



Therapeutic Support Surface Product Training

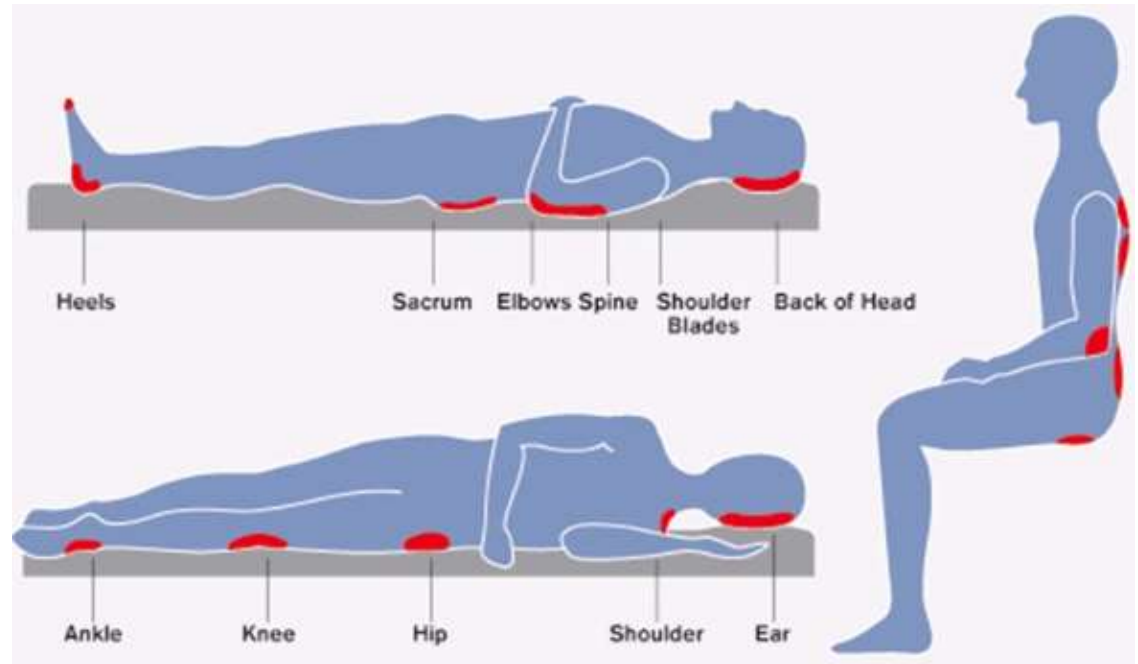
COMPASSHEALTH
6/22/2018

Pressure Sores

Bedsore, also called pressure sores or pressure ulcers, are areas of damaged skin caused by staying in one position for too long.

Pressure sores commonly form where your bones are close to the skin:

- Ankles
- Back
- Elbows
- Heels
- Hips



The population at the highest risk:

- Those that are bedridden
- Use a wheelchair
- Unable to change their position

Pressure sores can cause serious infections, some of which are life-threatening. They can be a problem for people in nursing homes.

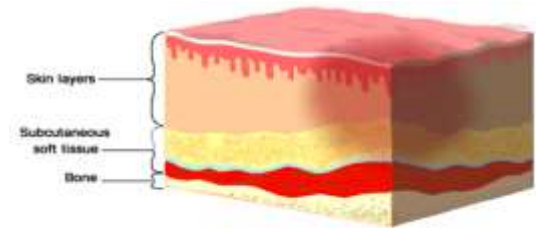
Pressure Sores Continued

Bedsore fall into one of four stages based on their severity. The National Pressure Ulcer Advisory Panel, a professional organization that promotes the prevention and treatment of pressure ulcers, defines each stage as follows:

Stage I

The beginning stage of a pressure sore has the following characteristics:

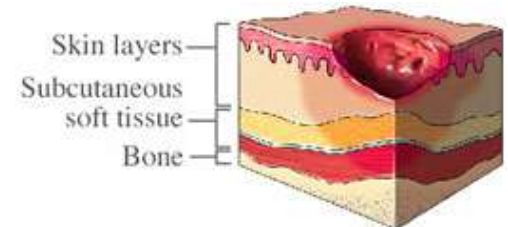
- The skin is not broken
- The skin appears red on people with lighter color skin, and the skin doesn't briefly lighten when touched
- On people with darker skin, the skin may show discoloration, and it doesn't lighten when touched
- The site may be tender, painful, firm, soft, warm or cool compared to the surrounding skin



