

Smith + Nephew + You

Creating partnerships to
transform clinical services and
health economic outcomes



Smith+Nephew

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Our vision

At Smith+Nephew we're proud to support healthcare professionals in their daily efforts to treat patients.

We offer a full range of effective wound care products, combined with a deep understanding of best-practice techniques for the prevention and healing of wounds.

We take a pioneering approach to the design of our products and services by striving to secure wide access to our diverse technologies for more customers globally, and by enabling proven products for patients and healthcare systems.





Digital transformation

Continually investing in new technologies to assist
healthcare professionals & their patients.

Digital transformation



Decode the language of wounds with the **WOUND COMPASS[◊]** **Clinical Support App**

Every wound tells a story. But sometimes your team needs help reading them.

WOUND COMPASS Clinical Support App provides:



Treatment guidance



Guidance on when to consult a specialist



Product guidance



Access to additional educational resources, images & diagrams



Improved confidence when treating wounds



Formulary-customised guidance

Validated by 70 clinicians through 400 assessments

Help your nursing team decode the language of wounds



At Smith+Nephew, we believe that knowledge combined with experience and professional best-practice sharing is the key to reducing resource consumption, creating high quality wound management, and ensuring optimal wound healing for the patient.

Next-generation digital wound management ecosystem

A non-prescription ordering system that facilitates tailored supply routes to help reduce costs, product waste, and treatment delays.

Conventional prescription services involve an average waiting time of 5 days,^{*1} potentially leading to delays in patients receiving optimal treatment and increasing the risk of further clinical complications.

In a 2021 survey of wound care clinicians highlighted:

An average 2.31 hours per week chasing and collecting prescriptions from pharmacies^{*2}

79% agreed a delay in obtaining dressings can have a negative impact on patient outcomes^{*2}

76% report delays to wound healing due to not having the correct dressing at the point of care, with 77% agreeing it may lead to extra dressing changes^{*2}

In comparison, formeo can help save clinician time¹ and reduce product waste¹ with a focus on improved clinical outcomes. In addition, one-click access to live data and Tableau reporting shows formulary product usage across healthcare locations.

Supply network control and flexibility

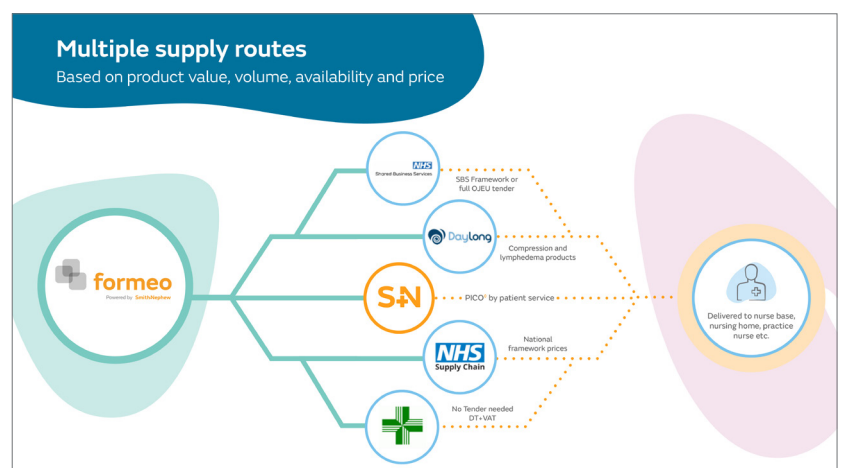
Using formeo does not limit your supply route or use of wound management products but enables you to seek value across your entire supply network.

How formeo works

- Save clinician time - immediate access to ordering appropriate, formulary-compliant dressings¹
- Considerable product waste reduction – split boxes and use dressings across multiple patients. No repeat prescriptions required¹
- Fewer treatment delays – facilitates access to the dressing of choice at the point of care¹
- Full supply network control – flexibility to base supply route decisions on value, volume, and availability

What makes formeo ecosystem different?

