

Canadian edition

Sage

Urine management/bathing/incontinence care

Standardize patient hygiene



Multiple factors can put your patients at risk

Catheter-associated urinary tract infections (CAUTI)

Urinary tract infections are one of the most common hospital-acquired infections¹, and 80% can be linked to indwelling catheter use², or CAUTIs.

CAUTIs are costly and difficult to prevent. Several factors can combine to increase the risk of infection, including catheter use, basin bathing³, and contaminated water⁴. Approximately 12%-16% of hospitalized adult patients receive a catheter, and each day the catheter remains in place the risk of acquiring a CAUTI rises 3%-7%.⁵ The estimated total cost per year for CAUTI is \$340-450 million.⁶ Basins have also been linked to hospital-acquired infections (HAIs). In a study analyzing basin sampling results of 1,103 basins from 88 hospitals across North America, "almost 2/3 of the bath basins studied were found to harbor at least 1 pathogen commonly associated with HAIs."³ Hospital water systems have been identified in 29 studies as the source of serious waterborne HAIs.⁴

**\$340
-450 million**
estimated annual cost
for CAUTI.⁶

Incontinence-associated dermatitis (IAD)

Incontinent patients are at an increased risk for developing IAD. IAD also puts patients at risk for developing pressure injuries.⁷ Pressure injuries affect more than 2.5 million patients each year in the U.S. and the prevalence of pressure injuries in Canada is estimated at 26%.^{8,9} The cost associated with treatment in Canada can be up to \$90,000 per pressure injury.¹⁰

Optimal care requires following guidelines regarding catheter use and reducing your patient's exposure to risk factors that can contribute to infection.

\$90,000
estimated annual pressure
injury treatment cost.¹⁰

What are the challenges to providing the best care?



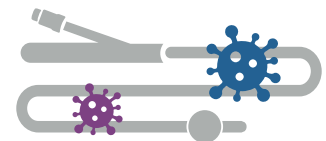
Inefficient process

Multiple-step products **require more time** and aren't always available or part of the workflow. Potential spills and clean-up also add time to the process.



Inconsistent application

The **dosage and delivery process often varies greatly** between nurses, units, and facilities.

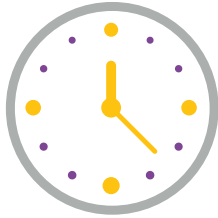


Lack of an effective alternative

Following guidelines and protocols regarding catheter use is **difficult when patients need urinary management assistance**.

Standardize your patient hygiene program

Our products can help you address the patient cleansing challenges of transmission of infections on the skin, CAUTI and IAD. We provide innovative solutions that help standardize your patient hygiene protocol – **efficiently, consistently, and safely.**



All-in-one convenience

Save time and **reach for just one product** specifically designed to address your patient cleansing needs.



Consistent application

Our uniquely formulated **Barrier Cream Cloths deliver** everything you need to moisturize and protect your patient's skin.



Hygienic alternative

No need to expose patients to cross-contamination infection risk using bacteria-infected bath basins or hospital water.



Proven efficacy

Our Barrier Cream Cloths are backed by over **25 published outcomes.**

Improving the experience¹¹

"My skin is very sensitive to many cleaning products and I've had no reaction to this product.

I'd highly recommend this to those needing simple, quick bodily bathing."

– J.McKenzie
(Alabama)

"Comfort Shield is excellent!

My mom's skin has no redness or sores since she started using it."

– Wendie
(Illinois)

97%

of nurses surveyed say Sage Comfort Bath is convenient and easy to use¹²

100%

of nurses surveyed said PrimaFit helped to manage female urinary incontinence and other nurses reported that the device was effective in maintaining skin integrity¹³

Patient hygiene products: committed to quality

Our patient hygiene products are designed, manufactured, and distributed from a state-of-the-art facility equipped with the latest quality control systems that meet healthcare industry and FDA and Health Canada standards. Our commitment to helping you improve patient outcomes is clear. **These innovative features make our products the right choice for you and your patients.**

Stays in place and diverts urine away to keep skin dry

The PrimaFit® external urine management system promotes early catheter removal, addressing the #1 risk factor of CAUTIs. With light suction to pull moisture from the skin, PrimaFit helps maintain skin integrity and prevent moisture related skin damage.

