

PATIENT CASE STUDIES

featuring Flexifit® technology



Confidence®
Natural Soft Convex



Recognising Salts research
into healthy stoma skin



DERMATOLOGICALLY
ACCREDITED

SALTS
HEALTHCARE
Excellence in stoma care

PATIENT CASE STUDY No.1 (UK) *Confidence® Natural Soft Convex Drainable*

PATIENT HISTORY

- 91 year old male
- Hartmann's procedure, resulting in colostomy

OBSERVATION ON REFERRAL

- 28mm round stoma not retracted, but flush
- Suffered from pancaking
- Experiencing leaks once or twice a week
- Skin intact, with minimal redness or soreness
- Lack of confidence prevented the patient going out

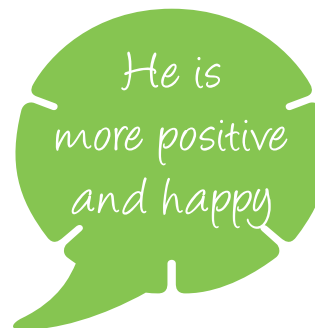
TREATMENT

- A course of rectal enemas was prescribed to help with rectal discharge, which has improved considerably
- The patient hadn't tried a convex pouch before, but preferred a drainable option which he was changing twice a day, with leaks up to twice a week. He was prescribed the Confidence® Natural Soft Convex XND28 pouch to help with the leaks

OUTCOME

- Since using the Confidence® Natural Soft Convex, this gentleman has had no leaks and adhesion has improved
- He now has a wear-time of 24 to 36 hours, depending on what he has eaten
- He still empties his pouch if he's out, as it helps his confidence

- The patient's confidence has soared – he is more positive and happy, having experienced very low moods previously
- The patient previously used two cans of adhesive remover spray per order, but now needs just one



COSTS*

Previous regime

Drainable pouch (x4 boxes).....	£352.60
Adhesive remover (x2 cans).....	£14.20
Monthly total.....	£366.80

Recommended regime

Confidence® Natural Soft Convex (x4 boxes)	£174.04
Adhesive remover (x1 can).....	£7.10
Monthly total.....	£181.14

Potential monthly saving:..... £185.66

Potential annual saving:.....£2,227.92

CONCLUSION

- The patient had resigned himself to suffering leaks, affecting his confidence to go out
- His mood was affected so badly that he was afraid to travel any distance – in particular, to Canada, where he had family members he was desperate to visit
- The improved adhesion and better fit of the Confidence® Natural Soft Convex pouch has not only improved his quality of life, with no leaks, but also transformed his confidence – enough to book a 3-week trip to Canada to visit his relatives

PATIENT CASE STUDY No.2 (UK) Confidence® Natural Soft Convex Drainable

PATIENT HISTORY

- 67 year old male
- Ulcerated bowel in 2000, resulting in formation of an ileostomy
- Further operation on hernia
- Ileostomy now in LIF (left iliac fossa) and further hernia has formed

OBSERVATION ON REFERRAL

- Stoma very flush to skin (Ref 1)
- Used 2-piece appliance with two seals
- Current pouch was proving very fiddly for the patient to prepare
- 2-piece appliance had a tendency to come apart, often caused by the patient's trouser belt or the seat belt in his car
- The patient was also prone to ulcers on peristomal skin, with prolonged contact to faeces

TREATMENT

- The previous appliance was not satisfactory for the patient, as it was fiddly to prepare, needed extra seals and came apart unexpectedly, causing leaks
- The patient trialled the Confidence® Natural Soft Convex XND1352 pouch, cut to 55mm and with no seals required (Ref 2). This convex product was so soft and flexible that there were no concerns regarding the patient's hernia
- He was advised to change the pouch daily until the peristomal ulcers healed, and then change every other day

OUTCOME

- After changing to Confidence® Natural Soft Convex, the patient finds the pouch much easier to apply
- He is also much happier with adhesion
- Since changing pouches, this gentleman has not experienced any leaks
- His confidence has improved greatly, and he feels that he now 'has his life back'



COSTS*

Previous regime

2-piece pouch baseplate (15/month)	£47.73
Pouch (30/month)	£36.99
Additional seals (30/month).....	£65.63
Barrier cream (½ tube).....	£2.38
Monthly total	£152.73

