

Kinetic Concepts, Inc. (KCI) – Negative Pressure Wound Therapy

Tracking product growth, product features, trends in procedures, and economic issues

A survey among 58 Wound Care Specialists

Study Description

Methodology	Online survey
Data collection period	November 8-24, 2007
Survey audience	Surgeons (n = 40) <ul style="list-style-type: none">○ General (n = 20)○ Plastic (n = 20) Home-care Nurses (n = 17)

Study Objectives

Decision Metrics surveyed Surgeons and Home-care Nurses to investigate wound specialists' experiences and evaluations of foam based vacuum-assisted closure (V.A.C.) versus gauze based wound vacuum Versatile 1 (V1) negative pressure wound therapy systems. Specifically, we explored four areas regarding the two NPWT systems.

- Understand product growth:
 - Assess wound care specialists' awareness, use, and preferences for equipment systems
- Investigate wound care specialists' perspectives on unique product characteristics:
 - Available published clinical evidence to demonstrate procedure efficacy
 - Risk of post-procedure bacterial infection
 - Specific system attributes (e.g., ease of procedure, safety, effectiveness of wound closure, time to complete wound healing)
- Examine trends in frequency of procedures:
 - Past year
 - Forecast for coming year
- Analyze issues around costs and reimbursement:
 - Explore the role of the cost of equipment and procedure reimbursement on equipment selection

Companies and Products Mentioned in This Report

Company	Ticker Symbol	Product
Kinetic Concepts, Inc.	KCI	NPWT (foam-based V.A.C.)

For additional information on this study or
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