- Live data and Tableau reporting – on-screen interactive dashboards help outline product usage for audits and reviews across healthcare locations
- Tailor your system – configure product authorisation, budget management tools, and unlimited formulary classifications
- Education portal - supporting patient assessment, treatment choice, and outcomes
- Patient home delivery – available for selected products, reducing the need for face-to-face contact
- Dedicated Day long compression/hosiery portal – working with specialists to help provide speed, accuracy and choice



References

1. Carmichael K, Hughes J, Styche T. Impact of a wound management system on budget optimisation, formulary compliance and variations in care. Br J Community Nurs. 2021 May 2;26(5):246-250. 2. Smith+Nephew 2021. Formeo waste and efficiency survey. Internal report. MADOF019.

Digital transformation

Smith+Nephew have partnered with Rods & Cones....

Accessing the OR **remotely** has never been so **easy**

No matter if assisting a proctoring session, providing case-support to a peer anywhere in the world, or creating effective and scalable training and education sessions.

Share expertise when its needed the most.



GDPR and HIPAA compliant



Designed for sterile environments



Real-time 4k remote view



It's simple to set up a session

Your time is precious, so we've created an out-of-the-box solution which stores and charges your devices in one place. We configure and group your devices before shipping, so there's no time-consuming, costly, or intensive installation required. And maintenance is minimal.

What's included in the Kit?

- visOR**
See through the eyes of the Surgeon.
- mirrOR**
Add external video feeds to your remote view.
- panOR**
A webcam enabling a 360° view of the OR.
- chargOR**
Store and charge all devices in a single carry-on box.

What more can you do with the Kit?

- webinOR**
Connect to a larger audience.
- monitor**
Allow the entire OR to see what the surgeon sees.
- CEC**
24/5 support in 8 languages.
- trainOR**
Complete product training from A to Z.
- routOR**
4G mobile connectivity available.
- Expert ADDRESS Book**
Find an available expert, anytime and anywhere.

Digital transformation

WOUND COMPASS^o Clinical Support App

Every wound tells a story. But sometimes your team needs help reading them.

The WOUND COMPASS Clinical Support App helps to decode each unique wound. Customised to your own formulary, the CSA supports the assessment of each wound and assists in selecting the right product with confidence,* helping to reduce practice variation.¹

Help your nursing team decode the language of wounds – get in touch with your local Smith+Nephew representative to learn how to customise the WOUND COMPASS CSA to your formulary today.

+ Helping reduce practice variation while boosting confidence and formulary compliance

Confidence:

Shown to effectively help support consistent wound management decisions*¹

100% of the wound specialists surveyed believe their teams were more confident when managing wounds when using the WOUND COMPASS^o CSA (n=7)¹

Formulary compliance:

Customised to your formulary

100% of wound specialists surveyed believe the WOUND COMPASS CSA resulted in their teams being more compliant to the local formulary (n=7)¹

Quick and easy:

Quick and easy-to-use wound assessment tool

Using the WOUND COMPASS CSA, assess the wound and select the product in **less than 90 seconds**²**

Help your nursing team decode the language of wounds.

Get in touch with your local Smith+Nephew representative to learn how to personalise the WOUND COMPASS Clinical Support App to your formulary today.



References

*As rated by 48/71 clinicians

** Based on the average time to complete assessment guidance through the WOUND COMPASS CSA

1. Smith+Nephew 2021. Clinical Support App Pilot Survey Results. Internal Report. CSD. AWM.21.002. **2.** Smith+Nephew 2021. Wound Compass App Limited Market Release Pilot Phase Analytics. Internal Report. RD/21/074.



Medical Education

Smith+Nephew offer diverse local and regional medical education events throughout the year, tailored for various levels of specialisation in wound management.

Medical Education



Expert Connect Centre (ECC)

Smith+Nephew's ECC is a premier learning facility where clinicians can share experience and expertise. The facility covers pre-clinical, surgical and post-surgery activities and all aspects of advanced wound care.



This 21st century learning environment incorporates an 87-seat lecture auditorium and 14 station bioskills laboratory, and is used for a variety of medical education events throughout the year.

3rd party events

Smith+Nephew continuously collaborate with leading experts in key areas in wound care, through both face to face and digital events to provide expertise in healthcare publishing and events.



