



# DISCOVER TENA TOTAL CARE



Our complete range of high-quality  
continence care solutions to help you  
achieve value all around your business.

[www.TENA.us/professionals](http://www.TENA.us/professionals)



# HOW DO YOU DELIVER MORE WITH LESS?

Nursing homes face mounting pressure to deliver better care with fewer resources. With more residents and a lack of staff causing care demands and workloads to increase, they must balance these changing needs with tighter budgets.



**Achieving value is about more than price**

# FOUR CHALLENGES IMPACTING THE QUALITY OF CARE

1. Providing residents with **the correct absorbent products** to help avoid leakages and skin irritation
2. **Properly fitting** these absorbent products
3. Knowing **how much – and when – voiding happens**, and therefore knowing when to take residents to the toilet
4. **Over reliance on timed tasks**, leading to checks made at the wrong time and unnecessary changes

## SHARED STRUGGLES IN CARE FACILITIES: IMPACT ON RESIDENTS AND STAFF

### Skin Health Risk



Residents with the wrong product fit may be at risk of developing adverse skin conditions.<sup>2</sup>

### Staff Overtime Stress



Many nursing homes have asked staff to work overtime, increasing stress levels.<sup>3</sup>

### Resident Anxiety



Residents worry about embarrassing themselves in front of others.<sup>4</sup>

<sup>2-4</sup>A. Wagg, Continence in nursing homes: a state of irreversible decline?, 2019. A study from News Medical Life Sciences, "Study shows higher health care costs and worse outcomes for incontinent patients", 2021.

# USE BETTER, USE LESS EVERYWHERE

Our experience of working with thousands of nursing homes worldwide means we know that when it comes to continence care, **quality always pays back**. It's better for residents, for staff, for the environment, and for your business.

- **Quality products** – to help deliver appropriate absorbency, proper fit, and ease of handling
- **Less leakage** – ensuring residents are in properly fitting, quality products can help reduce leaks and help contribute to better resident quality of life.
- **Better data** – to help enable accurate decision-making
- **Better toileting routines and changing times**