Recommended regime

Confidence® Natural Soft Convex XND1352 (15/month)	£65.26
Salts Adjustable Support Belt AB01 (1 bi-monthly).....	£3.78
Barrier cream (½ tube).....	£2.38
Monthly total	£71.42

Potential monthly saving:.....**£81.31**

Potential annual saving:.....**£975.72**

CONCLUSION

- The improved fit of Confidence® Natural Soft Convex has improved the patient's quality of life and increased his confidence
- The change of pouch from a 2-piece, together with not needing any seals, has also brought a significant cost saving

PATIENT CASE STUDY No.3 (UK) *Confidence® Natural Soft Convex Closed*

PATIENT HISTORY

- 54 year old female
- Laparotomy and Hartmann's procedure, resulting in colostomy
- Surgery for peritonitis (caused by a perforated diverticulum) while on holiday
- Still had open wound, which was dressed daily by district nurses
- Using flat, closed pouch

OBSERVATION ON REFERRAL

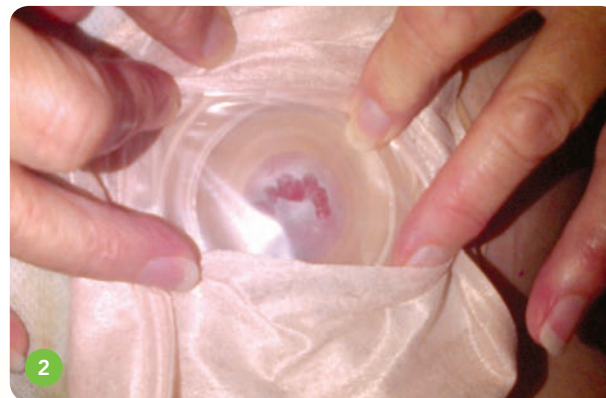
- Stoma inverted in small crease (Ref 1)
- Abdomen still slightly distended from surgery
- Experienced pancaking and leakages under the flange, soiling dressings
- The patient was also distressed, having difficulty coping with the illness and recovery, as well as having an open wound and stoma

TREATMENT

- Having never used a convex pouch or accessories before, the patient was shown how a convex pouch works on an inverted stoma compared with a flat pouch
- This lady was prescribed Confidence® Natural Soft Convex XN28, for an initial trial of five days
- The pouch was to be changed twice a day, with adhesive remover the only accessory

OUTCOME

- The patient immediately found application easier, with improved visibility (Ref 2)
- The pouch was successful straight away, with no leaks from the first application
- This lady was extremely pleased with the improvement in pancaking, and found the pouch to be very secure and comfortable to wear



*No leaks,
added comfort
and enhanced
confidence*

*Very secure
and comfortable
to wear*

CONCLUSION

- With no leaks, added comfort and enhanced confidence, the patient's general outlook was greatly improved
- Confidence® Natural Soft Convex worked so well for this lady, she now uses them regularly

PATIENT CASE STUDY No.4 (UK) Confidence® Natural Soft Convex Drainable

PATIENT HISTORY

- 66 year old male
- Anterior Resection with covering loop ileostomy
- Recent surgery for rectal carcinoma
- Wound was adjacent to ileostomy, needing daily dressings
- The patient normally uses Confidence® Natural Drainable pouch

OBSERVATION ON REFERRAL

- The stoma was pink and healthy, and also slightly prominent (Ref 1)
- Patient was managing a wear-time of 24 hours
- The patient's wife was helping with stoma care, and the District Nurse helping with the pouch change when dressing the abdominal wound
- Two visits were made post-operation, and the skin found to be intact, with the stoma healthy and healing. The distal loop could be identified immediately under the proximal end. The patient was given SPHA2 to improve wear time
- However, on the third post-op visit, wear-time had been compromised, and the outer and inner aspects of the hydrocolloid showed evidence of deterioration, with the pouch on the verge of leaking

TREATMENT

- The patient trialled Confidence® Natural Soft Convex XND32 to improve the situation
- With the wound adjacent to the ileostomy, SPHA2 still needed to be used

OUTCOME

- This gentleman found the Confidence® Natural Soft Convex easy to apply (Ref 2)
- Success was immediate, with no leaks from the first application
- Initially, wear-time was 24 hours, but this has now been extended to 48 hours



