



# WoundExpert By Net Health Systems, Inc. Times

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Net Health Systems, Inc.



**Welcome to the holiday edition of the WoundExpert Times.** The goal of this publication is to explore wound care topics with knowledgeable professionals in our monthly spotlight interview, to educate and inform our users all around the country about WoundExpert updates, and to provide a forum for frequently asked questions. Please make sure to share every issue of WoundExpert Times with your wound care team. If you have questions or story ideas, or you wish to participate in our interview, contact [ideas@woundexpert.com](mailto:ideas@woundexpert.com). We look forward to hearing from you.

## New Features

Recognizing the innovative nature of wound care, Net Health Systems has recently completed a new development project that allows the seamless tracking of Advanced Product Therapies directly on the Wound Assessment form. Currently WoundExpert tracks over 100 products ranging from synthetic skin grafts like Apligraf® to advanced silver dressings such as Actisorb™ and Aquacell® AG.

After your facility begins to track the utilization of these advanced therapies through WoundExpert, our new Treatment Reports section of WoundExpert's Report Menu will enable you to access new reports such as the Advanced Product Utilization Report. This report allows you to see the number of applications of each product, along with the ability to drill down to the patient and wound details in order to chart a patient's progress.

## Monthly Profile Dot Weir, RN, CWOCN, CWS

*Clinical Manager, Lucerne Wound Healing Center, Orlando, FL*

### What led you to the wound care industry?

I went for my ET (WOC) Training in 1980. At that time, the focus was primarily ostomy and the pouching of draining wounds, with maybe an hour or two in the classroom on wound care. At that time, transparent films and a few absorbent filler products were the only thing we had, outside of gauze. Then, the same companies that manufactured the ostomy supplies began introducing moist wound healing products and dressings, and it exploded from there.

There is so much education available now related to wound care and wound healing, and I believe the practitioner has to take the responsibility to keep updated. I've been in this industry for 24 of the 28 years that I have been a nurse. My practice is, and has been, wound care focused for the past 10 to 12 years, and I can't see ever doing anything else.

### What types of advanced therapies are you currently using and why?

Like most wound centers, we get a variety of different types of wounds. The majority of our patients have had their wounds for a long time, or have co-morbidities that make them predictably hard to heal. To that end, we tend to use a lot of more advanced and active products and/or "mixtures" of them.

The most important piece of wound care is stepping back and deciding what the barriers are to healing for a particular patient and addressing those barriers, both medically and locally. Once we focus on important components of wound bed preparation such as debridement and reducing the bioburden, we then look to many of the advanced and active dressings to reduce healing times. In fact, the advanced products are many times our first lines of treatment with our patients.

We use a great deal of NPWT (VAC)®, particularly in lower extremity wounds. Additionally, we frequently utilize topical growth factor (Regranex) and collagen dressings such as collagen matrix dressings (Oasis®), collagen/alginate (Fibracol® Plus) and collagen/oxidized regenerated cellulose combination (Promogran™), and we almost always use them in combination. We also use ointments such as Panafil® to assist with both maintenance debridement and healing. And last, but not least, we utilize bio-engineered tissues Apligraf® and Dermagraft™. I am often asked about the cost of utilizing these advanced types of products, and I firmly believe the improved healing and decreased healing times make the cost much less of an issue.

*continued on back*

***The following is a letter from our President:***

Looking back over 2004, I am grateful to each and every one of you who wrote letters and called me regarding your enthusiasm for our mission.

Over the past twelve months, we have grown by leaps and bounds! Your utilization of our new innovations like the scheduler/calendar, CPT-4 coding, and ancillary services capture speaks volumes to our new products team. Your kind words to potential customers are evident to our sales and marketing staff.

In 2004 we saw an increase in client utilization and new sales which drove our user base to over 1,000 people in 31 states. This growth will be instrumental in 2005 as we launch a comprehensive suite of new products, including physician documentation, Chargemaster reporting, HL7 interfacing, and point of service data entry; all leading toward our comprehensive EMR.

Consider that in 2004 you utilized WoundExpert in over 500,000 patient encounters! This adds significantly to your HIPAA-compliant, aggregate benchmarking database of over one million visits. We believe this endeavor to be the largest and most important opportunity to benchmark, research, and learn about advanced wound healing ever assembled.

This year also brought about many new faces at Net Health: Mark Rickard joined our client services team, Michael Bursich, Mary Beth Herwald, and Jon Blanciak increased the reach of our national sales force, while Dana Bethune was added to our operations efforts. Each of these new team members brings a unique blend of industry experience and commitment to develop and deliver world class products and services to the healthcare industry.

With the holidays at hand, as we take a moment to reflect on our good fortune, I would like to do the same. Thank you for your continued business and loyalty. The entire staff at Net Health is proud to have the opportunity to serve you and we look forward to continued success in the future.

Sincerely, Patrick L. Colletti

**Please Welcome the Following Facilities to Our Family of Clients:**

- Valley Wound Healing Center Modesto, Calif.
- Blue Mountain Health System Lehighton, Pa.



*Happy Holidays!*

*Monthly Profile continued from front.*

**In your current position, what are your goals or initiatives?**

The goal for our clinic is to keep practicing at the highest level, putting the patient first. We have grown tremendously in the past 4 years, and I believe it is because of that philosophy. Further, we have been involved in a few clinical trials in the last couple of years, and I want to do more of that. We have 3-4 that we are looking at right now.

**What tools do you use to stay educated?**

I personally attend most of the larger meetings related to wound healing, like the Symposium on Advanced Wound Care, the WOCN Annual Meeting, The Wound Congress and the Clinical Symposium on Advances in Skin and Wound Care. I am also attending the New Cardiovascular Horizons meeting for the first time this year. We also have the wound journals sent to the clinic, Wounds, Ostomy/Wound Management, the Journal of WOCN, and Advances in Skin and Wound Care to name a few. We also keep an extensive library of books specific to wound care, wound healing, and dermatology here as references. As I mentioned before, I think that it is the responsibility of the practitioner to keep abreast on the latest research and concepts in wound healing if we are going to be in this type of practice and offer our patients the best kind of care.

*We would like to thank Ronald A. Sherman, MD, for his participation in our last profile.*



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