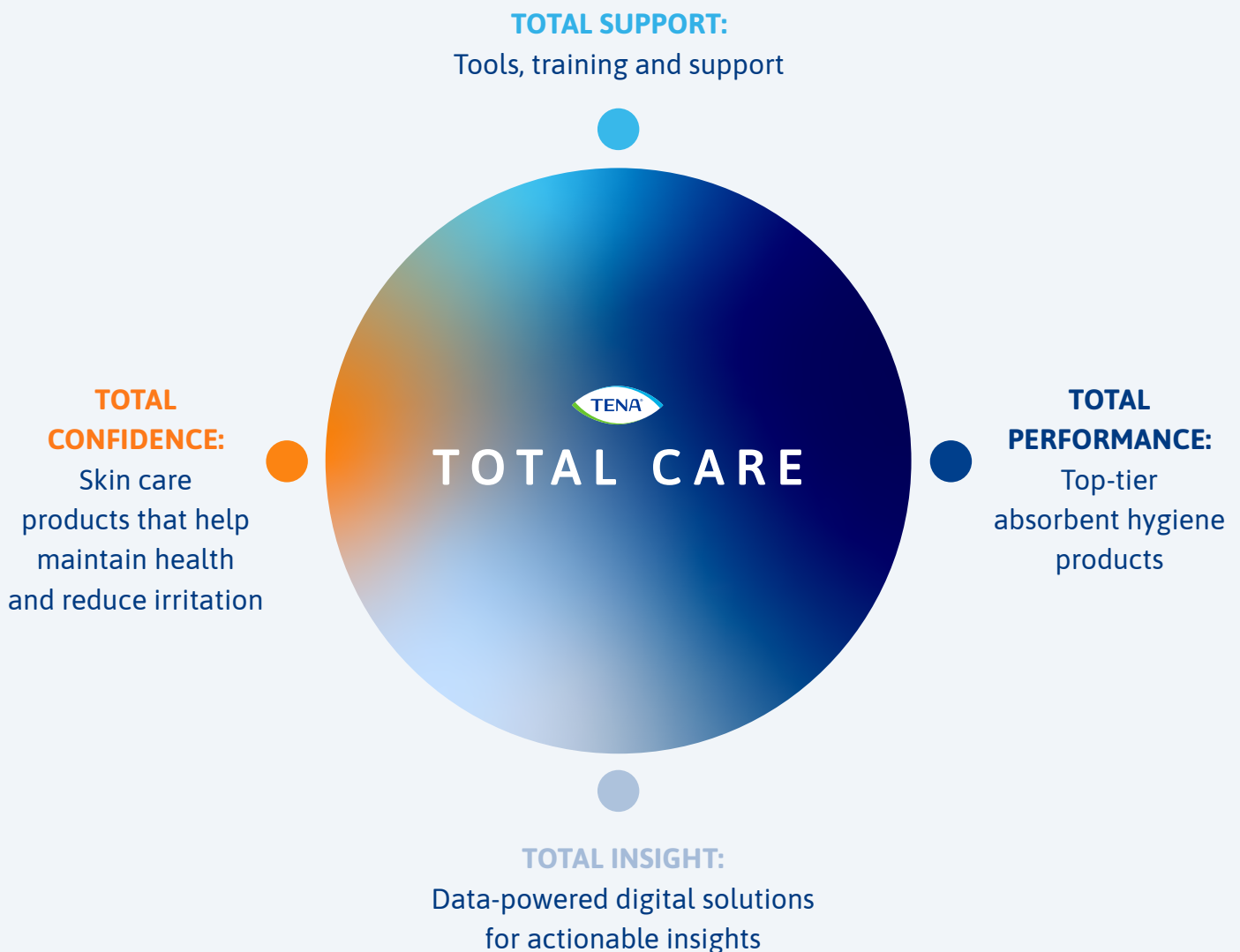


We call this  
Use Better,  
Use Less.



# INTRODUCING TENA TOTAL CARE

Our complete range of top-tier continence solutions that helps care providers use better, use less in more places to **deliver high-quality continence care** and achieve greater value all around their business.



# TOTAL SUPPORT: FOR BETTER CARE ASSESSMENTS

TENA's tools, training and support help your staff to develop the knowledge to build better assessments and care plans that meet residents' specific needs.

## IDENTIFY YOUR RESIDENTS' NEEDS

Understand your residents' needs based on their mobility, cognition, hand dexterity and carer support. You can also learn which Care Needs Profiles they fall under, and provide the appropriate products and Care Plan using:

- TENA Care Needs Profiles
- TENA Principles for Toileting & Containment Care
- TENA Bundle of Care tool
- TENA Care Plan



# OUR OTHER SOLUTIONS INCLUDE:

## **Best-practice guides and working tools**

When you need to understand the level of care your residents need, solutions like our assessments, best practice guides, care plans and review/follow-up reports can help.

## **Product selector and guides**

To help select the right product and treatment for each resident, use the TENA Product Selector Guide or Skin Health Assessment, IAD prevention and treatment guides.

## **Fitting instruction videos**

Our instructional fitting guides support you to provide the highest-quality care by showing you how to best apply and fit our products.

## **Training**

We equip caregivers with the knowledge and resources to deliver effective care, both through e-learning and face-to-face training.

### WHAT'S SPECIFIC ABOUT THIS PROFILE

Restricted mobility is the driver of T&CC (toileting and containment care) requirements. The need for an active mechanical lift in addition to support from a single\* carer to transfer to the toilet requires more carer time and results in a greater reliance on containment than those with profile 4. In addition the individual may have any degree of confusion. Reduced mobility makes the individual likely to require support with dressing. Successful toileting is still achievable with appropriate support and a high degree of personal care.

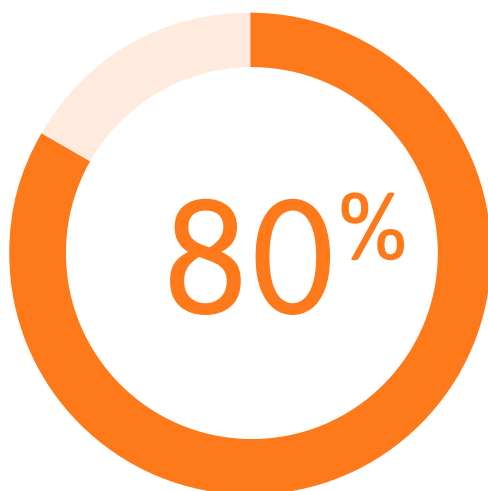
\* Due to local legal requirements, two carers may be required.