*Wear-time
has now been
extended from 24
to 48 hours*

*No leaks
from the first
application*

CONCLUSION

- With no leaks, and with support from Medilink, the patient has chosen to continue with Confidence® Natural Soft Convex indefinitely, with a monthly order now in place
- The patient's comfort and confidence have both greatly improved

PATIENT CASE STUDY No.5 (UK) *Confidence® Natural Soft Convex Drainable*

PATIENT HISTORY

- 59 year old male
- Recent complicated surgery for an intestinal obstruction caused by Crohn's Disease
- This resulted in a right hemicolectomy, small bowel resection and loop ileostomy
- After being discharged home, the patient continued to wear his usual drainable pouch, and changed daily, due to high output

OBSERVATION ON REFERRAL

- The patient's stoma was pink and healthy, and slightly prominent – he also had an open abdominal wound on Vak Pak
- While happy with his choice of pouch, this gentleman's stoma occasionally became excoriated at the base

TREATMENT

- On the second visit post-operation, the stoma was healthy, with the distal loop identifiable to the outer aspect. A slight indentation had appeared in the outer aspect at 2 o'clock (Ref 1). It was suggested paste be applied to both sides of the stoma before applying the pouch
- On the third post-op visit, the patient had experienced two separate leakages, so Confidence® Natural Soft Convex XND25 was prescribed for him
- The new pouch was to be used with no accessories

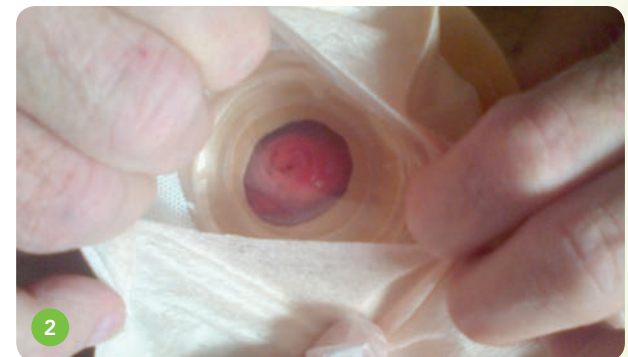
OUTCOME

- The Confidence® Natural Soft Convex pouch proved to be a comfortable fit around the patient's stoma (Ref 2)
- Initial wear-time was 24 hours with no evidence of erosion, and with possible extension if the patient found it to be durable (Ref 3)
- Success was immediate. After the first application, the patient experienced no leaks at all
- The new pouch has proved really comfortable to wear, with excellent adhesion and no need for any accessories
- Since changing pouches, the patient has experienced no excoriation whatsoever

*Excellent
adhesion and
no need for
accessories*

CONCLUSION

- Confidence® Natural Soft Convex proved a great success for this gentleman
- He now feels confident and comfortable, and the skin around his stoma is healthy and soft



PATIENT CASE STUDY No.6 (UK) Confidence® Natural Soft Convex Drainable

PATIENT HISTORY

- 67 year old male
- Had emergency surgery to remove obstruction caused by colonic malignant tumour
- The patient has since been found to have liver and lung metastases and is now having palliative chemotherapy

OBSERVATION ON REFERRAL

- Following the surgery, an end ileostomy was raised
- There was a dip under the stoma located at the 6 o'clock position
- The abdomen was wrinkled due to weight loss
- The patient was already using a convex pouch, but having to use Salts SP60 Stoma Paste and SecuPlast® Hydro Aloe to form a seal

TREATMENT

- The patient was prescribed Confidence® Natural Soft Convex XNDL1338
- This was changed on alternate days rather than every day, as with the previous pouch
- No accessories were used, aside from the occasional use of a belt for the patient's peace of mind when attending chemotherapy sessions

OUTCOME

- The patient was immediately impressed by the Confidence® Natural Soft Convex pouch, in particular the unique five-sided Flexifit® wafer

- He found that this was a better fit, with improved adhesion, and that he no longer needed to use HydroFrame®
- With the pouch only being changed on alternate days and no paste or HydroFrame®, the skin has now healed
- The patient still uses a belt when he goes out, but this is solely for his own peace of mind

COSTS*

Previous regime

Pouch (30/month)	£126.39
Salts SP60 Stoma Paste	£3.70
SecuPlast® Hydro Aloe	£12.79
Monthly total	£142.88

