



**V.A.C.<sup>®</sup>**  
Therapy

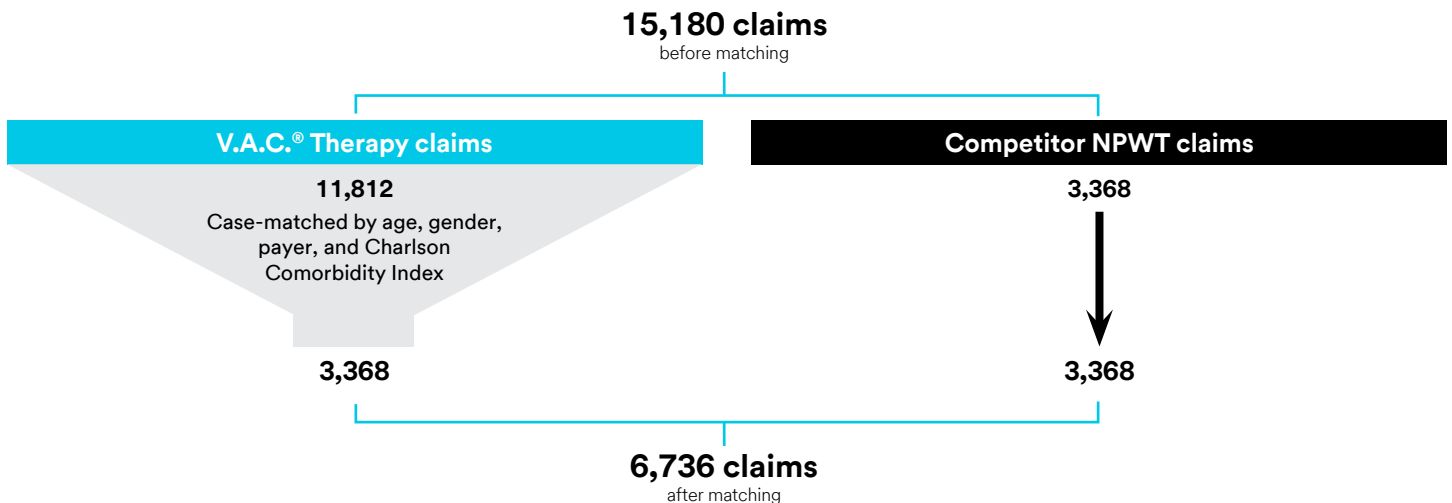
Two large independent\*  
economic studies demonstrated:

# 3M™ V.A.C.<sup>®</sup> Therapy delivers lower total cost to treat<sup>1,2</sup>

The newest health economic analysis<sup>2</sup> of real-world health insurance claims data provided insights into the cost-effectiveness of negative pressure wound therapy (NPWT). The analysis showed patients who received V.A.C.<sup>®</sup> Therapy had lower total and wound-related treatment costs than patients who received competitor NPWT in all wound types across all time periods studied.