# TOTAL PERFORMANCE: FOR PRODUCT QUALITY

Our high-quality hygiene products deliver improved absorbency, dryness and fit. They're designed to meet residents' needs when it comes to their mobility and cognitive function.



LEAD PRODUCT	TENA PAD	TENA PROSKIN UNDERWEAR	TENA PROSKIN UNDERWEAR OVERNIGHT	TENA PROSKIN STRETCH	ALL TENA PROSKIN BRIEFS
CUSTOMER	Mobile Mostly independent	Independent residents with some impairment	Increased mobility impairment residents who may need assistance using the toilet	Significant mobility impairment Still weightbearing – need support when using the toilet	Immobile Fully dependent on care
PROTECTION	Lighter or Moderate Leaks	Moderate or Heavier Leaks	Dependent on Pants or Pads	Moderate or Heavier Leaks	Heavier Leaks
PRODUCT BENEFIT	They fit easily into everyday underwear	They're like regular underwear and are easy to pull on and off. Provides independence, dignity & supports active life	Night variants provide lie down protection while they're sleeping	Easier to fit and change without needing to undress.	Secure protection and simple for staff to change when user is lying in bed
PRODUCT VARIANTS	Various	Extra, Plus, Super	Super, Overnight	Super, Ultra	Super, Ultra



4 out of 5 skilled nursing home caregivers are satisfied with TENA ProSkin Stretch regarding leakage security.<sup>5</sup>

<sup>5</sup>ARCTICC study on TENA SmartCare Identifi by University of Alberta, Canada, 2018 - data on file, submitted for peer reviewed publication.



# TOTAL CONFIDENCE: FOR SKIN PROTECTION

Many of our products are endorsed the Skin Health Alliance, and are designed to help maintain residents' natural skin health and reduce skin irritation.

## THREE PRINCIPLES FOR MAINTAINING RESIDENTS' WELLBEING



## DISCOVER THE TENA SKIN CARE RANGE

PRODUCT	 ProSkin Cleansing Cream	 ProSkin Wipes	 ProSkin Protective Cream	 ProSkin Barrier Cream
SUITABILITY	Perineal skin cleansing (heavy inco)	Frequent perineal skin cleansing (heavy or light inco) Everyday personal hygiene	Protecting chapped/chafed skin	Protecting skin with redness and/or on the verge of breakdown
PRODUCT BENEFIT	3-in-1 - cleanses, moisturises, and protects fragile skin Convenient no-rinse formula Freshly scented or perfume-free	3-in-1 - cleanses, moisturises, and protects fragile skin Convenient no-rinse formula Freshly scented Plastic-free option available	Soothes irritated skin with 10% zinc oxide Allows smooth application and removal	Protects fragile skin against irritants with water repellant layer Transparent formula allows visibility of skin condition

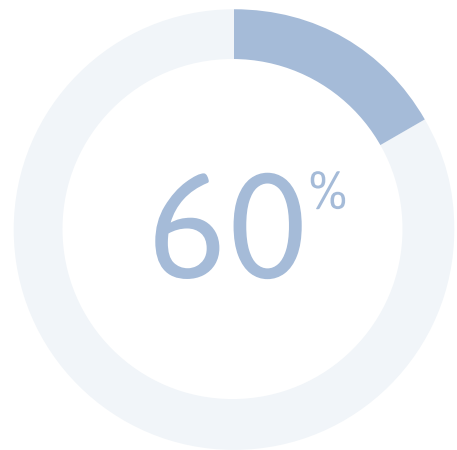
# TOTAL INSIGHT: FOR BETTER CARE OUTCOMES

At TENA, we have data-powered solutions that deliver the insights you need for actionable care outcomes and tailored care plans.