Recommended regime

Confidence® Natural Soft Convex XNDL1338 (15/month)	£65.26
Salts Adjustable Support Belt AB01	£7.56
Monthly total	£72.82

Potential monthly saving:..... **£70.06**

Potential annual saving:..... **£840.72**

The patient particularly liked the comfort of the Flexifit® wafer

The patient feels far more comfortable

Skin is no longer sore

CONCLUSION

- The patient feels far more comfortable, thanks to the improved adhesion
- He finds the five-sided Flexifit® wafer moulds more comfortably on his abdomen, and says that his skin is no longer sore
- He also prefers the larger size of pouch with Confidence® Natural Soft Convex

PATIENT CASE STUDY No.7 (UK) Confidence® Natural Soft Convex Drainable

PATIENT HISTORY

- 44 year old female
- Diagnosed with Crohn's Disease at age 16
- 1999 – Enterocutaneous fistula
- The patient also suffered hypertension
- 2013 – Elective laparotomy, enterocutaneous fistula repair, a partial proctectomy and ileostomy

OBSERVATION ON REFERRAL

- After just two days at home following the operation, the patient experienced several leaks, resulting in 6 to 10 pouch changes daily
- The stoma sits flush to the skin
- The patient's skin became excoriated
- There was also evidence of mucosal separation at 3 to 5 o'clock, and 9 to 11 o'clock (Ref 1)

TREATMENT

- Confidence® Natural Soft Convex XND1352 was prescribed, as its bigger flange would help to heal the sore peristomal skin (Ref 2). We know that convexity should be used with caution in the presence of mucosal separation. However, there was minimal concern with using such a soft convexity in this situation
- The patient was unable to tolerate barrier wipes, so used a silicone barrier film spray
- Neither patient nor GP were keen to use a belt due to the open laparotomy wound
- SecuPlast® Mouldable Seals SMST were used to protect the mucosal separation

- Loperamide was also prescribed, which the patient used with good success

OUTCOME

- Leakages stopped completely
- Improvement was noted after the first week Using the SecuPlast® Mouldable Seals was stopped and a belt introduced
- After two weeks, both excoriated skin and mucosal separation had completely healed (Ref 3)
- The patient's confidence has been greatly boosted – since being diagnosed with Crohn's at 16, she'd always been terrified of having a stoma formation



COSTS*

Previous regime

Pouch (6/day).....	£17.10
Monthly total.....	£513.00

Recommended regime

Confidence® Natural Soft Convex XND1352 (1/day).....	£4.35
Salts Adjustable Support Belt AB01	£7.56
Monthly total.....	£138.06

Potential monthly saving:..... £374.94

Potential annual saving:.....£4,499.28

CONCLUSION

- The superior, comfortable fit of Confidence® Natural Soft Convex helped this lady recover more quickly
- It also increased her confidence and eased her fears about living with a stoma
- By greatly reducing the number of pouch changes needed, Confidence® Natural Soft Convex produced considerable savings

PATIENT CASE STUDY No.8 (UK) Confidence® Natural Soft Convex Drainable

PATIENT HISTORY

- 87 year old female
- 2013 – Anterior resection
- The patient formerly enjoyed ballroom dancing and swimming
- On discharge, used Confidence® Natural NDLT13 and changed pouch daily

OBSERVATION ON REFERRAL

- Stoma now situated in a slight 'moat'
- Skin to immediate lower border was extremely excoriated (Ref 1)
- The patient was very low in mood and lost confidence when changing her pouch
- Peristomal skin was painful due to excoriation

TREATMENT

- Applied Confidence® Natural Soft Convex XND1352, cut to 28mm round
- Advised to change daily and to apply a stoma powder to excoriated skin at each pouch change until the skin healed
- Suggested to use a belt (AB01), which was applied at visit to demonstrate
- Advised not to use any other accessories at this time (except adhesive remover spray to aid pouch removal)

OUTCOME

- One week later, a vast improvement to the peristomal skin was evident

- Two weeks later, peristomal skin healed (Ref 2)
- No complaints of leakage
- The belt was not necessary as the flange moulded well around the abdomen
- The patient is satisfied and feels very confident with this simple pouch change system
- Her quality of life has improved dramatically, which has also aided post-operative recovery