Some of Smith+Nephew's collaborations include:



Wounds UK



Endorsed by the **European Wound Management Association (EWMA)** and the **Society of Tissue Viability (SoTV)**

+ **woundclub** online

with **Smith+Nephew**

An award winning, free, on demand and educational video series covering key areas of wound management

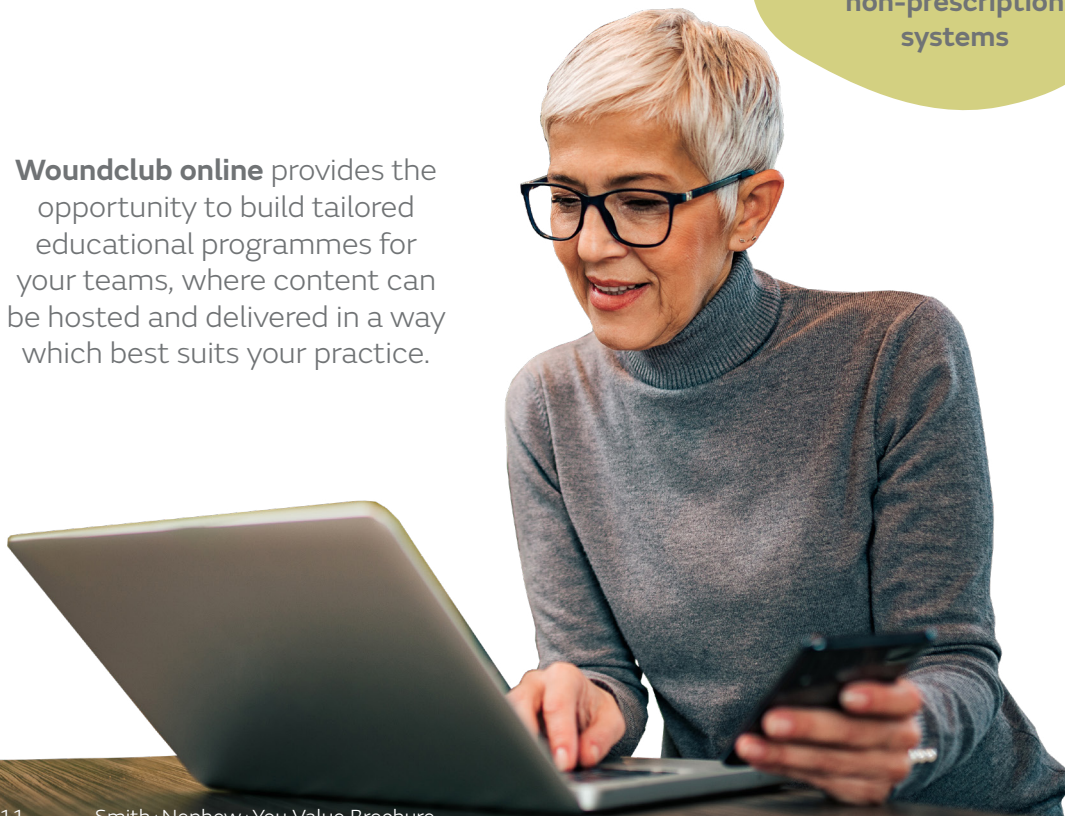
A series of free bitesize and CPD revalidation video modules which focus on key areas of wound management

Built by clinicians for clinicians + available online at any time, from any device, from anywhere

Modules can be used for individual, or team training built into existing intranet sites and non-prescription systems

CPD hours and an NMC revalidation certificate can be claimed following the completion of CPD revalidation modules

Woundclub online provides the opportunity to build tailored educational programmes for your teams, where content can be hosted and delivered in a way which best suits your practice.



+ woundclub advanced

with **Smith+Nephew**

An exclusive series of tailored courses designed for specialist clinicians.

Woundclub Advanced makes more possible by focusing on key clinical topics around state-of-the-art wound care solutions to support patient outcomes, with dedicated time for networking opportunities with experienced clinicians to share best practice with peers within the wound care industry.

Woundclub Advanced Debridement Course

Held in Smith+Nephew's Expert Connect Centre (ECC), the Woundclub Advanced Debridement Course is a highly anticipated annual event.