## MAKE ACCURATE ASSESSMENTS WITH TENA SMARTCARE IDENTIFI™

Track residents' voiding patterns over a 72-hour period and generate a report on their urinary patterns and volumes. You can then use this data to optimise their continence care, meet their needs, improve their night's sleep and provide the appropriate:

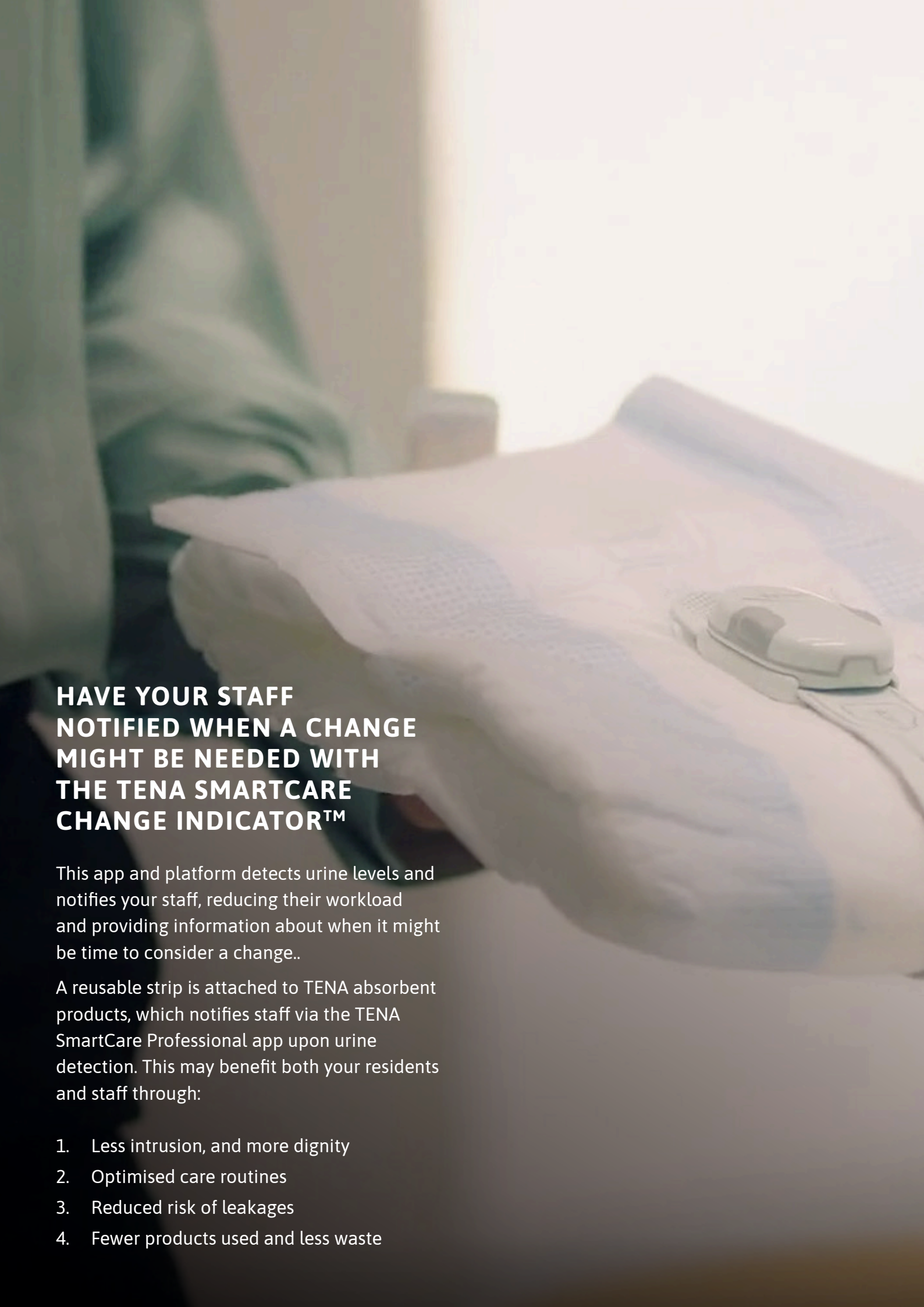
1. Continence care products
2. Skin care products
3. Toileting routines
4. Changing times



The full value of TENA SmartCare Identifi, benefits for residents: leakages reduced by 60%



<sup>6</sup>“Carbon footprint in use” includes the carbon footprint of both the absorbent products and laundry due to leakages, in delivering Toileting & Containment Care. Result is based on a clinical trial (data on file) and a Life Cycle Assessment performed by Essity and third-party reviewed, showing a 15% reduction.



