

The Q2 Solution™

Hands-Free Turning and Changing Device™

Q2 PROTOCOL

Following strict standards



Hospitals, nursing homes, hospice, and in-home care providers must meet the healthcare industry's Q2 Protocol to help ensure bed-bound patients do not develop pressure ulcers. This is accomplished by turning and changing patients every two hours. It is a significant challenge due to:

- Limited staff availability
- The time it takes to turn and change a patient
- Other pressing nursing duties
- There has been no perfect solution to turning and changing until now!

PRESSURE ULCER

Prevention and Improvement

Pressure ulcer

injuries cost the health care

system \$26.8 billion
annually.



60,000

Patients die every year
in the U.S. alone due to
pressure ulcers.

95%

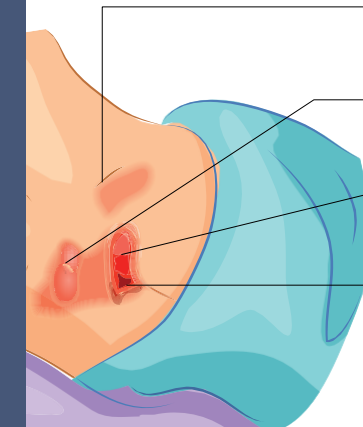
Of pressure ulcers are
preventable.

\$14M

An average 300-bed
hospital with a 2.4%
incident rate spends
\$14M on pressure
ulcers.

CMS

**Center for Medicare
and Medicaid Services**
does not cover costs
associated with stage 3
and 4 pressure ulcers.



STAGE ONE

Persistent redness of the skin

STAGE TWO

The formation of bubbles

STAGE THREE

Damage to the skin

STAGE FOUR

Skin necrosis

CARE GIVER INJURY

Nursing is a dangerous job.

Caregiver injuries
cost the health care system
\$17.86 billion Annually.



1.8 TONS

Average caregiver lifts
1.8 tons per shift

71,000

Job related injuries per
year

93%

Of nurses' report staff
injuries due to turning
or boosting a patient.

25%

Of healthcare workers
file compensation
claims due to patient
handling.



EXISTING Alternatives

Current alternatives are uncomfortable for the patient and cause injuries to both the patient and caregiver.



LIFTS

- Overhead lifts are used 3% of the time because they take too long to use
- There are no wound care options with lifts



DRAW SHEETS

- Draw sheets and slides require at least two nurses to use them
- There is no wound care options



INCONTINENCE PADS

- The traditional incontinence pad does not offer patient turning solutions

Q2 SOLUTION

Hands-Free Changing and Turning Device™

The **Q2 Hands-Free Turning & Changing Device** reduces and prevents pressure ulcers and nurse injuries by allowing caregivers to turn and change a patient hands-free as a single caregiver or with a partner. **It saves time and money**, while increasing patient satisfaction.





REDUCTION and Prevention of Pressure Ulcers

Features and Benefits

- Keeps the skin dryer with a wick-away barrier
- 2x the absorbency of standard incontinence pads
- Superior patient positioning for wound care
- Improved visibility with tear-away incontinence pad
- Super absorbent core draws in moisture and locks it away from the skin
- It feels dry to the touch within minutes
- Maintains core integrity, reducing friction and shearing of the skin
- Ultra-soft, non-woven wick-away material for greater patient comfort
- Back-sheet is air-permeable for exceptional skin dryness, which supports low air-loss mattresses
- Advanced super-absorbent gel core with a high performing absorbent polymer lies flat when wet without disintegrating or bunching

REDUCTION in Nurse Injuries

Features and Benefits

- Easier to turn patient with extended Velcro support arms by acting as a second caregiver to secure the patient
- Prevents and reduces the risk of injury caused by unassisted repetitive lifting, cleaning, and repositioning patients
- Eliminates continuous stress of holding and securing patient





IMPROVEMENTS in Meeting the Turning Q2 Protocol

Features and Benefits

- Faster to turn and clean by 59%– 22 to 9 minutes average
- Simple to use –no change in nurse routine

IMPROVEMENTS in Patient Satisfaction

Features and Benefits

- No hands digging into patient's skin
- The patient feels less exposed and more secure
- No patient assistance needed





REDUCTION

in Cost to Hospital or Organization

Features and Benefits

- Fewer lawsuits and worker compensation claims
- Lower missed work-days
- Improves nurse productivity by 1-3 hours per shift – time is money
- 5-star rating improvements (CMS)
- Reduced hospital overnight stays
- Reduced ulcer treatment costs

TESTIMONIALS

01

Nurse Testimonials

"Benefits are career changing...helped save me from injuries"

"Our pressure ulcers went down by almost 50% with your product!"

