

# Comfort Shield® Barrier Cloth and Bedside Barrier Station Comparison

## Product Objective:

To deliver a clinically proven FDA regulated barrier to the incontinent patient 100% of the time (after every episode), while reducing staff time. Enhanced product offerings include clinically proven barrier protection, Bedside Barrier Stations and a unique tool to help staff monitor skin and communicate observations. Sage will provide everything necessary to deliver the highest quality, most clinically studied and proven economical options available in the healthcare market.

## Clinical Acceptance

	Sage	Other
Peer-reviewed published data <sup>1</sup>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Market innovator	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Brand trusted by one-third of the facilities on the U.S. News Best Hospitals Honor Roll <sup>2</sup>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
#1 Barrier in USA Hospitals <sup>3</sup>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

## Comprehensive Product Offering

	Sage	Other
Tool to encourage routine skin monitoring	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Tool to improve caregiver communication	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Full range of packaging options	<input checked="" type="checkbox"/>	<input type="checkbox"/>
- 8 pk and 3pk	<input checked="" type="checkbox"/>	<input type="checkbox"/>
- 24ct tub and 32ct tub		
Available for use on children	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Available for use on infants	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Full range of Barrier Cloths for incontinent patients	<input checked="" type="checkbox"/>	<input type="checkbox"/>

## Delivery System

	Sage	Other
Inner carton dispenser boxes	<input checked="" type="checkbox"/>	<input type="checkbox"/>
8pk and 3pk	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Resealable package 8pk and tub	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Peel-and-stick guide for skin monitoring	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Point-of-use communication tool	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Bedside Barrier Stations	<input checked="" type="checkbox"/>	<input type="checkbox"/>

## Washcloths

	Sage	Other
Cellulose fiber	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Superior strength & durability	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Low linting fiber	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Ultra-low friction coefficient	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Highly absorbent	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Ultra-soft & soothing to fragile skin	<input checked="" type="checkbox"/>	<input type="checkbox"/>

## Cleansing Solution

	Sage	Other
pH closest to healthy skin	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Dermatologist-tested formula	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Contains USP purified water	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fragrance-free	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Hypoallergenic, gentle & non-irritating	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Advanced Odor Eliminator available	<input checked="" type="checkbox"/>	<input type="checkbox"/>
No harsh antibacterial ingredients	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Adequate amount of cleanser and moisturizers	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Delivers 145% more dimethicone based solution than leading competitor <sup>4</sup>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Sage Washcloths are 22% larger than leading competitor <sup>4</sup>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

## Safety Testing

	Sage	Other
Microbials, molds, yeast & fungus testing	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Irritancy testing data on file	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Packaging seals tested for integrity	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Fluid levels tested for proper volume	<input checked="" type="checkbox"/>	<input type="checkbox"/>

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## Hardware Program

	Sage	Other
Shield Barrier Stations for bedside	<input checked="" type="checkbox"/>	<input type="checkbox"/>
UL listed - medical electrical equipment	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Full warranty & no-charge replacements	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Commercial-grade microwaves & warmers	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Preprogrammed microwave	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Temperature limits & controls requirements	<input checked="" type="checkbox"/>	<input type="checkbox"/>
LED temperature display on warmer	<input checked="" type="checkbox"/>	<input type="checkbox"/>
28- or 14- count capacity warmer	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Inventory control indicators	<input checked="" type="checkbox"/>	<input type="checkbox"/>

## Manufacturing Capabilities

	Sage	Other
Entire manufacturing process in-house	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Water purification system on-site	<input checked="" type="checkbox"/>	<input type="checkbox"/>
High-speed, high-volume technology	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Manufactured under FDA GMP environment	<input checked="" type="checkbox"/>	<input type="checkbox"/>
On-site microbiology lab & testing facility	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Current capacity to meet ten-year growth	<input checked="" type="checkbox"/>	<input type="checkbox"/>

## Training

	Sage	Other
Three shift, on-site in-service training	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Online in-servicing, training & education	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Instructional videos, posters & signage	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Non-licensed personnel education programs	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Patient education materials	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Performance Improvement Plans	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Evidence-based protocols	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Customizable posters	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Continuing Education	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Pressure ulcer prevention program	<input checked="" type="checkbox"/>	<input type="checkbox"/>

## Cost Management

	Sage	Other
Cost & utilization tools/programs	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Committed hardware program	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Price protection plans available	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Retail & nationwide couponing	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Quarterly Business Reviews	<input checked="" type="checkbox"/>	<input type="checkbox"/>