## Methodology<sup>2</sup>

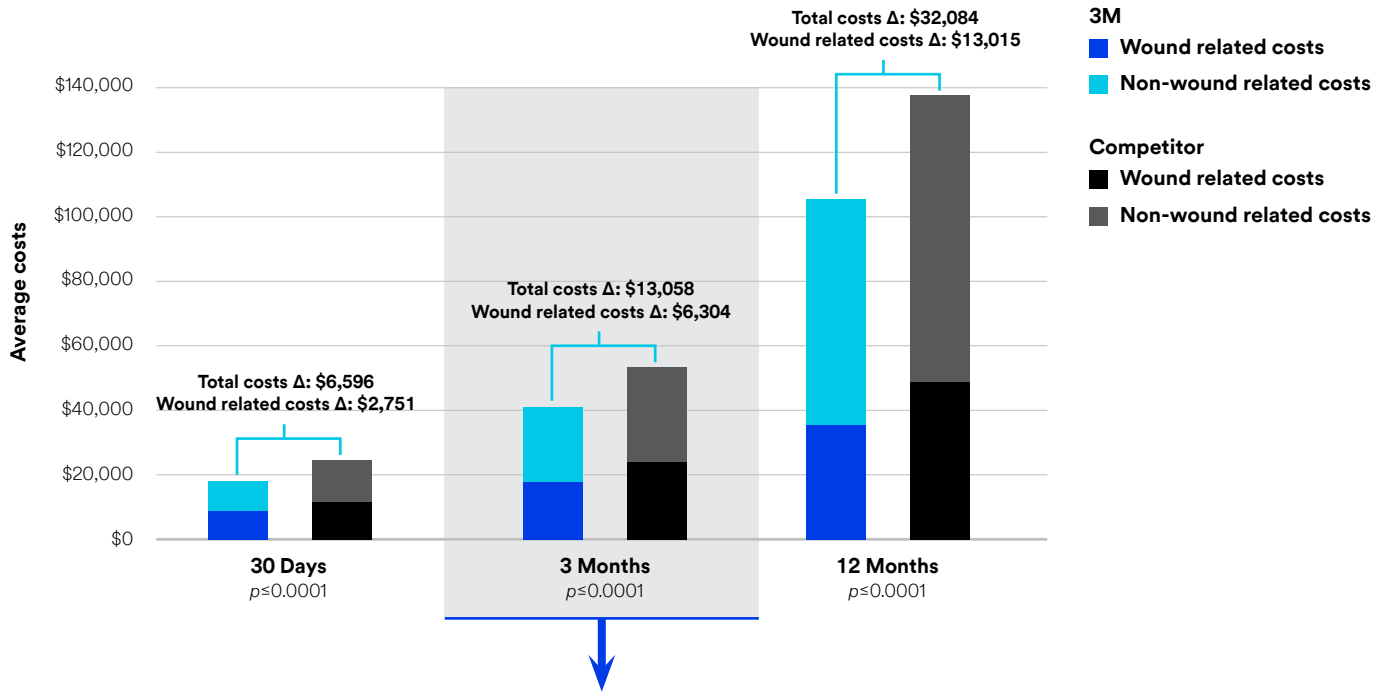
Retrospective analysis of U.S. insurance claims database compared total and wound-related costs for patients who received V.A.C.<sup>®</sup> Therapy versus competitor NPWT in the outpatient setting between January 2016 and September 2018. Costs were compared across care settings and wound types at 30 days, 3 months, and 12 months after initial claim.



\*Data owned and analyzed by third party; analysis funded by 3M.

