



InterMed Resources
TENNESSEE

Optimizing Wound Closure

Transforming a Skill into a Process

Facilitating Skin Closure
Across the Continuum of Care



ABDOMINOPLASTY



TRAUMATIC ARM LACERATION

A NEW STANDARD IN SKIN CLOSURE

A comprehensive wound closure solution in 3 steps



- **Repeatable skin closure** that's easy to master
- **Eliminate skin punctures & "railroad track" scarring**
- **Eliminates glue burns**
- **Can be used on wet wounds**
- **Minimize potential for oozing**
- **Protect providers** from needle-sticks
- **Improve patient comfort**



- + Reduces wound-edge tension
- + Increases hemostasis
- + Increases perfusion

- = **Better Cosmetic Outcomes**

A DEMONSTRATION OF THE DEVICE

DermaClip allows for quick and easy skin closure



VERSATILE FOR ANY SITUATION

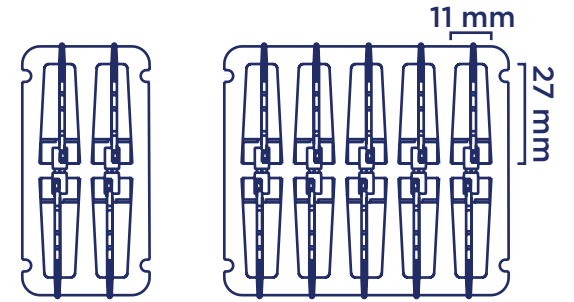
Two sizes allows providers to decide optimal closure

- **REGULAR CLIP** for short, curved, & lower tension
has been used for lacerations, traumatic wounds, mohs, ports, & flaps

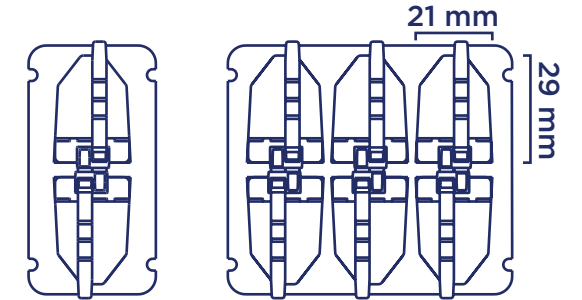
- **LARGE CLIP** for long, straight, & higher tension
has been used for lacerations, abdominoplasty, c-section, TKA & THA

