

Hymed

Facilitating Effective Wound Care



varied applications in joint/tissue support, surgery, eye care, dental, and dermatology, and the cosmetic industry.

Hymed's methodology centers on products that are native to the body. As one of the world's leading experts in the field of collagen products and glycosaminoglycans (including hyaluronic acid) and the inventor/founder of Hymed, Dr. George D. Petito's philosophy is, "that which is indigenous to the body, has benefit in its ability to heal itself." Hymed formulated a specialized hydrolyzed collagen—hyCURE®—fragmented collagen, which is a core ingredient in many of its products that focus on cell/tissue applications. Hydrolyzed collagen does not require the time native collagen does to be utilized by the body and plays a role in every stage of the wound healing process. "We combine innovative ingredients synergistically to support the connective tissue matrix, and this, in part, has been the key to our success in

Delayed wound healing and the resulting impact to the cost of care impacts both patients and facilities across the healthcare continuum. When it comes to wound care, no one is comfortable choosing a service provider with only a basic understanding of the subject. Thus, a product specialist with a historical legacy of providing effective products will invariably gain market traction due to its reliability. Founded in 1995, Hymed has been a renowned name in the healthcare industry for over two decades, offering safe and efficacious, natural wound care products. The company is the developer of innovative wound care products that utilize collagen (the chief structural protein of the body), hyaluronic acid (HA) and glycosaminogly can chemistry for human and animal use. In addition to wound care, these products find





achieving exceptional growth. Hymed offers unique delivery systems of topical products in a method of use which reduces dressing changes and the chance of infection from occurring. We have new products in development which are being utilized in clinical trials, showing great wound management outcomes,” asserts Anita Petito, Vice President of Hymed.

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Even today, many clinicians have a lack of awareness and understanding of how to get new and innovative products for their patients, depending on their healthcare setting. Secondly, with the changing healthcare landscape, products that are reimbursed or covered by insurance may dictate what is prescribed for a patient. To address this, Hymed has partnered with several companies to distribute its products in the wound care space. The company has many channel partners, some of which are on the veterinary side of the business, with their own internal sales and marketing teams that provide wound care products to the human and animal markets. Hymed’s primary alliance in skin and wound care is with Sanara MedTech, an evidence-based healing company that focuses on patient satisfaction, superior clinical outcomes, and lower total cost of care. “Our channel partners allow clinicians to treat patients

using our innovative and scientific products as they need to truly have an impact on healing patients no matter the care setting,” explains Petito.

Hymed offers the only collagen silver gel available on the market, which is indicated for a variety of chronic and acute wound types and encourages autolytic debridement. The silver helps to control microbial growth within the gel. Hymed has a strategic alliance with Avondale Pharmaceuticals for this technology. Besides this, one of Hymed’s polysulfated glycosaminoglycan (PSGAG) products has shown uniform granulation tissue bed formation allowing for faster epithelialization to occur and is particularly useful for rehydrating dry wounds.

The company’s fastest-growing segment is in surgery. “Hymed’s HA and glycosaminoglycan chemistry affords us to formulate at a particular molecular weight (MW) range and other proprietary specifications for varied applications. Additional technology is on the horizon to minimize tissue adhesions, protect from tissue trauma and shorten surgical procedures with benefits including lowered costs, reduced chance of infection, and increased patient comfort and outcomes,” says Petito.

Hymed has an expansive intellectual property base, which includes many trademarks and patents in use with a global network of healthcare and veterinary distributors. For the future, Hymed plans to roll-out additional value-added products to help drive success with all of its channel partners. Through its primary channel partner, Sanara MedTech, the company will continue to expand its sales force to reach all areas of the country and internationally throughout the full continuum stretching into all markets from surgical to home health. “It is a truly exciting time in healthcare with Patient-Driven Payment Model (PDPM) coming in, and we are excited to be a major innovator in helping improve the lives of many patients,” states Petito. 

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OUTLOOK

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COMPANY:

Hymed

WEBSITE:

hymed.com

KEY PERSON:

Anita Petito
Vice President

DESCRIPTION:

The company is a developer of innovative products that use collagen (the chief structural protein of the body), hyaluronic acid (HA) and glycosaminogly can chemistry for the human and animal care with applications in wound care, joint/tissue support, surgery, eye care, dental, and dermatology

TOP 10 WOUND CARE SOLUTION PROVIDERS - 2019

The human body is highly adaptable and has a remarkable capability to heal itself. However, more often than not, wound healing can halt and may create chronic non-healing wounds owing to an array of reasons such as bacterial contamination, ischemia, and chronic inflammation. On top of it, diabetes, patient's age, and obesity add to the risk factor of developing common non-healing wounds such as venous leg ulcers (VLU), pressure ulcers (PU), and diabetic foot ulcers (DFU). Various innovations are happening across a broad spectrum of wound care technologies such as debridement, pressure management, extracellular matrix, therapeutic devices, and more to cure such wounds.

According to GlobeNewswire report, the advanced wound care market is forecasted to grow from \$10.34 Bn in 2018 to \$14.89 Bn by 2026. In the coming years, the market will see a rise in kits and devices to streamline and lower the difficulty of wound care, better diagnosis for early detection of pathological bacterial infection, as well as, better-connected devices to improve the overall patient monitoring and care effectiveness. With the growing market, many solution providers are coming up with their innovative solutions for the treatment of chronic wounds. On the other hand, with a myriad of solutions available in the market, it is difficult for healthcare organizations to select the right solution.

Hence, to assist them in choosing the right solution, the editorial board at MedTech Outlook has selected a handful of most promising wound care solutions providers after evaluating their technical prowess. We have considered the vendor's ability in delivering solutions, keeping in mind the factors like the expertise in the domain, skills, and competencies. This edition sheds light on the most promising solution providers that are accelerating at a fast pace with their solutions in the wound care industry.

We present to you MedTech Outlook's "Top 10 Wound Care Solution Providers - 2019."