Stage II

At stage II:

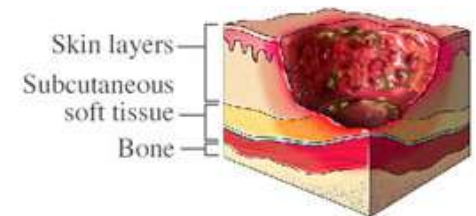
- The outer layer of the skin (epidermis) and part of the underlying layer of skin (dermis) is damaged or lost
- The wound may be shallow and pinkish or red
- The wound may look like a fluid-filled blister or a ruptured blister



Stage III

At stage III, the ulcer is a deep wound:

- The loss of skin usually exposes some fat
- The ulcer looks crater-like
- The bottom of the wound may have some yellowish dead tissue
- The damage may extend beyond the primary wound below layers of healthy skin

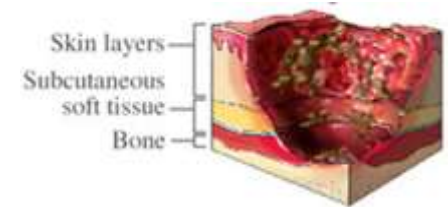


Pressure Sores Continued

Stage IV

A stage IV ulcer shows large-scale loss of tissue:

- The wound may expose muscle, bone, or tendons
- The bottom of the wound likely contains dead tissues that's yellowish or dark and crusty
- The damage often extends beyond the primary wound below layers of healthy skin



Unstageable

An unstageable ulcer is full thickness tissue loss

- The base of the ulcer is covered with yellow, brown, black, or dead tissue
- It's not possible to see how deep the wound is



Pressure Sores Continued

Other factors that increase the risk of pressure sores include:

- **Age** – the skin of older adults is generally more fragile, thinner, less elastic and drier than the skin of younger adults. Older adults usually produce new skin cells more slowly.
- **Lack of sensory perception** – Spinal cord injuries, neurological disorders, and other conditions can result in a loss of sensation. An inability to feel pain or discomfort can result in not being aware of bedsores.
- **Weight loss** – Weight loss is common during prolonged illnesses, and muscle atrophy and wasting are common in people with paralysis. The loss of fat and muscle results in less cushion between bones and a bed.
- **Poor nutrition and hydration** – People need enough fluids, calories, protein, vitamins, and minerals in their daily diet to maintain healthy skin and prevent the break down of tissues
- **Excess moisture or dryness** – Skin that is moist from sweat or lack of bladder control increases the friction between the skin and clothing or bedding. Very dry skin increases friction as well.
- **Bowel incontinence** – Bacteria from fecal matter can cause serious local infections and lead to life threatening infections
- **Medical conditions affecting blood flow** – Health problems that can affect blood flow, such as diabetes or vascular disease, increase the risk of tissue damage.
- **Smoking** – Smoking reduces blood flow and limits the amount of oxygen in the blood. Smokers tend to develop more severe wounds and their wounds heal more slowly
- **Limited alertness** – People whose mental awareness is lessened by disease, trauma, or medications may be unable to take actions needed to prevent or care for pressure sores
- **Muscle spasms** – People who have frequent muscle spasms or other involuntary muscle movement may be at increased risk of pressure sores from frequent friction and shearing.

Diagnosis Process

Patient Eligible for
Group 1 Support
Surfaces

- Completely Immobile, **OR**
- Limited Mobility + one of the following – *impaired nutrition, incontinence, altered sensory perception or compromised circulation*

Patient Eligible for
Group 2 Support
Surfaces

- Multiple Stage II ulcers on trunk or pelvis + has been on comprehensive ulcer treatment program for at least 30 days and has used appropriate Group 1 Support Surface + the ulcers have worsen or remained unchanged **OR**
- Large or multiple stage III or IV ulcers on trunk or pelvis **OR**
- Recent myocutaneous flap or skin graft for pressure ulcer on trunk or pelvis surgery within past 60 days + individual has been on a Group 2 or 3 support surface immediately prior to discharge from hospital or nursing facility

Patient Eligible for
Group 3 Support
Surfaces

- Has Stage III or IV ulcers +
- Bedridden or chair bound +
- Would be institutionalized without the use of Group 3 support surface +
- At least 1 month of conservative treatment including Group 2 support service, have a caregiver to assist and all other alternative equipment has been considered and ruled out.