Usable on **most skin types, simplifying closure**

REGULAR
CLIP



LARGE
CLIP

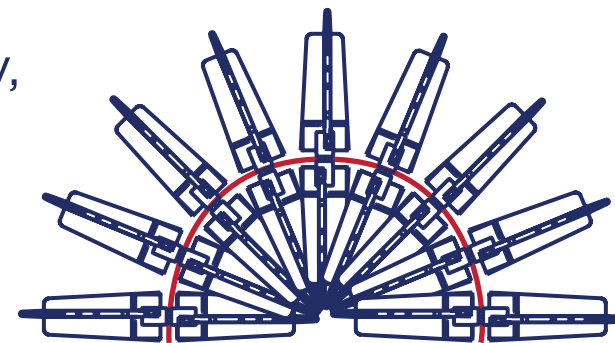


CLOSURE

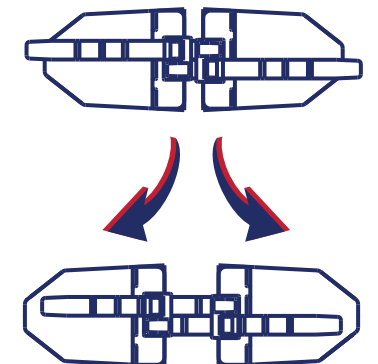
(UP TO) 1 INCH

(UP TO) 3 INCHES

STACKABLE FOR LONGER WOUNDS



CURVED WOUNDS

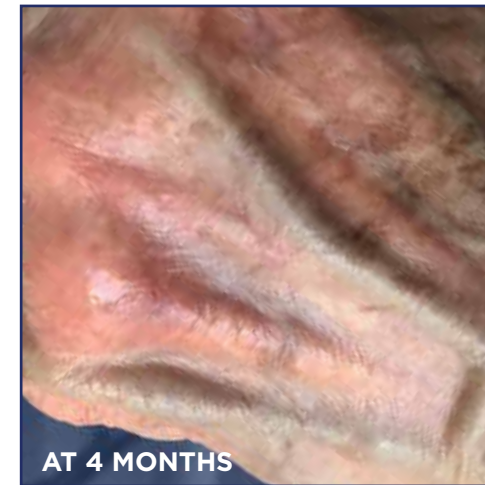


EXPANDABLE

CLOSURE WITH DISPERSION OF TENSION

The DermaClip device **disperses the tension of closure across the pads of the device**

- **Sutures & staples have shear stress** at the point of entry & can lead to skin shredding
- **Dispersion of tension & tension-free healing is beneficial for patients of all ages**



3" skin tear, 79 y.o. patient on blood thinners

DermaClip brought **hemostasis, handled oozing** and **achieved great cosmesis**

A VERSATILE TOOL FOR SKIN CLOSURE

DermaClip can be used for wound support, if preferred.

Plastic surgeons have used DermaClip to **take tension off sutures in:**

- **Breast Augmentation**
- **Abdominoplasty**
- **Excisions**

Removing the device does not damage the wound,
DermaClip is versatile enough to be used for:

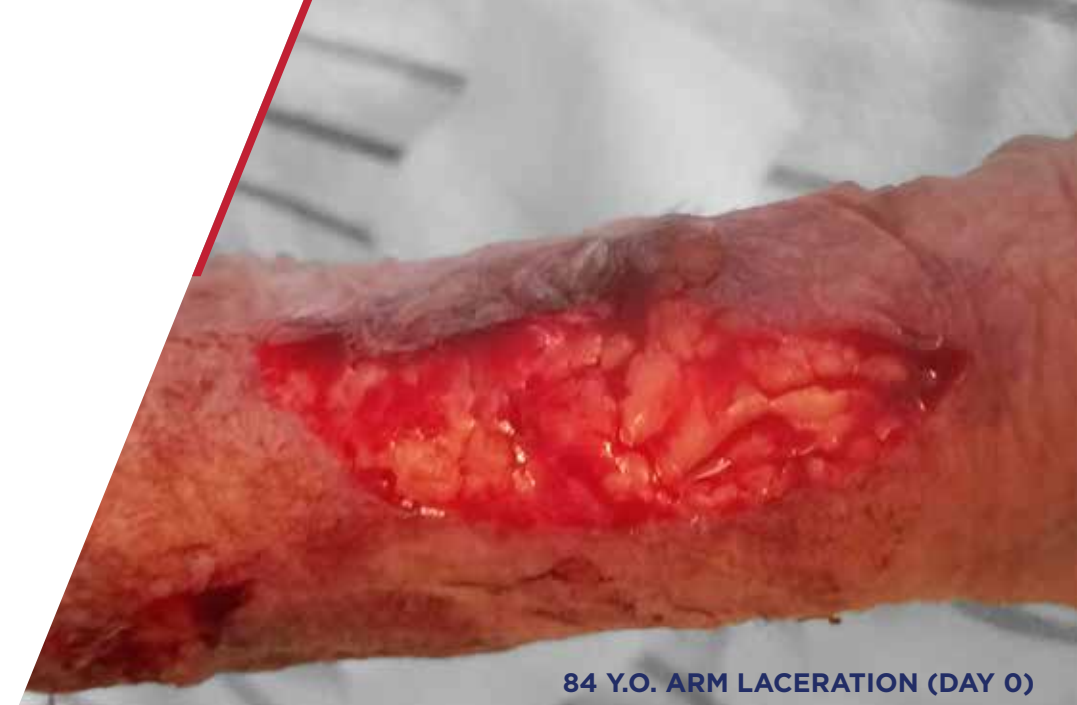
- **Triage or Temporary Closure**
- **Final Closure**



A COVID-19 NECESSITY

DermaClip improves the speed of closure, helping facilities battle COVID-19 across all departments.