**No Catheter.
No CAUTI.**



Insulated, resealable packaging

The only fully-wrapped, insulated cloth on the market. Washcloths stay warm throughout the duration of the bath when warmed in our commercial-grade warmer.

All-in-one shampoo plus conditioner cap

The convenient and pre-moistened fabric-lined cap helps eliminate mess and leaves hair fresh and clean.

Contains skin protectant plus cleansers, moisturizers, and deodorizers

The unique dimethicone formula helps address risk factors associated with IAD; helps seal out wetness.

Making an impact on patients' lives

Partnering with us can make a real difference

Here's the proof:*

0 CAUTIs for 5 months



Removing basins reduces CAUTI risk factors

Basins were completely eliminated from two medical/surgical units and replaced with Comfort Bath. **CAUTI rates were reduced to zero within one month** and the rates remained at zero for five months.¹⁴

0 gastroenteritis outbreaks

Unleashing the positive deviants at the frontline: more than just sparking change¹⁵

After removing washbasins one facility saw zero gastroenteritis outbreaks. Comfort Bath® Cleansing Washcloths were implemented to replace the washbasin and nursing identified the following benefits:

- The washcloths save time compared to traditional bathing
- The washcloths are convenient and easy-to-use
- Patient comfort was enhanced

0% IAD or HAPI

Barrier Cream Cloths help address risk factors associated with IAD and hospital-acquired pressure injuries (HAPI)



A 2015 two-phase evaluation of 86 patients at high risk for developing IAD and HAPI found that, in those who received an intervention that standardized incontinence cleanup with a Barrier Cream Cloth following each incontinent episode, none developed IAD or a HAPI.¹⁶

CAUTI incidence reduction— 73%↓

The impact of using PrimaFit in an effort to address CAUTI prevalence

On an 18-bed SICU, female patients were identified for early removal of indwelling urinary catheters during daily rounds. PrimaFit was initiated for female patients who remained incontinent after catheter removal.¹⁷

77%↓

Reduction in IAD rates

A Canadian facility implementing Shield Barrier Cream Cloths found, in addition to reducing IAD rates, consistent application of a barrier product and potential cost savings associated with the prevention of IAD, such as pressure ulcers.¹⁸

See the difference!¹⁹

Results in a Canadian facility



Day 1

72-year-old patient with severely denuded, blistered skin and extreme pain from incontinence.



Day 4

After using Comfort Shield Barrier Cream Cloths, patient's skin vastly improved; no discomfort.

*Results based on individual hospital and product use. Data provided by facility.

Product **ordering**

Incontinence care



Comfort Shield™ Barrier Cream Cloths

(8) Heavyweight cloths in a peel and reseal package

8.5" x 9"
22 cm x 23 cm

48 packages/case
Reorder #7408
DIN 02245871



Comfort Shield™ Barrier Cream Cloths

(3) Heavyweight cloths in easy-tear package

8.5" x 8.5"
22 cm x 22 cm

90 packages/case
Reorder #7403
DIN 02245871



Incontinence Clean-up Cloths

(8) Cloths in peel and reseal package

8" x 8"
20 cm x 20 cm

30 packages/case
Reorder #7505-C



Comfort Shield Barrier Station
with removable adhesive strips for wall-mounting near the bedside

24 stations/case
Reorder #7599

Prepackaged bathing



Essential Bath Fragrance-free

(8) Medium weight washcloths/package

8" x 8"
20 cm x 20 cm

60 packages/case
Reorder #7803-C

Essential Bath Fragrance-free

(5) Medium weight washcloths/package

8" x 8"
20 cm x 20 cm

84 packages/case
Reorder #7856-C



Bath Cloths Fragrance-free

(8) Standard weight washcloths/package

8" x 8"
20 cm x 20 cm

40 packages/case
Reorder #7991-C



Deodorant Clean-up

(3) Medium weight washcloths/package

6" x 8.5"
15 cm x 22 cm

100 packages/case
Reorder #7943-C

Hair care



Rinse-Free Shampoo Cap

(1) Cap/package

40 packages/case

Reorder #7909-C

External urine management



Sage PrimaFit External Urine Management for the Female Anatomy

(1) PrimaFit, adult size/package

40 devices/case

Reorder #5400

Hardware



Cart

31.71" (shelf L)