## **HAVE YOUR STAFF NOTIFIED WHEN A CHANGE MIGHT BE NEEDED WITH THE TENA SMARTCARE CHANGE INDICATOR™**

This app and platform detects urine levels and notifies your staff, reducing their workload and providing information about when it might be time to consider a change..

A reusable strip is attached to TENA absorbent products, which notifies staff via the TENA SmartCare Professional app upon urine detection. This may benefit both your residents and staff through:

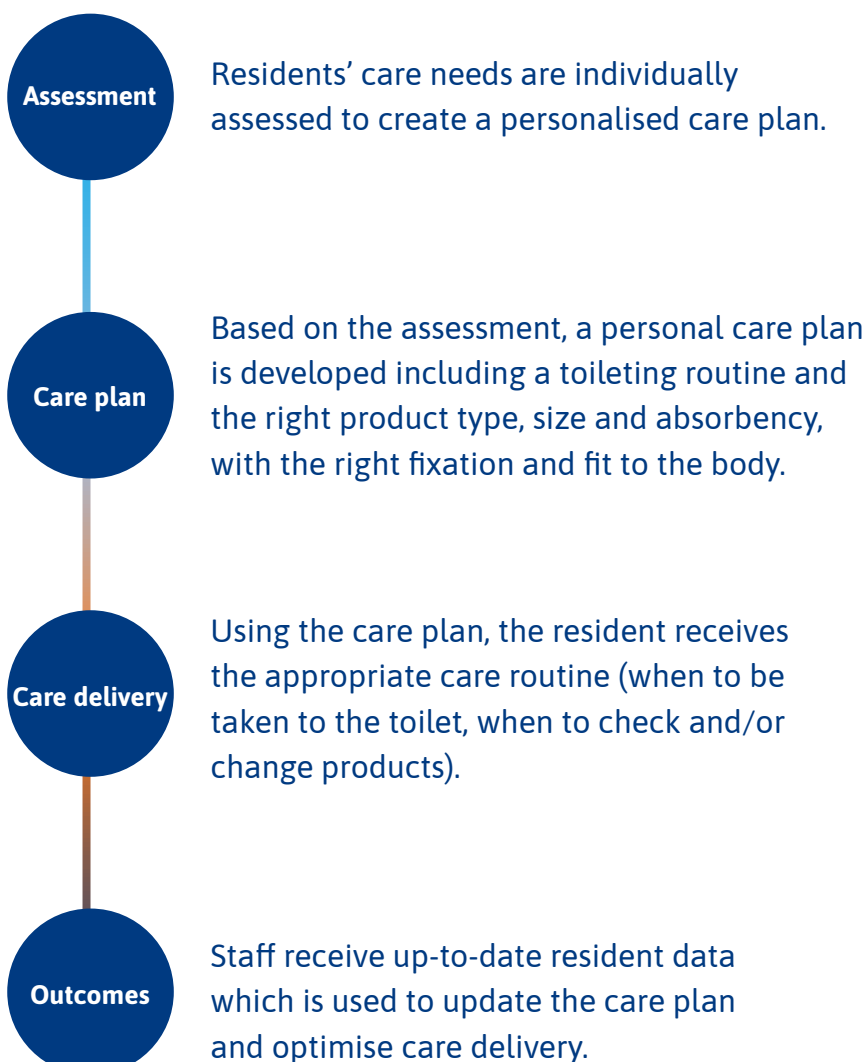
1. Less intrusion, and more dignity
2. Optimised care routines
3. Reduced risk of leakages
4. Fewer products used and less waste



# EASY IMPLEMENTATION

Whatever your needs and level of continence care, our range of tools, training, support, products and digital solutions can be easily implemented across each stage of a dedicated Care Pathway.

## TAILORED SUPPORT ALONG THE CARE PATHWAY





## TWO STEPS TO IMPLEMENTING TENA TOTAL CARE

### 1. Review the current level of continence care provided

Look into the level of continence care needed (low, medium or high) at each stage of the Care Pathway to determine things like how much personalisation is needed, how often to make checks, and how much resident data to collect.