- Minimize procedure time to reduce length of interaction for potential COVID-19 exposure
- Expedite closure to **increase patient turnover and reduce crowding**
- Increase staff capability, **allowing facilities to “do more with less”**
- **Improve operational efficiency to decrease costs** (OR on-time starts & finishes)
- **See more patients to increase revenue**



84 Y.O. ARM LACERATION (DAY 0)



84 Y.O. ARM LACERATION (5 MO.)

A SOLUTION FOR NEEDLE-PHOBES

DermaClip reduces the trauma of closure, both physically and emotionally.

- Many patients fear needles, both adults and children
- Local anesthetic (LET / Lidocaine) activation can add up to 40 minutes to closure time for laceration repair
- Patient sedation requires patient monitoring post-closure
- Pediatric closures have **additional procedure room crowding** (e.g., parents or additional providers)

DermaClip can expedite closure through reduced trauma



"I give my patient a sticker and say 'I'll put my sticker on you and you put your sticker on me.'"

- Pediatric ED Physician

THE CHOICE VS TRADITIONAL METHODS

DermaClip has comprehensive benefits that allow it to be used universally

	DERMACLIP	SUTURES	STAPLES	GLUES
Achieves wound edge eversion	●	◐		
Can close wounds under tension	●	●	●	
Can be used on wet wounds	●	●	●	
Disperses wound tension to avoid shredding	●			●
Applies easily in seconds	●		◐	
No punctures / anesthetic / needle-stick risk	●			◐
No “Railroad Track” scarring	●			●
No removal visit required	●	◐		●
Cannot get embedded with prolonged wear	●			●

THE COST EFFECTIVE ANSWER FOR LACERATIONS

ILLUSTRATIVE 1" SIMPLE LACERATION

	DermaClip	SUTURE	GLUE
Preparation Time (min) ^{1,2}	5	30	30
Closure Time (min) ³	1	6	3
Removal Time (min) ⁴	-	5	-
Total Time, Facility	6	41	33
Total Time, Provider	1	11	3

Cost of Time, Facility ⁵	\$ 6	\$ 41	\$ 33
Cost of Time, Provider ⁶	\$ 2	\$ 22	\$ 6
Total Cost of Time	\$ 8	\$ 63	\$ 39

Closure Materials ^{7,8}	\$ 18	\$ 6-12	\$ 13-23
Additional Materials ^{8,9}	\$ 1	\$ 5-25	\$ 1
Lidocaine / LET ⁸	\$ -	\$ 4	\$ 4
Removal Tray ⁸	\$ -	\$ 5	\$ -
Total Cost of Materials	\$ 19	\$ 20-46	\$ 18-28

Total Cost	\$ 27	\$ 83-109	\$ 57-67
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ILLUSTRATIVE 3" SIMPLE LACERATION

	DermaClip	SUTURE	GLUE
Preparation Time (min) ^{1,2}	5	30	
Closure Time (min) ³	2	10	
Removal Time (min) ⁴	-	5	
Total Time, Facility	7	45	
Total Time, Provider	2	15	

Cost of Time, Facility ⁵	\$ 7	\$ 45	
Cost of Time, Provider ⁶	\$ 4	\$ 30	
Total Cost of Time	\$ 11	\$ 75	

Closure Materials ^{7,8}	\$ 28	\$ 6-12	
Additional Materials ^{8,9}	\$ 1	\$ 5-25	
Lidocaine / LET ⁸	\$ -	\$ 4	
Removal Tray ⁸	\$ -	\$ 5	
Total Cost of Materials	\$ 29	\$ 20-46	

Total Cost	\$ 40	\$ 95-121	
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Glues are indicated for wounds < 5cm (~2")

1. Preparation time for sutures includes time required for activation of lidocaine / LET (up to 30 minutes). Provider time is not counted for this process. 2. Skin glue preparation time involves the time required to obtain hemostasis and/or activation of lidocaine / LET (up to 30 minutes). Provider time is not counted for this process. 3. Closure time for skin glues includes 30 seconds of drying time between layers with at least 2 layers on the wound. 4. Removal time included for sutures only as DermaClip and skin glues do not require removal visits. 5. Cost of facility estimated at \$60 per hour. 6. Provider time estimated @ \$120 per hour; however, glues and DermaClip could be applied by lower level provider. 7. Skin glues are indicated for use on wounds <5cm, therefore, 2 vials are required @ \$13-23 each. 8. DermaClip Materials cost based on 2021 Healthcare System Discount of 20% (until 8/31/21). Material costs for other products obtained from large hospital systems. 9. Additional materials for sutures include suture kit with forceps and needle drivers.

