

# HealPack

by Encore



Prepared by

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## PROCEDURE EXAMPLE

Fee Schedule		
Product Description Unit	2025 Reimbursement	Encore Price
Collagen Powder 1g	\$ 43.27	\$ 15.00
Collagen Dressing 1"x1"	\$ 29.38	\$ 13.50
Collagen Dressing 2"x2"	\$ 29.38	\$ 12.00
Collagen Dressing 7"x7"	\$ 265.90	\$ 120.00
Collagen Dressing 5"x10"	\$ 265.90	\$ 120.00

<b>Sample Workbook</b>							
Wound Size	Number of Incisions	Products	Days	Total Reimbursement	Encore Invoice	Net	
						w/ secondary	w/ Medicare
<b>Small Wound</b> (Stalled Wound)	1	Collagen Powder 1g	30	\$ 1,298.10	\$ 450.00	\$ 848.10	\$ 588.48
<b>Large Incision</b> (Total Knee, Total Hip, Total Shoulder)	1	Collagen Dressing 7"x7"	21	\$ 5,583.90	\$ 2,520.00	\$ 3,063.90	\$ 1,947.12
<b>Multiple Small Incisions</b> (RCR, Arthroscopic Knee)	4	Collagen Dressing 1"x1"	14	\$ 1,645.28	\$ 756.00	\$ 889.28	\$ 560.22

## PRODUCTS, PRICING, & FEE SCHEDULE

PRIMARY DRESSINGS	HCPCS	PRICE PER UNIT	2024 CMS FEE
Collagen Powder 1g	A6010	\$15.00	\$42.26
Collagen Dressing 1"x1"	A6021	\$13.50	\$28.69
Collagen Dressing 2"x2"	A6021	\$12.00	\$28.69
Collagen Dressing 7"x7"	A6023	\$120.00	\$259.67
Collagen Dressing 5"x10"	A6023	\$120.00	\$259.67



## An Overview

### Your Turnkey Surgical Supply Solution

HealPACK is a premium line of surgical dressing products trusted by physicians nationwide to help improve patient healing and boost compliance. Each physician-prescribed, patient-specific order is shipped directly to your patient, eliminating confusion regarding continued care, increasing compliance, and saving your practice time and money.

### Summary of Healpack from Encore

- Post-procedure skin recovery, inflammation control, wound healing
- Natural, biocompatible, fast-acting recovery patch
- Including,
  - Collagen Dressing
  - Collagen Powder
  - Silicone Plus Dressing
  - Adhesive Island Dressing
- **Patient Handout:** Patients receive an educational flyer detailing HealPACK benefits and clear expectations.
- **Next Day Delivery:** Customized HealPACK dressings conveniently delivered to their doorstep the next morning.
- **Ongoing Care:** Patients follow easy, step-by-step instructional videos for proper application and dressing changes, ensuring optimal wound care and faster recovery.

### 3-Step Process:

1. **Verification:** Practice uploads Face Sheet. Encore team conducts eligibility, verification, and prior authorization.
2. **Orders:** Practice submits orders based on medical necessity.
3. **Billing:** Practice submits the claim. Encore team provides billing assistance.

### Workflow Steps (01-06):

1. **Patient Verification:** Practice uploads Face Sheet. Eligibility, verification, and prior authorization conducted by Encore team.
2. **Order Placed:** Practice submits order based upon medical necessity.
3. **Dressings Ship:** Encore Warehouse ships up to a 30-day supply of product.
4. **Delivery Confirmation:** Carrier scans products at patient's home to confirm delivery.
5. **Automatic Alerts:** Immediate proof of delivery tracked in the Partner Portal, alerting the Practice.
6. **Claim Submission:** Practice submits the claim. Encore team provides billing assistance.



### Partner Portal Features:

- CMS Safeguards
- HIPAA Compliant
- Role Configuration Security
- Role Hierarchy
- Access Control
- Reconciliation
- Convenient Access & Alerts


### Our Partnership Process:

1. Sign Agreement
2. Complete Enrollment Form
3. Portal Onboarding for Staff
4. Go Live

### Partner Benefits:

- 24/7 Support
- Turnkey Solution

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## Summary of Benefit

### ■ CMA Compliance

- With Existing DME PTAN,
- Use Encore Product and Billing NOW !
- If Not, Encore will help Documentation ( 4 - 6 weeks )

### ■ Encore Assists with Treatment Options

- Encore provides support to ensure proper use and compliance to avoid Medicare clawbacks

### ■ Encore Assist with Billing

- Expert billing and compliance support help prevent clawbacks and issues that competitors face

### ■ Doctors Retain 100% of Billing Revenue

- Encore only profits from the product cost — all billing revenue remains with the physician

### ■ Revenue Example

- Physicians can earn \$20,000–\$25,000/month per doctor

## Advantages & Benefits to Physician

### ■ CMA / LCD compliance and Pre-Approved Insurance Verification

- Pre-approved via on Portal for Medicare and Other Commercial Insurances

### ■ Proven Industry-Leading Reputation

- Backed by strong healing outcomes — physician-reported successes using collagen sheets

### ■ Encore Guaranteed Payouts

- If insurance does not reimburse, Encore absorbs the loss — No financial risk to doctors

### ■ Minimal Physician Involvement Required

- Office administrators can handle all paperwork — no direct doctor input needed

### ■ Post Home Care Solution for the Patient

- Pre-approved and overnighted to the patient's home with instructional DVD

### ■ Customized Surgical Templates

- Customized surgical templates for various procedures — only a few fields need updating

### ■ Fast Healing (Inside / Outside) with Fewer Patient Inquiries

- Standardized, turnkey solutions enhance post-op care and reduce post-visit follow-ups

### ■ No inventory means no overhead, no oversight

### ■ Proprietary software tracks & analyzes all orders

### ■ Real-time analytics/billing management eliminates errors & streamlines operations

### ■ Direct ship distribution removes bottlenecks & improves compliance

### ■ Responsive support for claims & documentation

### ■ Total lifecycle solution protects your practice at every touchpoint

## Advantages & Benefits to Patient

### ■ Post Home Care Solution for the Patient

- Pre-approved and overnighted to the patient's home with instructional DVD

### ■ Fast Healing (Inside / Outside) with Fewer post-op calls to the physician

### ■ Convenient Direct shipping avoids delays and improves adherence to treatment

## How to Apply

<https://www.youtube.com/@EncoreSurgical>

COLLAGEN  
POWDER