### 2. Implement the appropriate TENA Total Care solution

Understand which specific products and tools to use across the Care Pathway to deliver care that's planned and executed in a way that's appropriate for the resident's unique needs, and continually optimised.



**the TENA Total Care approach can help reduce unnecessary time spent on incontinence related tasks<sup>7</sup>**

<sup>7</sup>Kolmans, A.L., Koopmans, N., & Gansewinkel, H. Van. (2022). Giving direction together in elderly care in Central Brabant, NL. Published December 2022.



# POSITIVE OUTCOMES FROM IMPLEMENTING TENA TOTAL CARE

Implementing TENA Total Care can lead to significant positive outcomes for your nursing home — both financial and emotional.

- 1. Optimising **total absorption needed****  
Our products are proven to reduce leaks. Tena Total care approach helps ensure appropriate absorbency, proper fit, and ease of handling.
- 2. Maintaining good **skin health****  
With the tena smartcare change indicator product changes reduced by 35% <sup>8</sup>
- 3. Improving **care efficiency****  
Our ProSkin Stretch product reduces the physical strain and day-to-day workload for your staff by minimising changing.
- 4. Enhancing **residents and staff wellbeing****  
Residents benefit from fewer leaks, meaning a lower risk of skin irritation. Staff benefit from a reduced workload from fewer changes and increase job satisfaction.
- 5. Securing best possible **resource utilization****  
94%<sup>8</sup> of nursing homes show clear improvements with TENA Total Care.

<sup>8</sup>Essity data on file: All statistics are based on average percentages from between 85-181 TENA Solutions case studies around the world, mainly Europe but also USA, Canada and China. Results vary across countries and care homes. 2011-13.

<sup>9</sup>Absorbent product environmental impact was based on raw material acquisition, production, transport and waste handling. Data on file, 207 evaluations in 25 different Swedish municipalities, March 2017.





70%

of staff agree that TENA Total Care routines create a better working environment.<sup>10</sup>

“ We are very pleased and find the product superior to other products on the market. ”

**Administrator/Co-Owner, Nursing & rehabilitation center, USA**

79%

TENA Total Care leads to a **79%** increase in staff satisfaction.<sup>11</sup>

“ This has allowed staff the opportunity to get more tasks done, to feel more accomplished by the end of their shift. ”

**Director of Nursing,  
Elder Care Home, Canada**

<sup>10</sup>Essity data on file (staff questionnaires): All statistics are based on results from between 85-92 TENA Solutions case studies involving 936-1020 respondents (depending on question) around the world, mainly Europe but also USA and Canada. Results vary across countries and care homes. 2012-14.

<sup>11</sup>Essity data on file (staff questionnaires): All statistics are based on results from between 85-105 TENA Solutions case studies (depending on question) around the world, mainly Europe but also USA and Canada. Results vary across countries and care homes. 2012-14.



# TENA TOTAL CARE IN ACTION

## TENA SmartCare Outcomes

**The challenge:** Tackle rising continence care issues such as leakages and high change rates.

**The solution:** Introduce TENA Smartcare both Identifi and Change Indicator to improve leakages and change rate; and promote person centered care.

### The Results: Change Indicator:

- Reduce time spent on continence care by 30%
- Product changes reduced by 35%
- 25.9% less interruption at night

### Identifi:

- Leakages reduced by 60.7%
- 4/10 users in more suitable product

## IMPROVING RESIDENT WELLBEING IN CANADA

**The challenge:** Manage care home residents' skin integrity concerns and reduce leakages to bring down high laundry volumes.

**The solution:** Train nurses in individualised product selection and introduce them to TENA ProSkin products and practices.

### The results

**56%** reduction in leakages

**\$37,530** annual reduction in absorbent product costs

**1,460** hours of labour saved

| **94%** of nursing homes show clear improvements with TENA Total Care approach.<sup>12</sup>

Ready to get started? Contact us to find out more about our best-in-class continence care solutions.

Contact: 1 (855) 289 -8362

<sup>12</sup>Essity data on file: All statistics are based on average percentages from between 85-181 TENA Solutions case studies around the world, mainly Europe but also USA, Canada and China. Results vary across countries and care homes. 2011-13. 135447 RN G25