THE COST EFFECTIVE ANSWER FOR SURGERY

A simple, illustrative cost comparison:

Closure of a 6" surgical incision in the Operating Room¹

Cost Savings	DermaClip	SUTURES	STAPLES
Materials for Closure: ²	\$ 56	\$ 6	\$ 11
Facility / Staff Costs for Closure: ³	\$ 106	\$ 905	\$ 181
Removal Costs:	\$ -	\$ 20	\$ 58
Total Costs of Closure:	\$ 162	\$ 931	\$ 250
Total Cost Savings with DermaCLIP³:	\$ -	\$ 769	\$ 88

Time Savings

Treatment Time:	1.6 min	13.7 min	2.7 min
Removal Time:	-	5.0 min	15.0 min
Total Treatment Time:	1.6 min	18.7 min	17.7 min
Total Time Savings with DermaCLIP³:	-	17.1 min	16.1 min

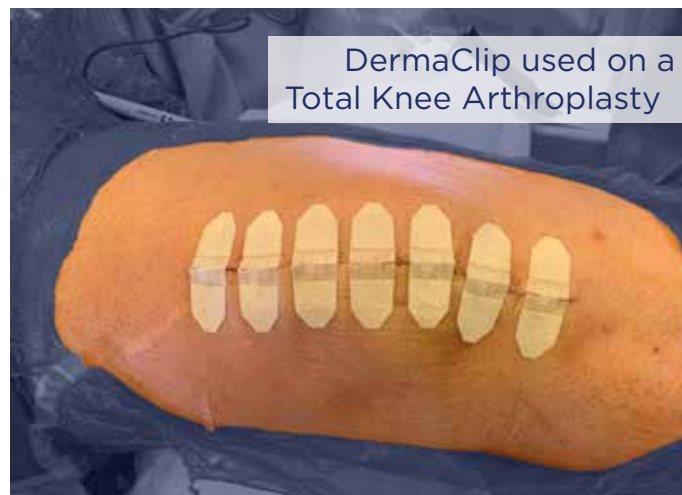
1. Data on file; Skin glues are indicated for use on wounds <5cm, therefore, not include. 2. DermaClip Materials cost based on 2021 Healthcare System Discount of 20% (until 8/31/21). Costs for other materials obtained from large hospital systems. 3. \$66 per OR minute. from Shippert, Ronald. (2005). A Study of Time-Dependent Operating Room Fees and How to save \$100 000 by Using Time-Saving Products. Am J Cosmet Surg. 22. 25-34. 10.1177/074880680502200104.

- ↑ **Time Savings**
- ↑ **Patient Throughput**
- ↑ **Scheduled Cases**

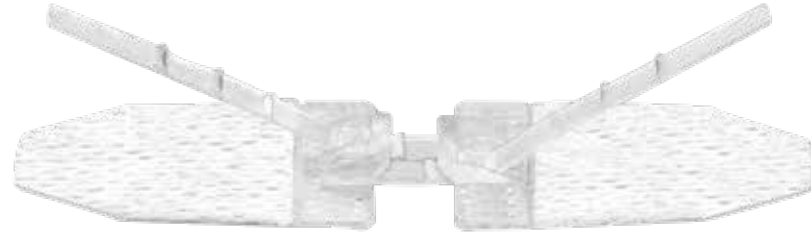


THE OPTIMAL SKIN CLOSURE ALTERNATIVE

Used on 10,000's of patients and 2 published peer-reviewed articles



DERMACLIP: PROVIDING SUPERIOR SKIN CLOSURE



QUICK & EASY

- Easier than sutures, **faster** than glues with **less mess**
- Eliminates needles & local anesthetic in lacerations
- Training takes minutes
- No needle-stick risk

