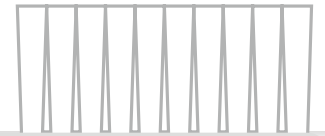




Uncover and quantify hospital-acquired pneumonia (HAP)



#1 HAI

hospital-acquired
infection in the US¹

\$18,586

average cost of NV-HAP case²

\$36,233

average additional cost of VAP²

Oral care is the **#1 missed practice** from the patients' perspective³

Understand your current practice⁴

A basic oral care practice assessment helps uncover gaps

For example:

- Non-ventilator oral care protocol
- Current product usage
- Logistical gaps
- Product and education needs

47%

of 4,856 patients did **not use or have access** to a toothbrush

Understand toothbrush usage⁴

Toothbrush testing highlights a need for replacement protocol and bacterial colonization rates

A third party laboratory tests toothbrushes for five bacterial strains:

- MRSA
- *S. Aureus*
- Enterococcus
- VRE
- Gram-negatives

49%

of 1,086 toothbrushes were **contaminated**

Quantified patient and financial impact

Partner with Sage to determine impact

Obtain one year's diagnosis (1-10), present on admission data, age, length of stay (LOS), and discharge path for all patients.

Example of data set needed:

Patient	Age	LOS	Discharge	Diagnosis_1	POA*_1
A	60	4	Hospice	J18.9	Yes
B	40	15	Expired	J18.9	No
C	80	7	Home	J18.9	Yes

*ICD-10-CM = "International Classification of Diseases, Tenth Revision, Clinical Modification" by WHO
POA = Present on Admission

CustomerOne mines data for ICD-10* codes associated with pneumonia or sepsis that developed 48 hours after admission.

Findings to include:

- Number of non-ventilator HAPs
- Sepsis correlation to non-ventilator HAPs
- Discharge path (Hospice, Expired, Home)
- Mortality rate
- Average length of stay
- Average age
- Cost

Continuum of care: HAP reduction initiative

One hospital's findings in 1 year:⁵

37%

less likely to acquire NV-HAP

60

NV-HAP cases avoided

\$2.28M

return on investment (ROI)

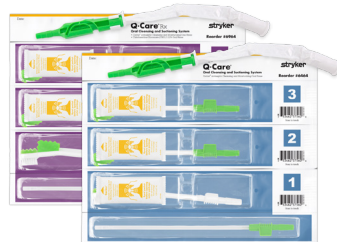
All hospital patients are at risk⁵

Help address the risk factors associated with pneumonia throughout the **continuum of care:**

Pre-surgical

Ventilated

Non-ventilated
Dependent Independent



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