rested due to discomfort</li> <li>Higher risk for falls</li> <li>Higher risk for skin issues/pressure sores</li> <li>Increased caregiver workload managing incontinence episodes and weak or agitated Residents</li> <li>Increased incontinence product and glove usage</li> <li>Increased incontinence-related laundry consumption</li> </ul>
<b>Final Outcome</b>	<ul style="list-style-type: none"> <li>Managed budget and improved care practice</li> <li>Improved staff effectiveness/satisfaction</li> <li>Improved Resident well-being</li> <li>Improved family satisfaction</li> <li>Facility/Home's reputation is enhanced</li> <li>Culture change supported</li> </ul>	<ul style="list-style-type: none"> <li>Increased overall costs related to laundry, skin care, product</li> <li>Overburdened staff become dissatisfied</li> <li>Weaker, more agitated Residents</li> <li>Families dissatisfied by Residents' status</li> <li>Impacts facility's reputation and environment</li> </ul>

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

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