This practical course provides a unique learning opportunity from a panel of experts in the areas of tissue viability and wound debridement in the UK and further afield.

Across the duration of the two days, specialist clinicians have the opportunity to learn and explore an array of different subjects, as well as practice debridement techniques, ask questions and discuss approaches under the guidance of experts.



Woundclub Advanced Surgical Dehisced Course

A two day course looking at clinical practice for a patient who is living with a surgical dehisced wound.

This programme includes key sessions on quality improvement and how to start to plan and build key strategies to improve practice in your area.

This highly interactive event will allow plenty of time of discussions and peer-to-peer learning. It will also be supported with a LinkedIn group to share best practice during and after the course.

Through follow up attendees will have the opportunity to present their clinical practice improvements via an online platform.

+ woundclub *live* with **Smith+Nephew**

Live digital events throughout the year focused on daily practice topics in wound management. These interactive events have been created to raise awareness of wider and broader key topics.



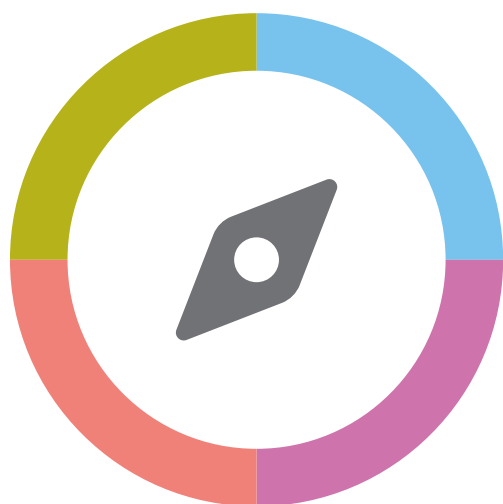


System transformation

Healthcare professionals need to heal more wounds faster, more consistently and cost effectively. With limited support to assess and implement sustainable strategies, Smith+Nephew are able to provide change management practices to help transform wound care services.

System transformation

The COMPASS^o programme is a sustainable, value-based wound care programme developed by Smith + Nephew to help healthcare partners to improve their wound care service so that they can heal more wounds and achieve predictable and sustainable wound care spend and outcomes.



Smith+Nephew

COMPASS^o

A Clearer Path Towards Value Based Care

Through the COMPASS Value-Based Care programme, healthcare organisations will receive greater visibility of wound care practice and insights into how to streamline processes to gain efficiencies. This is achieved through the utilisation of data and the latest technologies to help reduce product & practice variation & gain enhanced, measurable clinical outcomes.

Applying the COMPASS Programme in practice and supporting your change management process, you could achieve:

- A reduction in unwarranted variation in clinical practice regarding product use
- Improvements in organisational efficiency
- Improvements in achieving positive clinical outcomes, with defined measurement tools
- Supporting education and training of frontline staff

COMPASS works in 4 simple stages to deliver tailored insights into your practice:

- 1. Orientate** – a review of your current practice, using specific data insights to establish potential improvement areas
- 2. Navigate** – identifies the key improvement areas relevant to your objectives, the desired goal & relevant KPIs, with a full comprehensive plan of how to get there
- 3. Activate** – implementing the agreed plan together, with tools, solutions & support from your local S+N team
- 4. Evaluate** – data driven review of the impact made, and opportunity to establish goals for new improvement areas

COMPASS works in 4 simple stages:



Smith+Nephew, with our full portfolio of products & value offerings are here to provide a full service to improve wound efficiencies across your practice.



Healthcare outcomes

Smith+Nephew offers a bespoke quality improvement programme and medical writing support service that covers all areas of wound care practice, alongside case study creation and validated pathways.

Healthcare outcomes



Smith+Nephew's Health Outcomes Team is focused on the collection of real-world evidence which is analysed and mapped against local and national wound care drivers and current best practice and developed into high-quality clinical documentation for publication.

The publications produced aim to convey simple, easy-to-understand content, helping clinicians to make changes to clinical practice that are not time-consuming or difficult to implement.