# 3M™ V.A.C.® Therapy patients had lower total and wound related costs across all time periods

## Costs at 30 days, 3 months, 12 months: All wounds

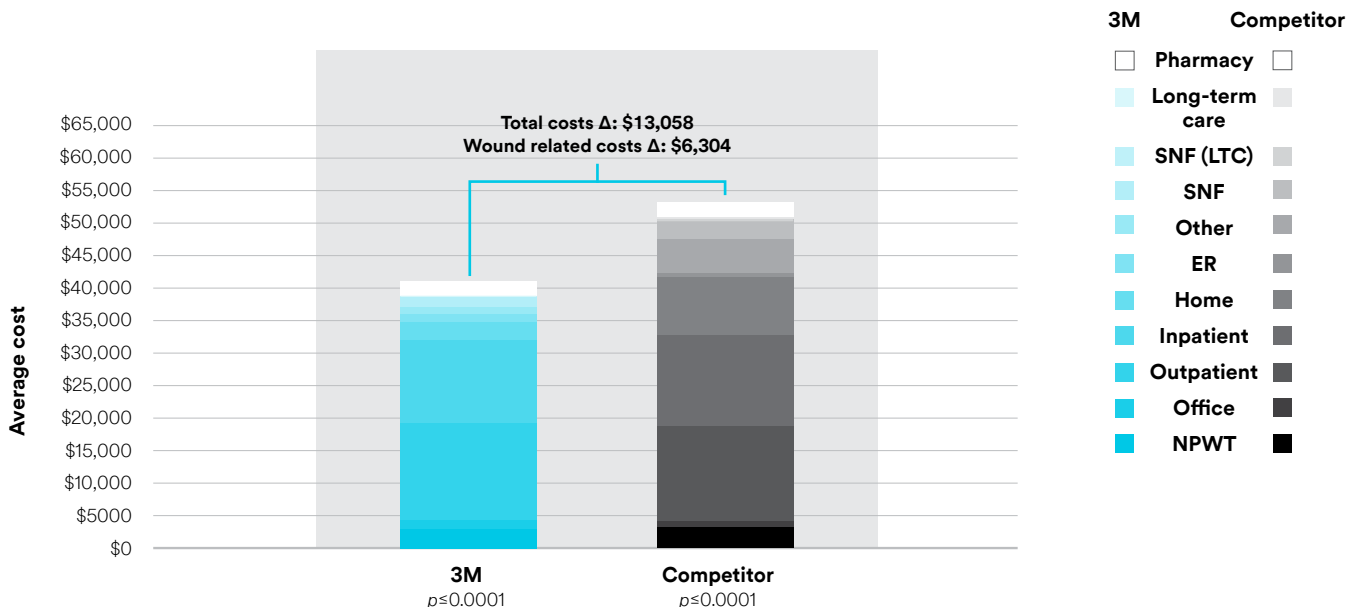


## V.A.C.® Therapy patients had lower treatment costs across most care settings, and lower total out-of-pocket costs

How can V.A.C.® Therapy help reduce your patients' out-of-pocket costs?

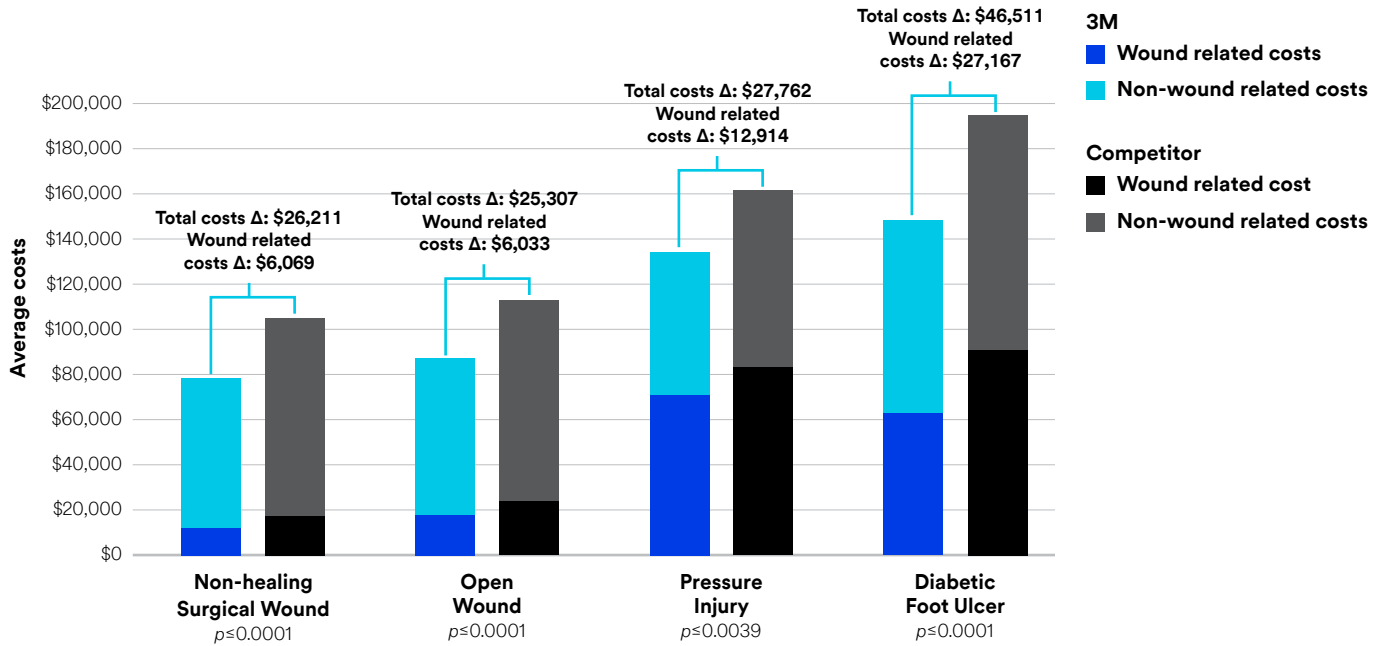
## Costs at 3 months: All wounds

Lower total costs to treat V.A.C.® Therapy patients driven by lower home health agency, skilled nursing facility, NPWT, and other expenses. NPWT charges represented only 3% of the total cost to treat.



