

Fall prevention

Snapshot

Pricing based on number of people to protect:
Varies by vendor, product and service agreement

Average price per resident per year:
Varies widely, depending on how much technology you integrate and the quality of equipment. Can run from about \$150 to more than \$400 annually to equip a resident.

Pricing Trends

2007-2008: Flat to +2%

2008-2009: Flat

2010: Flat to +2%

Typical delivery time: Varies from overnight to about 2 weeks

Typical delivery charges: Freight or UPS, often included in price

Average life span of product: Control units average 5 to 10 years. Sensor pads can last from a week to a year on the very high end.

Power source: Electricity or battery

Installation: Facility staff can perform entire installation of many products. Others require trained technicians for complicated integration processes.

Average maintenance cost per year:
Battery and sensor pad replacements

(Figures cited are averages of all respondents' answers. Actual pricing will vary due to volume, bundling and other factors of a purchase.)

Sources: Cord-Mate, Crest Healthcare, Direct Supply, RF Technologies, Stanley Healthcare Solutions



Photo: Stanley Healthcare Solutions

FROM THE FRONT LINES:

"Involve physical and/or occupational therapy staff in purchase decisions, and find companies who will let you trial the equipment for a brief period to insure it is effective."

George Jacobson, Administrator, Apache Junction Health Center, Apache Junction, AZ

Buyer Notes

- Experts recommend shopping with an eye to the future: Will your system be able to be integrated with a broader resident-safety system, if desired? By the same token, at least one vendor said he thinks providers might be relying too much on some fall prevention measures. The overriding message: All devices have their limits.
- Be sure to test a system with actual residents, and explore all of its functions and options. There's no sense buying equipment or features if they won't be used or aren't really needed, one veteran supplier emphasized.

**For a list of vendors go to the:
RESIDENT CARE section, pages 155-184
SAFETY & SECURITY section, pages 185-190**