

# Creating a new wound care product in 4 months

### Therapeutic area

- **Wound Care Management**

### Product

- **Extracellular matrices (ECM)**

### Capabilities

- **Biomaterials expertise**
- **Process optimization**
- **Scale-up services**



## Partnering for the challenge

A leader in wound care, our partner wanted to round out their product portfolio. A proposed change in wound care reimbursement<sup>1</sup> accelerated the new product timeline. Our partner challenged the Biomedical team at dsm-firmenich to deliver a wound care product, including several new sizes, in 4 months.

"We are ending our year with both admiration and appreciation of the work you've done over the past several months. We understand that we came in and threw your world for a loop. Your commitment to getting the job done and finding a way toward solutions has been exemplary, and we didn't want to miss this chance to thank you... You've been fantastic to work with, and we look forward to continued success..."

– Partner Team

## Why it matters

In 2021, 38.4 million Americans or nearly 12% of the population had diabetes, and each year, another 1.2 million Americans receive a diabetes diagnosis.<sup>2</sup> Approximately one-third of diabetics will develop a foot ulcer during their lifetime, annually affecting 1.6 million people in the United States. Diabetic foot ulcers are "treated with wound care, surgical removal of any dead or infected tissue, and appropriate wound dressings."<sup>3</sup>

## Our innovation

The unique combination of 3 of our core competencies enabled our partner to create a new product for which they can generate data while obtaining reimbursement.

- ✓ Our Optrix™ process is proven to retain greater quantities of native components while removing antigenic materials.<sup>4</sup>
- ✓ Given the importance of a size-appropriate wound care product for each patient, we optimized the process and expanded our offering with new product sizes.
- ✓ A significant capacity expansion enabled our partner to meet the compressed timeline and an anticipated increase in demand.

## Our impact

Despite changes to the reimbursement landscape, patients who struggle with chronic wounds continue to have access to wound care solutions because of the Biomedical division of dsm-firmenich's commitment to satisfy our partner's compacted timeline.



**References:** 1. Song EH, Hamm T. Skin substitutes—what's new in 2023? Are major updates coming up? WoundReference. Updated November 27, 2023. Accessed June 11, 2024. <https://woundreference.com/blog?id=major-updates-to-skin-substitutes-coming-up> 2. American Diabetes Association. Statistics about diabetes. Published November 2, 2023. Accessed July 25, 2024. <https://diabetes.org/about-diabetes/statistics/about-diabetes> 3. Voelker R. What are diabetic foot ulcers? JAMA. 2023;330(23):2314. doi:10.1001/jama.2023.17291 4. Data on file (TD-001172, 001163, 02320, 001110) at dsm-firmenich.

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