VERSATILE

- Usable on most closures & patient skin types
- Readily usable on **curved & wounds with tension**
- Disperses tension** of skin closure

PATIENT SATISFACTION

- Reduce pain & fear for all patients
- Expedite closure time, **decreasing procedure & wait times**

ENHANCED CLINICAL RESULTS

- Maintains wound **approximation & designed to effect eversion**
- Reproducible results**, turns a skill into a process
- Increases throughput**, see more patients, **reduce crowding**

SIMPLE

SAFE

FAST

CHEAP

COVID-19 BENEFITS





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InterMed Resources
TENNESSEE

Transforming Wound Closure

**Optimize Patient Outcomes with a
Simplified Closure Solution**

Photos of Use
Across the Continuum of Care



ABDOMINOPLASTY



TRAUMATIC ARM LACERATION

DERMATOLOGY (EXCISIONS & MOHS)

DermaClip provides skin closure without punctures, enabling great results without a plastic surgeon.



Above: Excision on 68 y.o. Patient
Below: Excision on 36 y.o. Patient



EMERGENCY DEPARTMENT & URGENT CARE

DermaClip provides optimal results for patients with lacerations and avoids the inconvenience to both patient & facility of the removal visits (e.g., sutures & staples)



Above: Traumatic Arm Laceration

Below: Wrist / hand closure, 2 mo. post-closure



Hand/finger laceration

EMERGENCY DEPARTMENT, URGENT CARE & EMS

The ease of use allows DermaClip to be used off-site, wherever wounds need closure



Above: Male patient with head laceration | Closed by provider in wilderness
Below: Male patient with forehead laceration | Closed by provider in wilderness



FRAGILE SKIN (GERIATRIC, RADIATED, DIABETIC)

Disperses wound tension on closure, enabling great results on patients with compromised skin quality.



Wound



6 wks.



5 mo.

*Above: 84-Year-Old | Traumatic Arm Laceration | Closed @ Home Visit
Below: 79-year-old, Anticoagulated | Skin Flap, Bleeding for 24 Hours | Closed @ Home Visit*



At closure



7 wks.



5 mo.

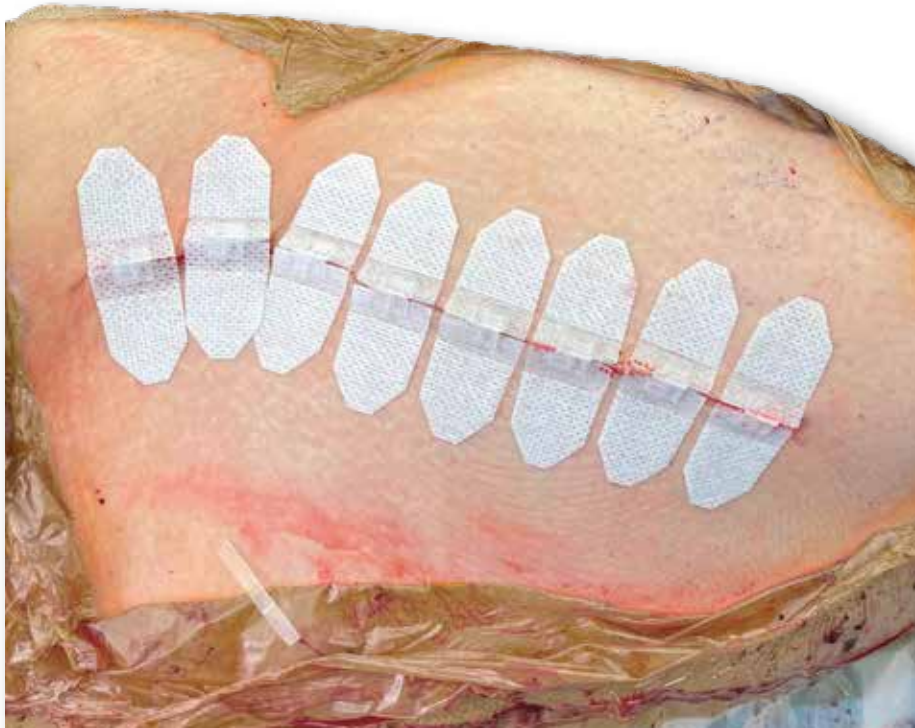
Peer-reviewed White Paper in Case Reports in Emergency Medicine