Diagnosis Process Continued

Patient Eligible for Group 1 Support Surfaces

- Completely Immobile OR
- Limited Mobility + one of the following – impaired nutrition, incontinence, altered sensory perception or compromised circulation



Foam Mattress



Gel Overlay



Alternating
Pressure Pad



Static Air
Mattress Overlay

- Preventative care for immobile/bed-ridden patients (*permanent or temporary*).
- Patient may or may not have visible pressure ulcers.
- Products are prescribed to minimize exposure to pressure on the basic body pressure points.

Diagnosis Process Continued

Patient Eligible for Group 2 Support Surfaces

- Multiple Stage II ulcers on trunk or pelvis + has been on comprehensive ulcer treatment program for at least 30 days and has used appropriate Group 1 Support Surface + the ulcers have worsened or remained unchanged **OR**
- Large or multiple stage III or IV ulcers on trunk or pelvis **OR**
- Recent myocutaneous flap or skin graft for pressure ulcer on trunk or pelvis surgery within past 60 days + individual has been on a Group 2 or 3 support surface immediately prior to discharge from hospital or nursing facility



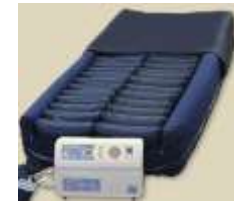
Alternating
Pressure Mattress



True Low Air Loss
Mattress



Non-Powered
Pressure Reduction



Lateral Rotation
Mattress

- Patients with visible pressure sores falling under Stage II – IV.
- Products are prescribed to “treat” pressure sores.
- Typically the stage where the patient is diagnosed with pressure sores/ulcers.

Diagnosis Process Continued

Patient Eligible for Group 3 Support Surfaces

- Has Stage III or IV ulcers +
- Bedridden or chair bound +
- Would be institutionalized without the use of Group 3 support surface +
- At least 1 month of conservative treatment including Group 2 support service, have a caregiver to assist and all other alternative equipment has been considered and ruled out.



Air Fluidized Bed

- For Patients with visible pressure ulcers/sores falling under Stage III – IV.
- Products are prescribed as a means to “treat” pressure ulcers that have not responded to Group 2 products.
- Product **not** offered by Compass Health

Group I Product Offering

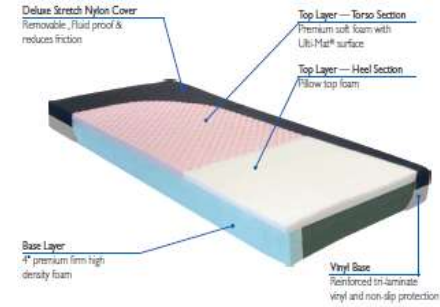
Pressure Redistribution Foam Mattresses – Therapeutically designed foam mattress core that was create with state-of-the art technology to provide superior pressure relief and comfort.



PB Satin Foam



Aruba



Tahiti



Winged



Heel Slope

Group I Product Offering Continued

Gel Overlays – Constructed for optimal patient comfort with a convoluted foam top and gel bladders to help prevent migrations of gel in high pressure areas.

- 24 horizontal gel tubes prevent migration of gel in high pressure areas (standard)
- 9 2-inch high gel/foam bladders covering 90” of the surface area (bariatric)
- Surface conforms to body contours, allowing air circulations to reduce heat build-up
- Nylon cover, low shear and friction material
- Easy to clean cover is antimicrobial and flame retardant
- One year warranty

Meridian

GO-78343-C – Gel Mattress Overlay - 78” x 34” x 3”

GO-42803 – Bariatric Gel Mattress Overlay – 80” x 42” x 5”



GO-78343-C



GO-42803

Group I Product Offering Continued

Alternating Pressure Pad (APP) – Designed with advanced technology that alternately inflates and deflates air cells in the pressure pad.

- Small, compact design with composite hooks located on back of pump
- The Cirrus Series features an output of four liters per minute with a five minute cycle time
- The Genesis Series features an output of seven liters per minute with a five minute cycle time
- Bubble cell design delivers comfort while providing superior therapeutic treatment
- Pad is made of long lasting durable heavy gauge premium vinyl
- One year warranty on pump, 90 day warranty on mattress pad

Meridian

APP-1000-GBN - **Genesis Basic** – Fixed Pressure Pump and Pad System

MER-APP2 – **Meridian SatinAir** – Alternating Pressure Pump and Pad System with end flaps



APP-1000-GBN



MER-APP2

Group II Product Offering

Alternating Pressure Mattress (APM) – Improves patient comfort while preventing and treating decubitus (pressure) ulcers.

