

# Tips on Starting Out in Wound Care

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# Tips on Starting out in Wound Care Disclosures

Past Medical Director



Current Medical Director



*Healogics Affiliated Wound Centers*

Medical Director: Modern Wound Care Management



# Tips on Starting out in Wound Care

## Tip #1

Get interested in  
wound care!

# Tips on Starting out in Wound Care

## “Average” Vascular Surgeon Commonly Sees...

- Ischemic wounds
- Diabetic wounds
- Venous wounds
- Surgical wounds
- Pressure wounds



# Tips on Starting out in Wound Care

## Tip #2

Wound care  
should be  
comprehensive  
and team based!



# Tips on Starting out in Wound Care

## Immediate Access to Tools

Debridements



Compression and Wound Care



Advanced Wound Care

Skin Substitutes

Apligraf

Dermagraft



Wound Vac



HBO

# Tips on Starting out in Wound Care

## The Team

- Program Director
- Clinical Coordinator Nurse
- Medical Director
- Panel physicians
- Ambulatory care aid
- Registered nurse
- LPN (2)
- Medical assistant
- HBO Technician



# Tips on Starting out in Wound Care

## Tip #3

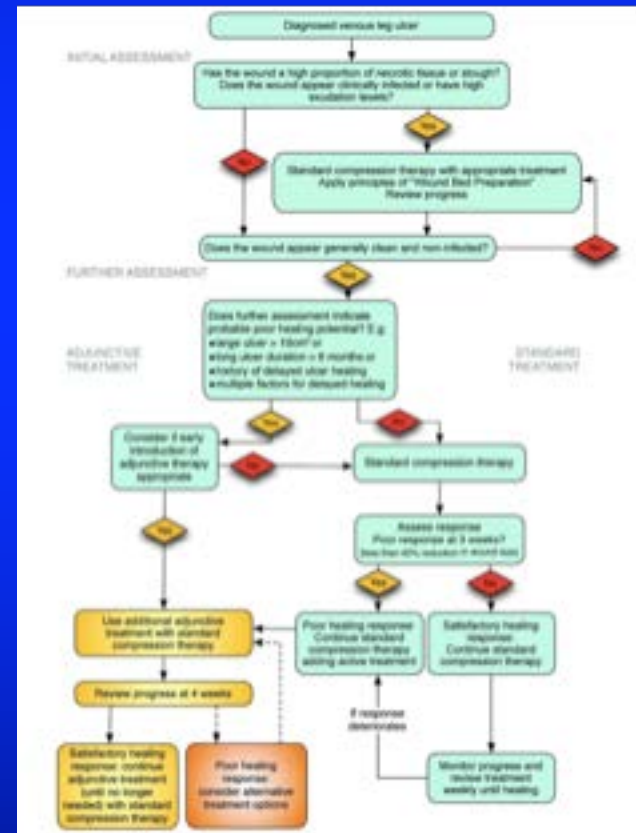
Understand the  
evidence and follow  
algorithms/protocols!



# Tips on Starting out in Wound Care

## The “Basic” Algorithm to Heal a Chronic Wound

- Assure adequate arterial perfusion
- Eliminate edema
- Debridement necrotic tissue
- Rx bioburden-film/infection
- Optimize host factors
- Apply adjuvant techniques
- Rx “procedural” pathology



# Tips on Starting out in Wound Care

## Tip #4

Don't be “homegrown.”  
Partner with a wound  
care company!

# Tips on Starting out in Wound Care

A Model That Works...

Physician/Allied Health Prof.

Wound Center

Hospital

Healogics™

The power to heal

# Tips on Starting out in Wound Care

## Partnering with a Wound Care Company

- Over 800 centers/hospital partnerships
- Provides a wound specific EMR
- Provides business plan and market research
- Consulting/marketing/billing
- Clinical practice guidelines
- Measures outcomes/national database
- Troubleshoots
- Assures accountability
- Follows outcomes
- Co-manages staff



# Tips on Starting out in Wound Care

## Tip #5

Be on top of  
documentation,  
coding and billing!



# Tips on Starting out in Wound Care

## The Four Hour Wound Center Clinic for the Doctor

- 15 patients scheduled for wound clinic
- Four patients in HBO
- | <u>Billing</u>        | <u>RVUs</u>  |
|-----------------------|--------------|
| – 15 Evaluations/mgmt | 9.30         |
| – 7 Debridements      | 9.06         |
| – 4 HBOs              | 13.6         |
| – 2 Parings           | 1.22         |
| – 3 Nail debridements | 1.40         |
| – <u>1 Apligaf</u>    | <u>10.14</u> |
| <b>TOTAL</b>          | <b>44.72</b> |

Open repair of ruptured AAA: 42.00 RVUs

# Tips on Starting out in Wound Care

*In Summary: It Really is About the Patient...*

- Improve wound healing percentage
- Faster healing rates
- Fewer wound recurrences
- Lower incidence of complications
- Improved physical and emotional wellbeing
- Enhanced education and self care skills
- Improved quality of life
- Improve palliative care of wounds
- Empowered and happy physicians and staff
- Decreased cost

# Thanks!