# 3M™ V.A.C.® Therapy patients had lower total and wound related costs across all wound types at 12 months

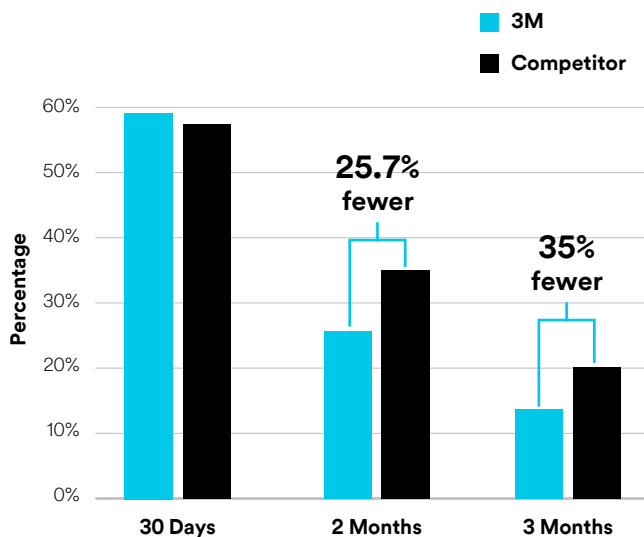
## Costs at 12 months: Key wound types



## V.A.C.® Therapy patients experienced shorter average length of therapy

How can V.A.C.® Therapy give you the opportunity to treat more wound care patients?

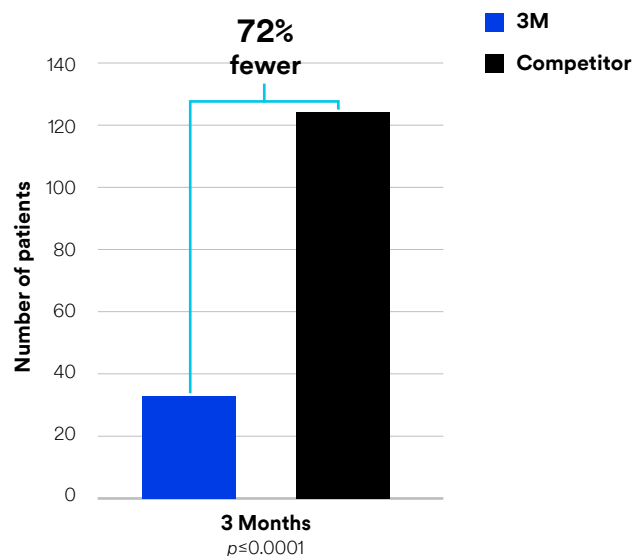
### Percentage of patients who remained on NPWT



## V.A.C.® Therapy patients were less likely to be switched to another NPWT supplier

How can V.A.C.® Therapy help you reduce the time and resources spent retraining staff and patients?

### Number of patients who switched NPWT suppliers at 3 Months



# A world leader in skin and wound care right by your side.

As your partner, we're here to help you help your patients. When we combine our science with your expertise, amazing things happen.



## Science-based solutions

3M products are trusted in more than 60,000 hospitals, homes, and businesses worldwide. Our comprehensive portfolio of advanced wound care solutions is supported by clinical evidence across new and growing categories—including dressings, disposables, and digital technology and connectivity.



## Ongoing support

From ordering to placement and therapy through patient discharge, our clinical and technical support is seamless, efficient, and available when you need it.



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We act as an extension of your team—empowering you with hands-on training and free, award-winning medical education available live and on demand at [KClwebinars.com](https://www.kclwebinars.com)



## 3M reimbursement education hotline

Specialists assist with insurance coding, coverage guidelines, and other reimbursement information.

Call: **1-800-668-6812** (Available from 7am - 6pm CST)  
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account representative



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### References:

1. Law A, Cyhaniuk A, Krebs B. Comparison of health care costs and hospital readmission rates associated with negative pressure wound therapies. *Wounds*. 2015 Mar;27(3):63-72. PMID: 25786078.
2. Law A L, Krebs B, Karnik B, Griffin L. Comparison of healthcare costs associated with patients receiving traditional negative pressure wound therapies in the post acute setting. *Cureus* 12(11): e11790. DOI 10.7759/cureus.11790.

**Note:** Specific indications, contraindications, warnings, precautions, and safety information exist for these products and therapies. Please consult a clinician and product instructions for use prior to application. Rx only.



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