



Nisus NPWT Device – One and Only NPWT Device that gives the end user good experience while providing clinician all the advanced settings needed to provide high clinical results

Nisus	Pain	Feature	Selling Point to Clinical Buyer	Why Nisus?
User Friendly Interface	Patient being frustration with NPWT and finding it difficult to use	An "I-phone" inspired NPWT Device that allows the clinician and the end user a good experience on easy to use device	The better experience = the better utilization = better clinical outcomes	No "advance NPWT" Device is easier to use than the Nisus NPWT Device
Advanced Troubleshooting	When a NPWT device is alarming, a patient is left with noting else to remove the pump or call doctor or distributor. These calls are frustrated for patient, doctor or distributor	Troubleshooting walks the patient through step by step instructions on block, leak, canister full alarms	Patient can rectify many alarms so they are not calling doctor or nurse. Keeping high patient experience = High clinical outcomes	Avoid unneeded call by patient when patient can rectify their own alarm
Pressure Tolerance +/- 2	Many pumps only read at the pump and don't take into consideration the membrane restriction on the canister.	Nisus Device has a +/- 2 at wound bed to ensure prescribed pressure is being maintained at wound base. (1) software that adjust for all restrictions and ensures that prescribed pressure is received at wound base. (2) Canister design that allows minimum air restrictions from the pump to canister	Ensures that prescribed pressure is received at wound base.	Give the pressure prescribed by the physician
8-10 LPM	Many pumps have difficult time drawing down large wounds and overcoming small wounds	Able to handle large wounds by being able to draw down large wound dressings in a rapid manner. (2) If dressing has a small air leak, the pump can overcome this small leak and will pull down the dressing.	Use 1 device that handles small and large wounds	1 devices that can handle large wounds but be portable for smaller wounds
Easy Release Canister	Many NPWT users are older and have difficult time removing the canister (Due to canister needing to maintain seal - many canisters are on very tight)	Allows for easy removal of the canister - 1 handed if needed	Many canisters are tough to remove and many pumps have leakage where the pump and canister are connected. This causes frustration to patient which will affect outcomes	Remove canister easily
100% Seal at Canister	Not maintaining hermetic seal between pump and canister causes frustration for end user while not allowing correct pressure at the wound bed	Patent pending 3/4" tubing design rather than O-ring keeps 100% seal at all times	Many canisters are tough to remove and many pumps have leakage where the pump and canister are connected. This causes frustration to patient which will affect outcomes	No chance of canister being too loose and leaking at the pump/canister area
2 lbs.	Complaints from clinicians that most pumps are so heavy that a patient can't carry and perform ADLS	Pump only weighs 2 lbs. and patients are able to ambulate with ease and its compact design aids in the ambulation process	Lighter and Easier it is to transport, the more likely patient will keep treatment active	Small and portable
Hydrophobic Membrane	Membranes causing up to 50 mm/hg of restriction and membranes failing allowing fluid to egress into the pump	Low restriction membrane allows for set pressure at wound base.	Physician wants the corrected pressure at wound pump not pump	No fluid into pump and accurate pressure



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Factory Admin - Adjustable Block Alarm	Small wounds that were perfectly sealed and have no drainage has tendency of causing false block alarms	Factory admin built to give the ability to change the block sensitivity to prevent false block alarms	Work with a pump that has flexibility to handle those small wounds and not give false blockage alarms	Flexibility provides better outcomes
Factory Admin - Adjustable Intensity	At times, pump needs more or less intensity - more power for large wound or less power if pump is drawing down too quickly and causing pain	Factory admin built to customize alarms to fit the need of the patients. Increase the intensity for larger wounds that need more power and quicker draw downs or smaller wounds that are drawing down too quickly and causing pain	Give physician more options to handle their patients	Flexibility provides better outcomes
Factory Admin - Adjustable Leak Alarm	Difficult to seal wounds or wounds in areas that maintain moisture often have leak issues and can not maintain pressure of factory settings	Factory admin built to give the ability to increase the leak setting to handle wounds having difficulty maintaining negative pressure	Wounds that are difficult to seal cause frustrations and many times have to be discontinued. By change leak settings, it allows those "hard to seal wounds" to be treated with NPWT	Flexibility provides better outcomes
Alarm Log	Frustration not knowing of end-user problems	If a patient calls you or comes in for a visit and states this machine has been alarming and I don't know why? You can review the alarm log and perform education of why the pump was alarming.	The ability to see why the pump was alarming to troubleshoot that issue and perform education which will resolve issue and prevent further service calls	Know the problems of end user
Resettable Run Time	Not knowing if facility or patient is using a pump can lead to frustrations or problems	The run time can be reset every dressing change, in the setting icon. If you come back 20 hours later and the pump only states 10 hours you know you have a compliance issue	Allows physicians and nurse know if pump is being used	Know pump utilization
Drape	Poor adhesive qualities	Our drape has the best adhesive properties on the market and we performed peel testing to ensure it stuck well. You can have the best pump, but if the drape does not stick, it is lost cause.	Drape is important aspect of NPWT working and good quality drape is needed	Top quality drape
Foam	Tearing of ingrowth tissue in the foam and tearing of foam within the wound bed during dressing change	30-35 PPI with 400-600 micron opening, this allows for even pressure distribution and the thicker cell wall decreases in-growth and increases tensile strength of the foam. By the foam not adhering to the wound base, it decrease pain during the dressing change for the patient	event pain of removing of new skin cells or leaving pieces of foam in the wound bed	40-45 PPI with 400-600 micron opening, decreases tensile strength and allows for in-growth
Soft Silicone Tubing	Tubing causing pressure sores	Silicone - soft, kink resistance silicone tubing to decrease the prevalence of device related pressure wounds and increase patient comfort. Tubing with same interior diameter as KCI, their tubing has thicker outside diameter secondary to the sense trace technology.	Prevent possible pressure ulcers cause by harder tubing	Soft silicon tubing to prevent pressure ulcers
Cleanse Therapy	Clinicians wanted the ability to irrigate the wound without having a very costly modality. Dealers needed to overcoming the objection of not having an irrigation option in acute setting	Easy, cost effective way of providing irrigation therapy without having use a different pump, place our cleanse port pad, irrigate prescribe solution, let dwell and then let the pump withdraw.	Cost effective way to provide irrigation therapy. Vera-Flo can cost over 100 dollars a day. Allows dealers the ability to overcome the objection on not having irrigation therapy	Affordable Irrigation Solution