



A NEW STANDARD OF CARE

Patient Focused. Partnership Driven.



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DOCUMENTATION

- ✓ Place of Service 12
- ✓ Up to 30 days

- ☐ Additional documentation, that may support the medical necessity of the item billed include:

- ☐ Frequency of change;
- ☐ Route of administration;
- ☐ Duration of need.

- ☐ The practitioner's signature on the written order meets OMO Signature Requirements

☐ **Delivery Documentation**

Direct Delivery	Shipped/Mail Order Tracking Slip	Shipped/Mail Order Return Post-Paid Delivery Invoice
<input type="checkbox"/> Beneficiary's name <input type="checkbox"/> Delivery address <input type="checkbox"/> Quantity delivered <input type="checkbox"/> A description of the item(s) being delivered. The description can be either a narrative description (e.g., lightweight wheelchair base), a HCPCS code, the long description of a HCPCS code, or a brand name/model number. <input type="checkbox"/> Delivery date <input type="checkbox"/> Signature of person accepting delivery <input type="checkbox"/> Relationship to beneficiary	<input type="checkbox"/> Shipping invoice <input type="checkbox"/> Beneficiary's name <input type="checkbox"/> Delivery address <input type="checkbox"/> A description of the item(s) being delivered. The description can be either a narrative description (e.g., lightweight wheelchair base), a HCPCS code, the long description of a HCPCS code, or a brand name/model number. <input type="checkbox"/> Quantity shipped <input type="checkbox"/> Tracking slip <input type="checkbox"/> References each individual package <input type="checkbox"/> Delivery address <input type="checkbox"/> Package I.D. #number <input type="checkbox"/> Date shipped <input type="checkbox"/> Date delivered <input type="checkbox"/> A common reference number (package ID #, PO #, etc.) links the invoice and tracking slip (may be handwritten on one or both forms by the supplier)	<input type="checkbox"/> Shipping invoice <input type="checkbox"/> Beneficiary's name <input type="checkbox"/> Delivery address <input type="checkbox"/> A description of the item(s) being delivered. The description can be either a narrative description (e.g., lightweight wheelchair base), a HCPCS code, the long description of a HCPCS code, or a brand name/model number. <input type="checkbox"/> Quantity shipped <input type="checkbox"/> Date shipped <input type="checkbox"/> Signature of person accepting delivery <input type="checkbox"/> Relationship to beneficiary <input type="checkbox"/> Delivery date

**If your Physician has
DME PTAN,
Use Encore Product and
Billing NOW !**

**If Not,
Will help Documentation,
takes 4 - 6 weeks**



REQUIRED DOCUMENTATION

- [illegible]

WRITTEN ORDER REMINDERS

- Suppliers should not submit claims to the DME MAC prior to obtaining a standard written order.
- Items billed to the DME MAC before a completed standard written order has been received must be submitted with modifier EY.
- A new order is needed if a new dressing is added or if the quantity of an existing dressing to be used is increased more than 1 month for each dressing before used.

[illegible]

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

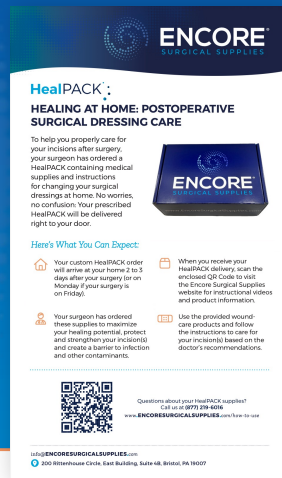


ENCORE
SURGICAL SUPPLIES

Sample Workbook

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

PATIENT EXPERIENCE



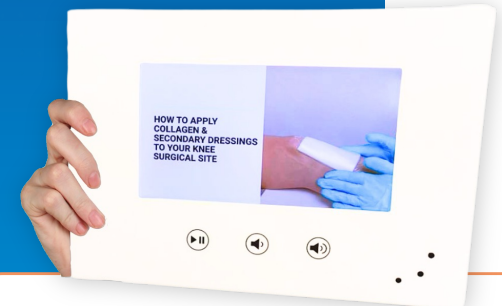
PATIENT HANDOUT

Patient receives an educational flyer, detailing the benefits of HealPACK and clear instructions on what to expect.