"The Q2 saved me a lot of time. Saved me from undue strain on my back."

02

Patient Testimonials

"I don't feel like I'm going to be pushed or fall out of the bed. **Betty S. – 78 years**

"It's less painful without hands and fingers digging into my skin and pushing on my back to try to hold me up!" **Tim L. – 60 years**

"I feel less scared." **Barbara G. – 87 years**





Q2 DEVICE

Benefits during a pandemic

- Approved as an official Infection Control COVID-19 product
- Reduces exposure to pathogens by allowing faster patient turning and changing
- Reduces the number of staff exposed to pathogens by allowing one nurse to turn and change the patient quickly
- Frees up both hands to provide care, especially important when PPE interferes with moving freely
- Allows more time with faster turning and changing to care for more patients and do other critical duties
- Reduces risk of contamination and contagion to caregivers and laundry staff from handling soiled linens

INCREASE CMS

5-STAR RATING

INCREASE

An increase in patient satisfaction scores can increase your 5-star rating.

PENALIZE

CMS will penalize institutions 1% of their reimbursement for high rates of pressure ulcers.

LIMITATIONS

A lower rating limits your reimbursement.

COMPETITION

A lower rating affects customer choice to switch to a competitor.



CLINICAL and Product Trials

RECIPIENT: Hospital

DURATION: 3-Week Study

WHO: 261 Trained Nurses + 111 Survey Responses

WHAT: 5,000 Q2 Devices

98% Assisted nurse in turning patient	95.5% Made wound care easier
85% Detachable, disposable section provided better visibility	73% Saved Time
69% Nurses felt less muscle fatigue	82% Patient felt more secure, safe and relaxed
ZERO No new pressure ulcers	ZERO No nurse injuries using the Q2 device



CLINICAL and Product Trials

RECIPIENT: Nursing Home

DURATION: Blind, 3-Week Study

WHO: 20 Patients+ 10 Nurses

WHAT: Q2 Device vs. Incontinence Pad

	Q2 GROUP	STANDARD PAD
Nurse Sick Days	0	3
Nurse Injuries	0	3
Workers Comp Days	0	1
Replacement Nurses Hired	0	4
Replacement Training Needed	NO	YES
Staff End-of-Shift Fatigue	LOW	HIGH
Nurse Stress Level	LOW	HIGH
Completion of Duties	YES	NO
Patient Turn Frequency (Hours)	2	4-5
Q2 Protocol Met	YES	NO
Pressure Ulcer Improvement	90%	20%



CLINICAL and Product Trials

RECIPIENT: U.S. Department of Veterans Affairs

DURATION: 14 days

WHO: 20 Patients+ 5 Nurses

WHAT: 1,200 Q2 Devices



VA | U.S. Department
of Veterans Affairs

K S S
Kristi's Senior Solutions



13MINUTES

Average savings of 13 minutes
per patient to turn and change
with Q2 Device

TIME SAVINGS

59%-time savings – 22 to 9
minutes



\$15M

The Q2 Device can save the average 250-bed organization more than \$15 million per year

- Not only does the Q2 Device improve patient and nurse care, but it also saves lives by significantly saving the organization money
- No other single device can positively affect all these cost variables
- Contact KSS today to see the savings for yourself with our ROI Calculator

RETURN

On Investment

Average ROI Savings

- Eliminate HAPI treatment costs
- Reduce lawsuit expenses
- Avoid CMS penalties
- Eliminate DME costs
- Reduce worker compensation claim costs
- Lower nursing sick-day costs
- Improve nurse productivity costs

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THANK YOU

For your attention