

Education

Epidemic

Diabetes was the 7th leading cause of death in 2019

2030: Global diabetes will rise ~ 553 million

Diabetic complications:

Heart disease, stroke, hypertension, blindness, kidney disease, nervous system disease, and lower limb amputations

Infection  Amputation  Mortality

- Over one half of DFUs develop infection (17% require amputation)
- International Diabetes Federation: Every 30 seconds a limb is amputated
- Amputations have a higher 5-year mortality rate than prostate cancer, breast cancer, and Hodgkins combined.²

1. <https://idf.org/aboutdiabetes/what-is-diabetes/facts-figures.html>

2. Armstrong DG. Are diabetes-related wounds and amputations worse than cancer? Int Wound J. 2007.4(4) 286-287

Chronic Wounds

- Chronic wounds often fail to heal due to pro-inflammatory cytokines in the wound inducing high concentrations of proteases, which degrade multiple growth factors, receptors, and matrix proteins that are essential for wound healing.
- Even with appropriate, standard wound care and off-loading, healing neuropathic ulcers in patients with diabetes continues to be a challenge.
- Chronic wounds are most commonly found in the elderly patient population. In 2018, a retrospective analysis of Medicare beneficiaries was conducted. Approximately 8.2 million Medicare beneficiaries suffered from chronic wounds.¹
- The most common chronic wounds included pressure ulcers, diabetic foot ulcers, and venous leg ulcers. Untreated wounds may lead to loss of function, amputation, and increased mortality rates.²
- Between 1.5 and 3.0 in 1000 people have active leg ulcers. Prevalence increases with age to about 20 in 1000 people aged over 80 years.

1. Nussbaum SR, Carter MJ, Fife CE, et. Al. An economic evaluation of the impact cost, and Medicare policy implications of chronic non-healing wounds. Value Health 2018;21;27-32.

2. Armstrong DG, Boulton AJM. Diabetic foot ulcers and their recurrence. N Engl J Med. 2017 Jun 15;376(24):2367-7.

3. BMJ Clin Evid.2016; 2016: 1902.

Clinical Recommendations

- Expeditious and complete wound healing is the definitive goal in treating wounds.
- 50% area reduction of the wound at 4 weeks is widely accepted as the clinical decision point to use advanced wound care.
- < 50% closure at 4 weeks of conservative therapy, choose an advanced modality such as an amniotic graft.

“Standard of Care” Evolution

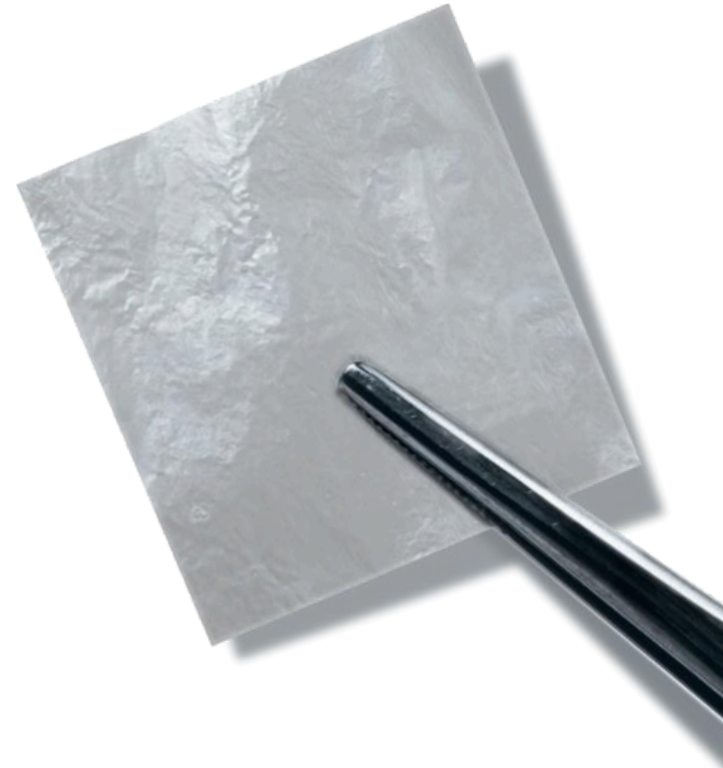
1999 ADA: Consensus determines 4-week turning point in wound healing prognosis.