- Mattresses have 20 air bladders (17 on APM-5000-GBN)
- Pump has LED indicators to identify normal/low pressure levels
- Three pillow top head increases patient comfort and head support
- Spring lined air tubes prevent kinks and disruption of air pressure
- CPR strap quickly releases air from the mattress



APM-5000-GBN



MER-5800



4800



MER-4500



4250



4580P



4840-42
4840-48
4840-54

MER-SAPM2

Meridian SatinAir 8" APM

ALTERNATING PRESSURE AND LOW AIR LOSS MATTRESS SYSTEM



- Includes mattress, cover and pump
- Pillow function maintains the air in cells at the head for patient comfort
- Air cells can be easily removed and replaced
- CPR quick deflate at head of mattress
- Quilted nylon zipper cover is low shear, fluid-resistant, and vapor permeable
- 8 liter-per-minute pump in an easy-to-use design
- Two modes of therapy - static or alternating
- Variable pressure setting for maximum comfort
- Support patients up to 350 lbs.
- One year warranty on mattress and pump



MER-SAPM53

Meridian SatinAir APM + Foam Base

ALTERNATING PRESSURE AND LOW AIR LOSS MATTRESS SYSTEM
with 3" Foam Base



- Includes mattress, cover and pump
- 3-inch foam base prevents “bottoming out” in the event of a power outage
- Pillow function maintains the air in cells at the head for patient comfort
- Air cells can be easily removed and replaced
- CPR quick deflate at head of mattress
- Quilted nylon zipper cover is low shear, fluid-resistant, and vapor permeable
- 8 liter-per-minute pump in an easy-to-use design
- Two modes of therapy - static or alternating
- Variable pressure setting for maximum comfort
- Support patients up to 350 lbs.
- One year warranty on mattress and pump



Group II Product Offering Continued

Low Air Loss Pumps



4581 – APM Manual Pump

- Comes standard on most mattresses
- 8 LPM (liters per minute)
- 10 minute cycle time



4253E – Electronic APM Pump

- Can be used on any mattress
- 16 LPM (liters per minute)
- 10 minute cycle time
- Increases weight capacity by 100lbs

Wheelchair Cushion Product Offering

Roscoe Foam & Gel Wheelchair Cushions – Made of high quality foam designed to contour the seating area, perfect for stabilizing and supporting the body.

- Gel cushions are made with high resilient foam with an embedded gel bladder
- Assists in preventing pressure ulcers
- Contours the seating area for extra comfort and promotes proper position
- Removable, waterproof, nylon top with non-slip vinyl bottom
- Cover unzips for easy cleaning

Roscoe	Meridian
WCF-163 – 16" x 16" x 3"	HDC111-1616-3 - 16" x 16" x 3"
WCF-183 – 18" x 16" x 3"	HDC111-1816-3 – 18" x 16" x 3"
WCF-203 – 20" x 16" x 3"	HDC111-1818-3 – 18" x 18" x 3"
WCF-2083 – 20" x 18" x 3"	HDC111-2018-3 – 20" x 18" x 3"
WCBF-223 – 22" x 16" x 3"	HDC111-2218-3 – 22" x 18" x 3"
WCBF-2283 – 22" x 18" x 3"	HDC111-2418-3 – 24" x 18" x 3"
WCBF-2483 – 24" x 18" x 3"	
GEL-163 – 16" x 16" x 3"	HDC-9B 16x16 – 16" x 16"
GEL-183 – 18" x 16" x 3"	HDC-9B 18x16 – 18" x 16"
GEL-203 – 20" x 16" x 3"	HDC-9B 18x18 – 18" x 18"
GEL-223 – 22" x 18" x 3"	HDC-9B 20x16 – 20" x 16"
	HDC-9B 20x18 – 20" x 18"
	HDC-9B 22x16 – 22" x 16"
	HDC-9B 22x18 – 22" x 18"
	HDC-9B 24x18 – 24" x 18"



Wheelchair Cushion Product Offering Continued

Pommel Cushion

- Contoured base and pommel
- Promotes proper hip and knee alignment
- Prevents sliding in the wheelchair



Coccyx Seat Cushion

- Unique design for relief of pressure on coccyx area



Wedge Seat Cushion

- Slopes from 4" at front to 2" at back to reduce risk of fall-outs



Wheelchair Back Cushion Product Offering

Roscoe Back Wheelchair Cushions – Made from high quality foam and conforms to the human spinal curvature. They are perfect for patients that require complete lumbar support.

