

# TheraGauze™

Absolutely Non-Stick Moist Wound Care

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## Soluble Systems Receives Reimbursement Codes for TheraGauze™

On February 5, 2008 the Statistical Analysis Durable Medical Equipment Regional Carrier (SADMERC) – a contracted intermediary and carrier for the Centers for Medicare & Medical Services (CMS) – notified Soluble Systems LLC, the manufacturer and marketer of TheraGauze™, of its decision regarding Healthcare Common Procedure Coding System (HCPCS) codes for billing purposes for TheraGauze™. The awarded codes are as follows:

- **A6242** Hydrogel dressing, wound cover pad size 16 square inches or less, without adhesive boarder, each dressing (Item # 68294)
- **A6243** Hydrogel dressing, wound cover pad size more than 16 square inches but less than or equal to 48 square inches, without adhesive boarder, each dressing (Item # 68293)

HCPCS Codes allow applicable customers to bill for TheraGauze™ using these codes, including the Medicare's Part B program, private insurance plans and the various Medicaid programs. Medicare Part B provides coverage for 'Surgical Dressings' for patients at home between clinic or physician visits and when not receiving home health nursing services. It also provides wound dressings for residents in Nursing Homes not under a Medicare Part A 'skilled care' benefit stay who have Part B coverage. The Medicaid programs (one for each state) provide 'Surgical Dressings' for at home use by the beneficiary. Insurance plans often provide payment for wound dressings in addition to the coverage of care in a Nursing Home and for dressings used at home by the patient and in some cases when home health services are provided.

## CALL TO ACTION!

To make ordering TheraGauze™ an easy process for your accounts (and leads), we will be setting up relationships with national and regional distributors.

We need you to identify distributors that are currently working with your accounts. Work with the Office Manager of each of your accounts (and leads) and encourage them to request their distributor to stock TheraGauze™.

"We need your help to help us help you!" said Allan Staley. "If you can get your accounts to fax in the "Stock TheraGauze™" form we've attached to this newsletter, then you help us create relationships with distributors, which in turn makes it easier for your accounts to script and order TheraGauze™. End result—you make more sales commissions. It's a win-win!"

## Congratulations to the Following Sales Representatives on TheraGauze™ Evaluations In Progress

All Orthopedic Supplies, Inc, IHCA—17

Clint Hodges, SolSys—30

Colleen Kerr, IHCA—8

Deco Associates, IHCA—

Ed McCusker, IHCA—7

Harry Hipps, IHCA—4

Jason Covington, SolSys—20

Kristi Hicks, SolSys—15

Leslie Chevine, IHCA—9

Richard Perry, IHCA—11

Sue Fitzgerald, IHCA—2

Steve Salisbury, IHCA—2

\*\*Additional evaluations are confirmed; however, reports have not been completed to give proper credit to individuals who have established these trials.



## Sacred Heart Wound Care Center

Facilities and multi-doctor offices by nature may have more than one doctor whose patients can benefit from TheraGauze™. These types of accounts provide an excellent opportunity to expand your TheraGauze™ business. Once you have one doctor using TheraGauze™ within the facility, follow up with the other doctors and staff to make sure you include all who might also be candidates to use TheraGauze™. Example of how this works:

Barry Stahr, IHCA Sales Representative selling in Pennsylvania, successfully converted Sacred Heart Hospital Wound Center into an account that orders TheraGauze™ direct to stock for the Wound Center. Barry invited me to join him to in-service the staff.

During that in-service we discovered that the facility did not have the ability to charge for TheraGauze™. Rather than charging for the product they sent TheraGauze™ home with patients. The concern was simple—it was costly for them to provide TheraGauze for free. The suggested solution is for the Wound Center to stock product for initial dressings and script orders for patients to Soluble Systems so the patient can receive TheraGauze™.

The facility was delighted with the suggestion and have decided to not only stock product but to also script product. We were not only able to help one of our accounts but also increase sales commissions for Barry.

## TheraGauze™ On Display

January 25-27, 2008 Soluble Systems attended the New York Podiatric Clinical Conference held at the Marriott Marquis in New York. The New York Podiatric Clinical Conference attracts over 2000 Doctors of Podiatric Medicine, Podiatric Medical Assistants, Students and Residents each year from across the nation. The show generated promising leads and to date five new accounts for sales representatives in the New York territory.

Soluble Systems also attended the North Carolina Foot and Ankle Society's Annual Scientific Seminar and Exposition held in Concord, North Carolina February 6-10, 2008.

The NCFAS generated one new account within two days of the show's conclusion and generated over one hundred leads for the

North Carolina territory.

Soluble Systems ended February by attending the 2008 Scientific Conference sponsored by the American College of Foot and Ankle Surgeons in Long Beach, California February 20-23, 2008. Attendance by surgical DPMs was to be over one thousand participants. This conference is the first of four West Coast conferences over the next six months to expose TheraGauze™ to the West Coast market.

“These national, state and local conventions not only create leads, they create leads who have an awareness of TheraGauze™.” states Allan Staley. “This awareness of the product creates a more receptive atmosphere when we stop in to detail TheraGauze™. Prompt follow up after the convention is key to landing new accounts.”

## Congratulations to the Following Sales Representatives on

### NEW TheraGauze™ Accounts

#### All Orthopedic Supplies, Inc., IHCA

NYC Footcare  
Mayfair Footcare  
Pachogue Medical Group

#### Clint Hodges, SolSys

Franklin Square Wound Center  
Annapolis Foot and Ankle  
Frederick Foot & Ankle Specialist  
Dr. Lyle T. Modlin, DPM

#### Colleen Kerr, IHCA

Atlantic Shore Podiatry

#### Dave Parker, IHCA

Bayside Food & Ankle

#### Deco Associates, IHCA

Family Footcare Group  
Westchester Medical Group

#### Jason Covington, SolSys

Fox Mill Foot & Ankle Care

#### Leslie Chevine, IHCA

ASPN Health South  
Dr. Mary Ann Farmer

#### Kristi Hicks, SolSys

Oyster Point Dermatology  
Carillion Wound Care Center  
Podiatry, Ltd.

#### Michael Kiesling, IHCA

Dr. Ruane & Siswick

#### Richard Perry, IHCA

Gaston Foot & Ankle