2004 clinical consensus and 2010 DFU consensus: Failure to reduce ulcer size at 4 weeks with SOC should trigger advanced modalities

2025: SurGraft XT

Placental Information

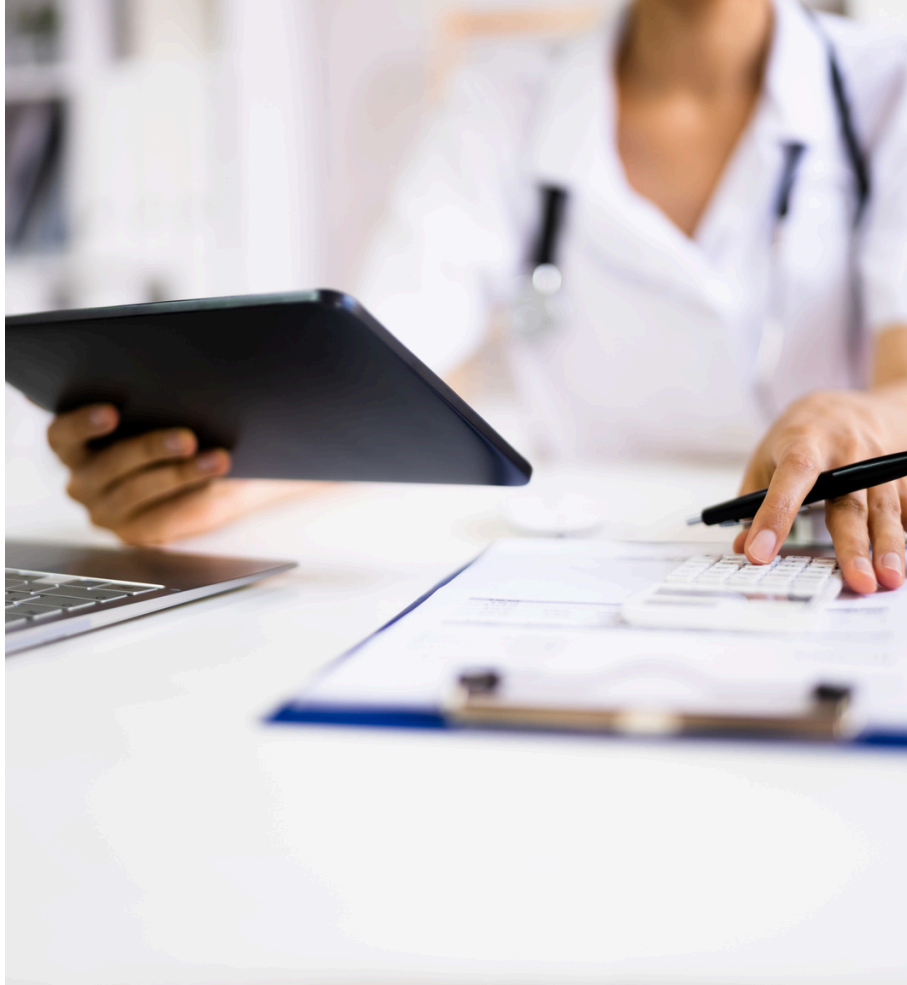
- Placental tissues are known to contain collagen substrates, growth factors and extracellular matrix proteins recognized as part of the complex wound healing process.
- Minimally processed to preserve the structure and contents of the native tissues including growth factors, hyaluronic acid interleukins and other cytokines.
- Intended for homologous use to supplement a recipient's tissue while providing a wound covering and support for native tissue.



Compliance

- Don't ever sell or choose a product based on the financial margin, practice profit or gap.
- Reps are never allowed to share commissions or otherwise compensate a practice or anyone applying grafts.
- Stay inside the compliance lines at all times.
- Please contact our company if anyone deviates from compliance guidelines.

Contact Primus HealthCare



Any Questions?

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