NEXT DAY

A supply of customized HealPACK dressings is conveniently delivered to their doorstep the next morning.

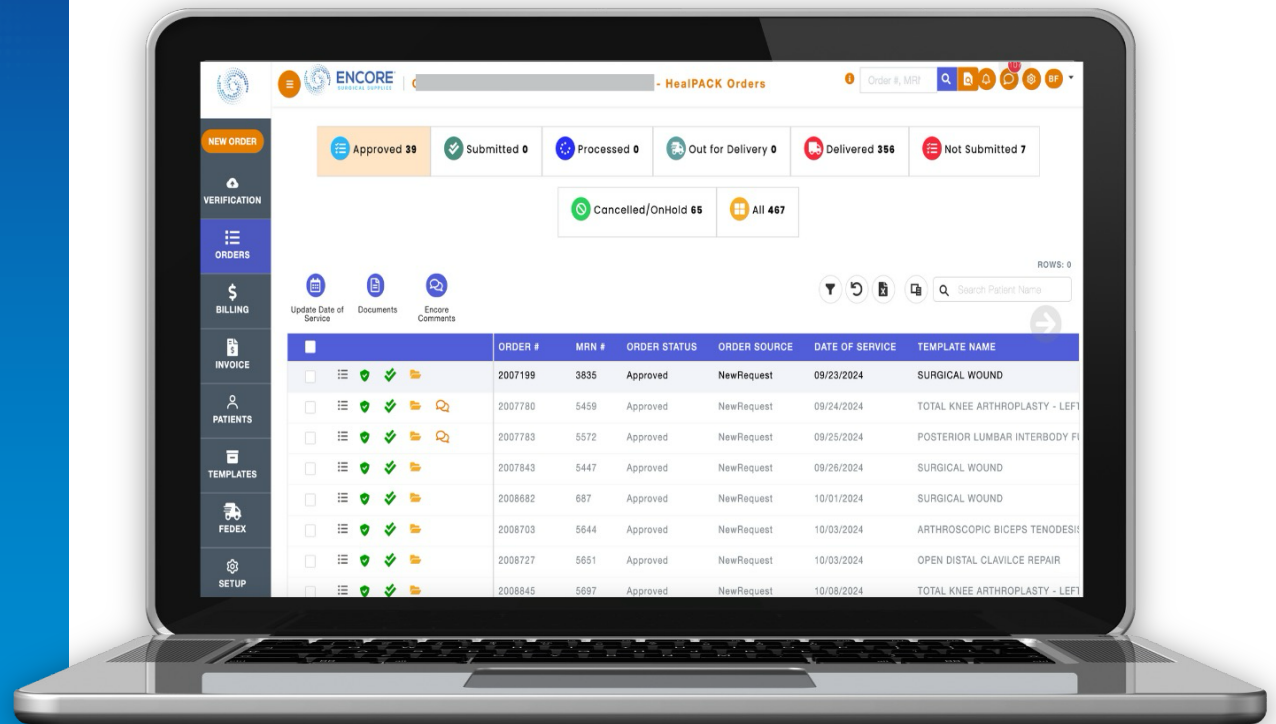


ONGOING CARE

Patient follows easy, step-by-step instructional videos to apply and change their dressings, ensuring proper wound care and faster recovery.