The patient feels confident again about pouch changes

The patient's skin has completely healed

CONCLUSION

- Previously very independent, the patient had become withdrawn and lost confidence
- The Adapt Premium Powder worked well to heal excoriated peristomal skin
- The simplicity of using Confidence® Natural Soft Convex made the patient feel confident again about her pouch changes
- The patient's skin has completely healed and, due to the superior fit of the Confidence® Natural Soft Convex flange, she has experienced no leaks and does not need to use a belt

PATIENT CASE STUDY No.9 (UK) Confidence® Natural Soft Convex Drainable

PATIENT HISTORY

- 61 year old male
- Discharged 5 days post-op, following surgery for carcinoma
- Extremely good post-op recovery
- Feeling well and managing care well

OBSERVATION ON REFERRAL

- Loop ileostomy pert, pink and healthy on first visit (Ref 1)
- Output good, soft consistency, and the stoma was functioning well
- After 3rd visit, patient telephoned in distress
- The patient had experienced persistent leaking for the previous 36 hours
- He felt unsafe and had no confidence to go out
- Full examination revealed deep creases evident to both sides of the stoma, on sitting (Ref 2)

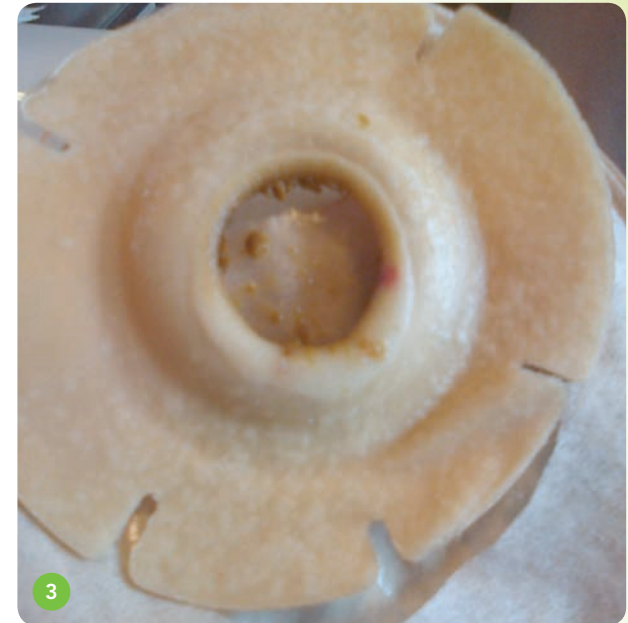
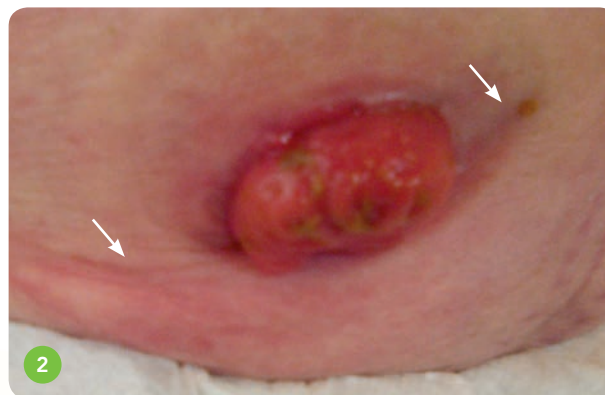
TREATMENT

- Recommended Confidence® Natural Soft Convex drainable pouch
- Suggested that he should use a belt for extra support as this patient enjoys going to the gym
- The patient was advised not to use any other accessories at this time. (Except adhesive remover spray for removal of the pouch)

OUTCOME

- A home visit the following week found the patient cheerful and elated

- The pouch was effective straightaway, no leaks at all
- No deterioration was found in the condition of the adhesive on removal (Ref 3)
- Wear-time had increased to 48 hours due to the pouch feeling more secure
- The patient also felt more confident at the gym, thanks to the support belt



CONCLUSION

- This patient had lost confidence following excessive leakage
- Loop ileostomies are notorious for causing leaks and a full examination of patient, sitting and standing, should be carried out to identify any changes in the peristomal area
- Confidence® Natural Soft Convex helped this patient to find a secure fit and made him immediately feel confident again
- The patient now feels able to cope until reversal, and has experienced no more leaks

Introducing Confidence® *Natural* Soft Convex

Groundbreaking developments have helped us to make our **softest, stickiest** and **most flexible** soft convex wafer yet. Available in a choice of closed or drainable and 3 sizes – small, standard and large – NEW Confidence® Natural Soft Convex has a range of special features designed to help soft convex wearers enjoy **a better fit, a better feel and a better quality of life.**

NEW innovations for closed and drainable users

More flexible The unique five-sided Flexifit® soft convex wafer fits more closely to the body's natural contours, to help reduce leaks and sore skin.