- Designed to reduce lower back pain and muscle tension while seated for prolonged periods of time.
- Removable, waterproof nylon cover unzips for easy cleaning
- The stabilization board secured on the back of the foam core provides enhanced rigidity and support.
- Non-skid backing prevents the cushion from sliding



Roscoe	Meridian
BKF-1617 – 16" x 17"	BCM1617 – 16" x 17"
BKF-1817 – 18" x 17"	BCM1817 – 18" x 17"
BKF-2019 – 20" x 19"	BCM2017 – 20" x 17"
BKF-2219 – 22" x 19"	BCM2217 – 22" x 17"
	BCM2417 – 24" x 17"

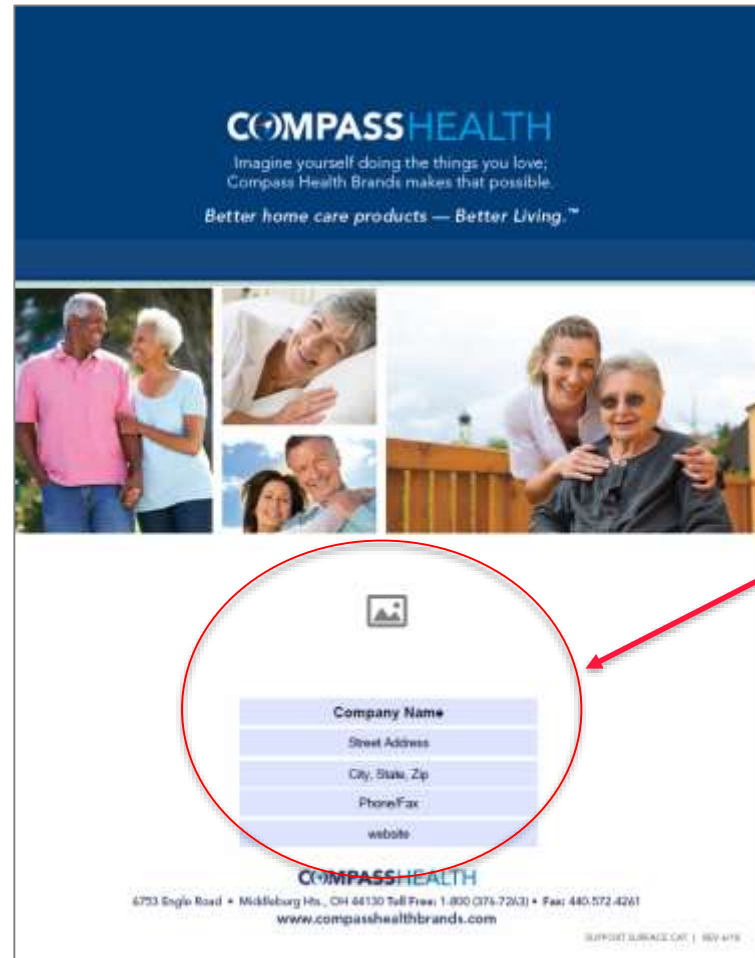
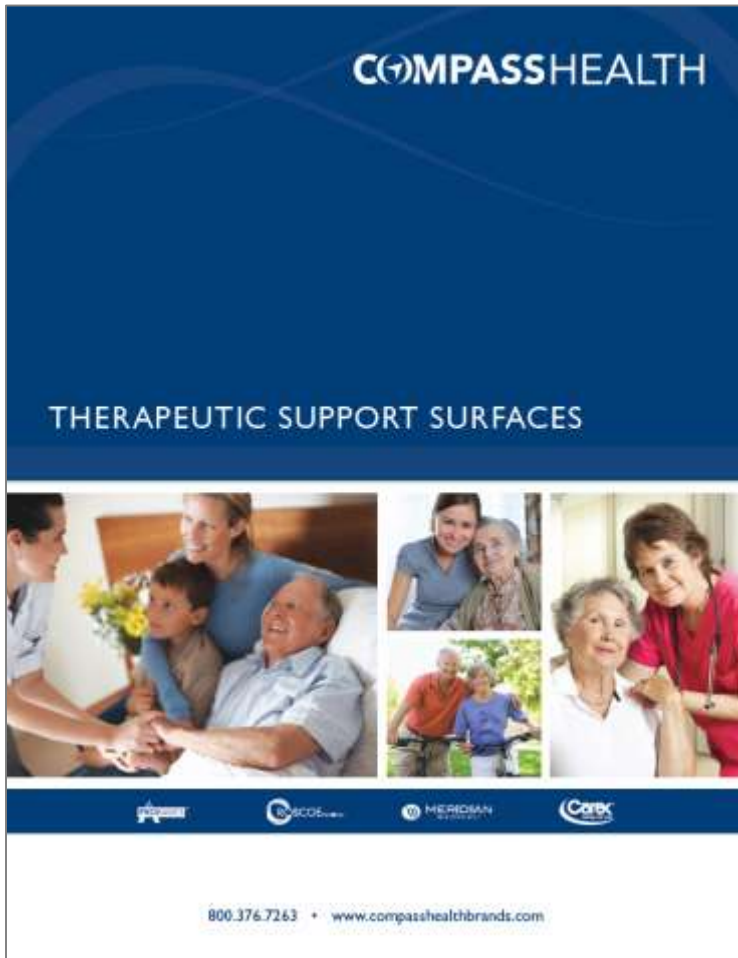




