

LONGPORT 



ARE YOU PAYING FOR PRESSURE ULCERS?

**WOULDN'T YOU APPRECIATE
HAVING THE ABILITY TO
DETECT AND DOCUMENT
NONVISUAL TISSUE DAMAGE
UPON ADMISSION?**

**THE EPISCAN I-200
CAN BE YOUR SOLUTION!**

**Nurses scan and interpret the
images as “normal” vs.
“abnormal” as part of their
routine skin assessment**

**The EPISCAN is a point-of-care
ultrasound technology that is
wheeled to the bedside**

**Why NOT
win the battle against
pressure ulcers?**



**A NEW WEAPON IN THE FIGHT AGAINST
PRESSURE ULCERS**
NOW THERE'S SOMETHING WORTH SMILING ABOUT

Customer Perspective

Due in part to the decrease in incidence of pressure ulcers, liability insurance rates were decreased upon renewal. Incorporation of this new technology has drastically decreased the pain and suffering of the patients at Hawfields and possibly saved thousands of dollars in wound-treatment costs. It is even possible that the facility may have circumvented costly lawsuits.”

Abstracts from, A New Look At Pressure Ulcers Provider Magazine April 2007, Bill Osman, RN, Director of Nursing and Max H. Kernodle, Administrator, Hawfields, Mebane, N.C

Cost-Benefit of the EPISCAN

“We conclude that the EPISCAN, in extended care rehabilitation units, is a cost-benefit to providers for preventing costly pressure ulcers. per resident. The expected cost savings for the at-risk patient is approximately \$5,300.00 over a 1 year period.”

Wound Applications:

- Monitor Wound Healing
- Detect Undermining and Tracting
- Differentiate between pressure and friction wounds
- Helps determine appropriate treatment modality

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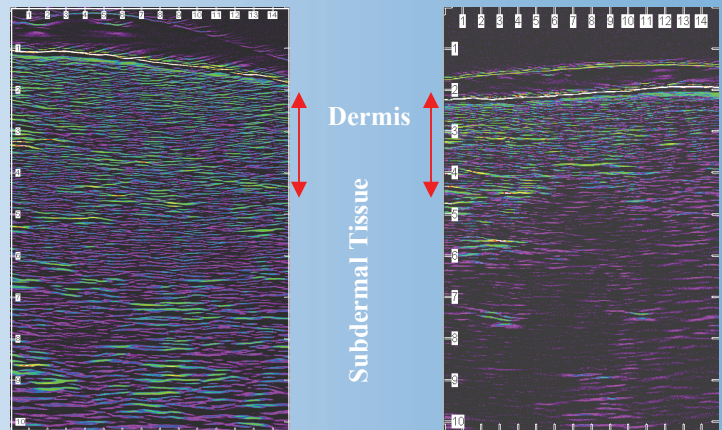
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CMS has determined that just one preventable pressure ulcer predisposes your facility to:

- Non-payment for additional cost of treatment
- State and Federal fines
- Sanctions
- The potential for litigation

The EPISCAN high frequency ultrasound technology alerts clinicians to subtle non-visual tissue damage at the time of admission and provides documentation. With immediate intervention breakdown can be prevented.

EPISCAN Ultrasound Images of a Patient's Heels



Normal Pathology

Early Stage Deep Tissue Injury

*Note: dark areas in the subdermal tissue on the right image, which denotes early deep tissue injury. The dermis is intact in both images, so tissue damage would not be detected by visual assessment.

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