Stickier The wafer's NEW stronger adhesive sticks fast and stays put, providing your patients with added security.

Softer A NEW incredibly soft convex insert provides ultimate flexibility and comfort.

Skin-friendly hydrocolloid Research into which is recognised by The British Skin Foundation and dermatologically accredited by The Skin Health Alliance.

Kinder to skin The only skin-friendly convex wafer infused with extracts of Aloe Vera, to help soothe and protect the delicate skin around the stoma.

NEW belt loops Stronger for extra security, but very soft and flexible – so they won't dig in and are designed to be even easier to use.

NEW soft cover More durable, quick-drying, supersoft, non-woven material that feels great against your patient's skin.

Additional features for drainable users

NEW outlet Drainage tab for easier opening and emptying, and a NEW easy-clean design.

NEW viewing porthole For easy pouch positioning, and gives you a clear view inside for checking the stoma and pouch contents.

NEW filter design A spacer sheet helps to minimise ballooning and improve airflow when the pouch is under pressure and when moisture is present.

NEW Natural discretion Opaque tail film for added discretion, and closure can be securely held in place under soft cover by hidden hook material, providing even more comfort.

MULTI-DIRECTION FLEXIBILITY
FOR GREATER COMFORT
AND A MORE SECURE FIT



AVAILABLE IN
CLOSED
AND DRAINABLE
POUCHES



CONFIDENCE® NATURAL SOFT CONVEX

LARGE CLOSED POUCHES

SIZE	STARTER HOLE	PRE-CUT	ORDER CODES	Trans/Overlap	PACK SIZE
13-25mm	•	-	XNL1325		10
13-38mm	•	-	XNL1338		10
13-52mm	•	-	XNL1352		10

STANDARD CLOSED POUCHES

SIZE	STARTER HOLE	PRE-CUT	ORDER CODES	Trans/Overlap	PACK SIZE
13-25mm	•	-	XN1325		10
13-38mm	•	-	XN1338		10
13-52mm	•	-	XN1352		10
21mm	-	•	XN21		10
25mm	-	•	XN25		10
28mm	-	•	XN28		10
32mm	-	•	XN32		10
35mm	-	•	XN35		10
38mm	-	•	XN38		10
41mm	-	•	XN41		10

MINI CLOSED POUCHES

SIZE	STARTER HOLE	PRE-CUT	ORDER CODES	Trans/Overlap	PACK SIZE
13-25mm	•	-	XNM1325		10
13-38mm	•	-	XNM1338		10

LARGE DRAINABLE POUCHES

SIZE	STARTER HOLE	PRE-CUT	ORDER CODES	Trans/Overlap	PACK SIZE
13-25mm	•	-	XNDL1325		10
13-38mm	•	-	XNDL1338		10
13-52mm	•	-	XNDL1352		10

STANDARD DRAINABLE POUCHES

SIZE	STARTER HOLE	PRE-CUT	ORDER CODES	Trans/Overlap	PACK SIZE
13-25mm	•	-	XND1325		10
13-38mm	•	-	XND1338		10
13-52mm	•	-	XND1352		10
21mm	-	•	XND21		10
25mm	-	•	XND25		10
28mm	-	•	XND28		10
32mm	-	•	XND32		10
35mm	-	•	XND35		10
38mm	-	•	XND38		10
41mm	-	•	XND41		10

SMALL DRAINABLE POUCHES

SIZE	STARTER HOLE	PRE-CUT	ORDER CODES	Trans/Overlap	PACK SIZE
13-25mm	•	-	XNDS1325		10
13-38mm	•	-	XNDS1338		10



CLOSED POUCHES



DRAINABLE POUCHES

Salts Healthcare would like to thank the Stoma Care Nurses who contributed case studies



For more information and free samples, please call:
FREephone 0800 626388 (UK), FREephone 1-800 408508 (Ireland)
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