ORTHOPAEDIC SURGERY

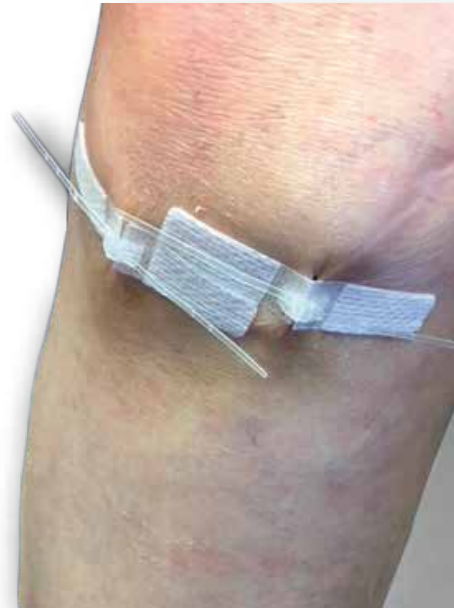
Expedited closure in orthopaedic surgery, both open and minimally invasive, allows providers to see more patients without the scarring associated with staples.



Knee Arthroplasty (*above*), Knee Arthroscopy with Result (*below*)

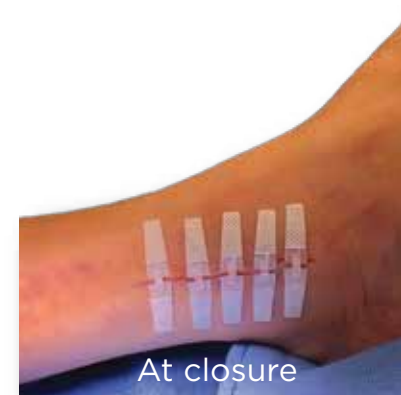


At closure



ORTHOPAEDIC SURGERY (HAND, FOOT & ANKLE)

Reduced closure time in procedures utilizing a tourniquet can have enhanced benefits when eliminating a lengthy reperfusion cycle.

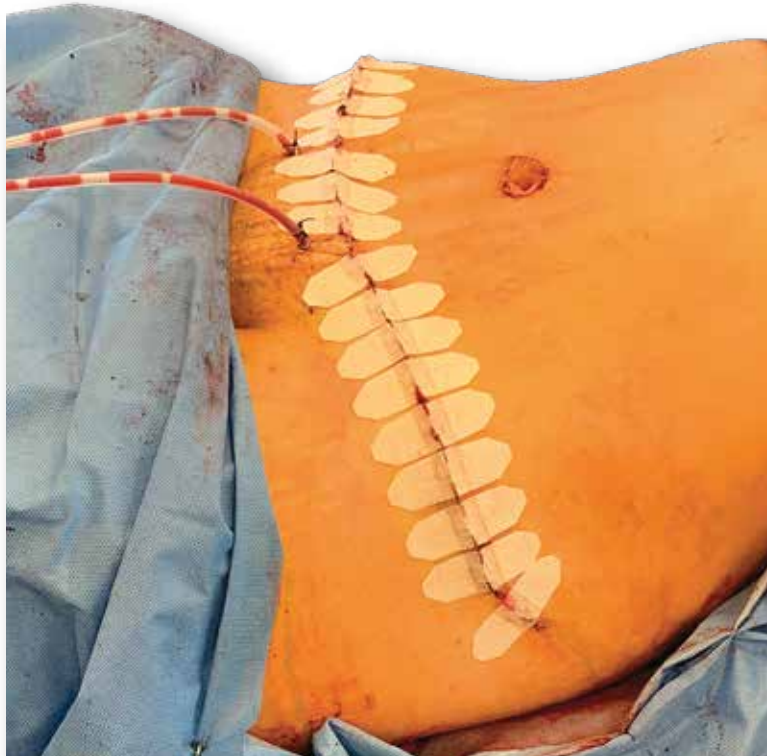


Ankle repair with result (*above*), Wrist surgery (*below*)