Pathway creation & implementation

Smith+Nephew runs a series of audits to help facilitate quality improvement across wound care services.

As part of this innovative approach, validation of clinical pathways can be measured through pre-audit, a minimum of 8 weeks of clinical area use, followed by a post-audit.

This ensures the clinical pathway is embedded into practice, whilst measuring the impact on both clinical outcomes and the local health economy.

Medical writing (including case studies)

At Smith+Nephew, the Healthcare Outcomes team offers a bespoke medical writing support service that covers all areas of wound care practice.

Types of evidence created range from a single-page case study to full manuscript submission to journal.

As part of the service, we also support clinicians with the preparation of abstracts and free papers for presentation at external conferences.



Healthcare outcomes

Quality improvement initiatives in wound care

Smith+Nephew works with the NHS to define the remit of the audit, data capture method, and process. Quality improvement seeks to standardised processes and structure to reduce variation, achieve predictable results and improve outcomes for patients, healthcare systems and organisations.

- Programme of bespoke quality improvement audits on every aspect of wound care
- Fully aligned to NHS measures
- Observation of routine practice
- Accepted RWE methodology: clinical audit, service, evaluation, quality Improvement
- Opportunity to collect the data via web-based and app-based
- Full analysis and reporting service providing insights at a local, ICB, ICS, PCN or country level as required.
- Additional suite of education audits measuring pre & post-knowledge in line with full online and face-to-face education programme



The page features two large, abstract, organic shapes. A large red shape is on the left, and a smaller blue shape is in the top right corner. The text 'Local resource' is centered within the red shape.

Local resource

Smith+Nephew offers a bespoke quality improvement programme and medical writing support service that covers all areas of wound care practice, alongside case study creation and validated pathways.

Local resource

Account Manager (AM)

Your first point of contact to support of all your Advanced Wound Management requirements, in making more possible.

Your AM can provide:

Overall support of S+N product and services including project management of audits, pathways, new formulary launches, tailored medical education and formeo non-prescription system.

They will also co-ordinate support from our specialist services such as System transformation, clinical support, clinical evidence, and marketing.

Incision Specialist (IS)

Provides support around the prophylactic use of Negative Pressure Wound Therapy (NPWT) over closed incisions to help reduce the risk of complications following surgery.

Your IS:

Uses evidence-based approaches to support the identification of patients at greater risk of SSC/C, protocolisation and implementation of single-use NPWT PICO incision pathways to make more possible and improve patient's post-op surgical outcomes.

They will also co-ordinate support from our specialist services such as auditing, clinical support and evidence generation.

Complex Wound Specialist (CWS)

Your CWS provides dedicated and expert clinical support, training and insights across Advanced Wound Management throughout the acute and community settings.

Your CWS:

Has a special focus on complex wounds support such as NPWT and infection management and is aligned to our tailored clinical audit and pathway programmes. The CWS's are all qualified clinicians and have previous experience working in the NHS.



System Transformation Specialist (STS)

Your STS works in consultative partnership with senior NHS stakeholders across the Integrated Care System.

Your STS:

Has access to a broad range of specialist resources and tools designed to help understand and quantify current needs and areas of focus aligned to the current and future strategic direction of the NHS. Once these have been highlighted the STS will tailor system transformation change initiatives and programmes across Advanced Wound Management and prevention which can be implemented with full commercial and clinical support from the wider S+N team.

Area Business Manager (ABM)

Your ABM provides continuity across all commercial & clinical programmes within Advanced Wound Management and prevention.

Your ABM:

Will provide expert leadership, guidance and support to all S+N teams to ensure we provide our customers with value-based solutions based on the most up-to-date and relevant commercial programmes, clinical initiatives, medical education & digital platforms and insights – all aligned to the current and future NHS Strategy.

All initiatives and programmes that your S+N team work on with you are fully tracked to ensure we can quantify the impact across key themes such as reducing costs, freeing up clinical time, improving clinical outcomes and the quality of care.

The logo for Smith+Nephew, featuring the company name in a bold, orange, sans-serif font. The plus sign between 'Smith' and 'Nephew' is a stylized cross. The background of the page is white with large, abstract, curved shapes in yellow and blue.

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