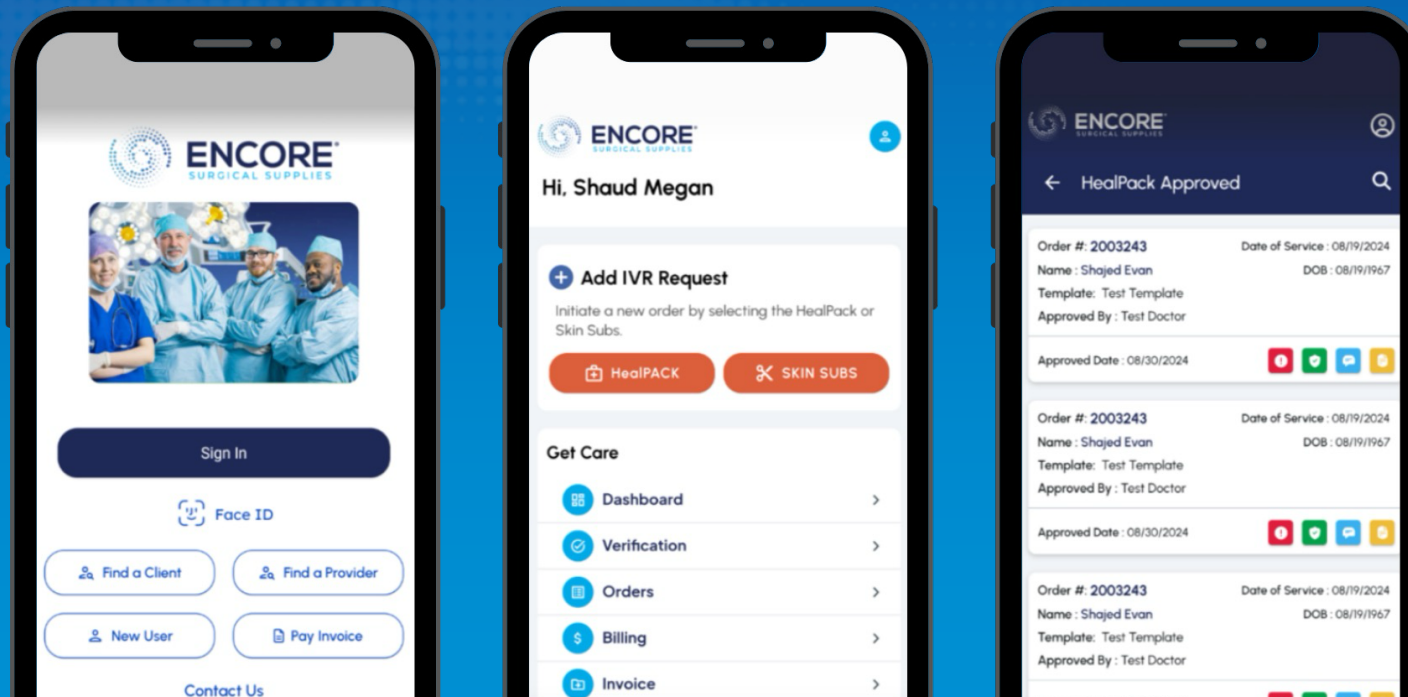
PARTNER PORTAL

- ✓ CMS Safeguards
- ✓ HIPAA Compliant
- ✓ Role Configuration Security
- ✓ Role Hierarchy
- ✓ Access Control
- ✓ Reconciliation





Convenient Access & Alerts



ABOUT ENCORE

Encore Surgical Supplies was born from the experience gained at Encore Wound Care, Ohio's largest wound care provider. Treating thousands of wounds weekly across multiple states, Encore identified the need to **raise the industry standard** for wound care products and processes.

Driven by a passion for improving lives, Encore Surgical Supplies delivers innovative solutions that **empower physicians and enhance patient outcomes**. Backed by Novo Health Care Services' proprietary software, including Wound Tracker and advanced billing systems, Encore ensures seamless workflows, compliance, and tailored support.

We're here to set a new standard in care—**one solution at a time.**



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ENCORE®
SURGICAL SUPPLIES

THANK YOU




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