PLASTIC SURGERY, ABDOMINOPLASTY

Used by plastic surgeons across the US for final closure or for wound support, depending on the surgeon



At closure

Abdominoplasty Comparison Use Trial

Half closed with DermaClip (all skin layers above fascia)
Half with Sutures (3 layers of suturing above fascia)



5 days post-op (*above*), 4 month post-op (*below*)

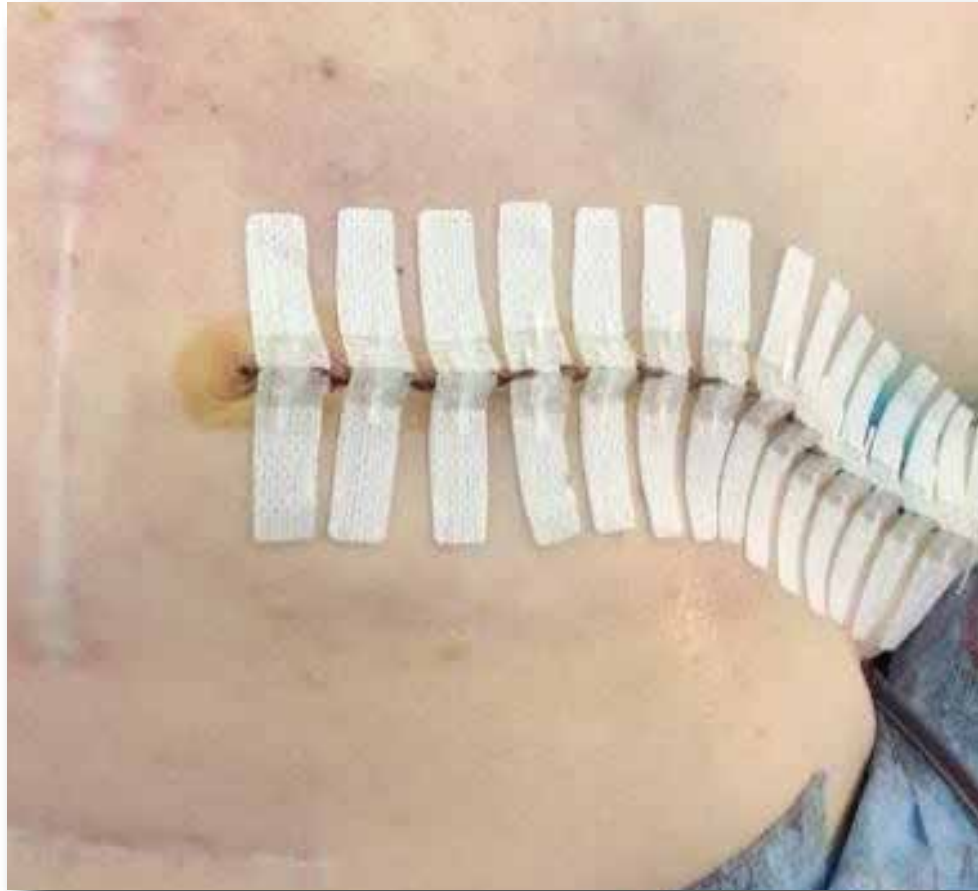


PLASTIC SURGERY & REPAIR

DermaClip disperses tension while avoiding railroad-track scarring



Breast Augmentation @ 7 weeks



Mastectomy @ closure

WOMEN'S HEALTH (C-SECTION)

DermaClip avoids the trauma of staples in closure of C-sections, an important benefits for patients



OTHER USES

DermaClip facilitates wound closure wherever skin needs to be closed.

Cardiac Cath Lab



Spine, Cervical



Spine, MIS



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