17.71" (shelf D)

34.63" (cart H)

1 cart/case

Reorder #7932



12-Count Warmer

16.89" (H)

14.69" (W)

15.24" (D)

1 warmer/case

Reorder #7937



28-Count Warmer

18.39" (H)

27.56" (W)

15.39" (D)

1 warmer/case

Reorder #7939

Helping you drive change at your facility

Our CustomerOne Value Analysis Program measures, analyzes, and reports

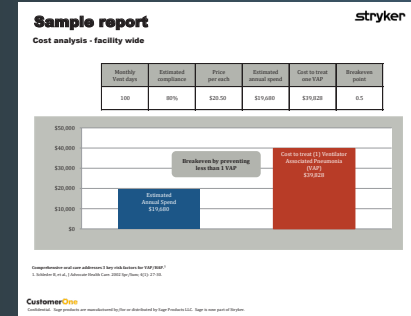
Changing practice in healthcare involves lots of effort and, above all else, data. You may know a change is needed, but you lack the evidence to gain acceptance. Evaluation is critical, but you may not have resources to gather, analyze, and report on your own. We can help. Our exclusive team of **CustomerOne** professionals is your expert resource for customized measurement and data analysis.

Let us help validate your success!

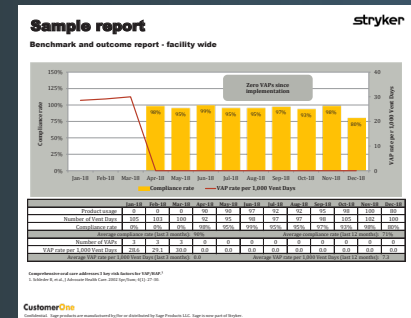
Your **CustomerOne** analyst has the expertise to generate reports customized to your needs. You'll receive meaningful, actionable results that can be shared with decision-makers across your facility —all to drive change.



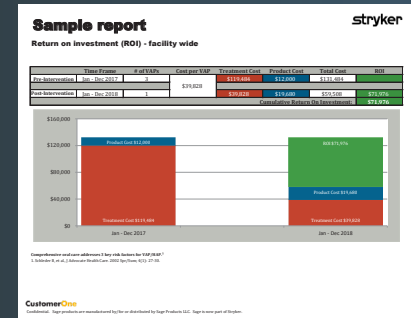
Sample reports include:



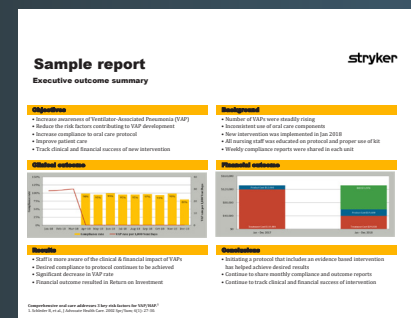
Cost analysis



Benchmark and outcome report



Return on investment



Executive outcome summary

Let's lower the risk of infection—together

Hospitals shouldn't be a dangerous place. Lowering the threat of hospital-acquired infection and injury takes a concentrated and coordinated effort. Our comprehensive program of patient hygiene products helps you address CAUTI and IAD risk factors and improve patient outcomes.

Your bed-bound patients deserve the best possible care when it comes to:



Our commitment to you

We believe building partnerships can deliver better outcomes. Our goal is to provide you with the products, training, education, and support you need to provide the best possible care for your patients.

Available resources include:



Ongoing product and process in-servicing and education



FocusRN — a free learning portal with interactive Continuing Education modules



Education through the FocusRN program from clinical thought leaders



Pre- and post-intervention assessments



Focused clinical education through our Clinical Science Liaison Team



Protect your pipes

The Traptex® Plumbing Protection System can help change flushing behavior to stop wipes and non-flushables from entering and clogging your pipes. The result is fewer maintenance calls for clogs, equipment failures, and plumbing disasters.



Simple interventions. Extraordinary outcomes.

We are your partner for proven prevention. Our market-leading products solve real healthcare problems and are backed by clinical evidence. Our products allow you to deliver essential patient care with confidence by addressing risk factors that can lead to infections, skin injury, and caregiver injuries.

We are driven to solve real problems and make healthcare better for you and your patients.



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