Marketing Support

COMPASSHEALTH

Updated Catalog



Located in: V-drive and Independent Dropbox. Salesforce will be updated shortly due to file size.

Product Spotlight Sell Sheet

Category based spotlight sell sheet focuses on highest selling and margin items to provide a focus when calling customers.

Bundle & Save refers to “Grow with Us” incentive should you choose to use it!

COMPASSHEALTH Bundle & Save

Therapeutic Support Surfaces

Foam Mattresses | APP's | APM's
Gel Overlay | Gel Cushions



Universal Safe-T-Guard
Cover with QR Straps
SGU_FG



Fiber Core Homecare Mattress
Weight Capacity: 300 lb.
PBHBMATFB



Comfort Core Mattress
Weight Capacity: 300 lb.
PBSATINFOAM3680



Gel-Lite Overlay
Weight Capacity: 275 lb.
GO-78343-C



Meridian SatinAir
APP System
Weight Capacity: 300 lb.
MER-APPZ



Optimum Comfort Gel
Cushion
Weight Capacity: 300 lb.
HDC-9B 18x16



8" Mattress with 8LPM Pump
Weight Capacity: 350 lb.
MER-5800



Ultra-Care Excel
Weight Capacity: 350 lb.
MER-4500



Ultra-Care Perimeter Plus
Weight Capacity: 350 lb.
4580P



Meridian SatinAir 8" APM
Weight Capacity: 350 lb.
MER-SAPMZ



Meridian SatinAir + Foam Base
Weight Capacity: 350 lb.
MER-SAPM53

Located in: V-drive,
Sales Force and
Independent
Dropbox

Email Blast

Subject line:

Your One-Stop-Shop for Support Surfaces and Pressure Prevention

Send date: 6/25/18

HME Therapy/Richmar

Alt

Link: Email will link to catalog; when downloaded is the customizable version.

https://www.roscoemedical.com/images/pdf/Therapeutic_Support_Surfaces_Catalog.pdf

COMPASS HEALTH Therapeutic Support Surfaces

WE'VE GOT YOU COVERED!
Easily Match the Right Product to the Right Patient!
CLICK TO VIEW CATALOG

Your One-Stop Shop!
Our broad line of support surfaces and pressure prevention will meet and exceed all your patients' unique needs!

- Homecare Mattresses
- Pressure Redistributing Mattresses
- Gel Overlays
- APP & Pad Systems
- APM's with Low Air Loss and Foam Base
- APM's with Integrated Foam Base & Perimeters
- Bariatric Surfaces
- Fall Prevention
- Wheelchair Cushions

COMPASSHEALTH
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Compass Health | 6753 Engle Road, Middleburg Heights, OH 44130

Social Media

Social media posts will be on weeks between email blasts and have a similar look to the below past post.

7/2 Week: Make handling and delivery of foam mattresses easy with our PBSATINFOAM3680! High Density, Super Compressed Foam Mattress

7/9 Week: Affordability without sacrificing quality! All NEW MER-APP2



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