Fall prevention

Photo: Stanley Healthcare Solutions

Snapshot

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

Average price per resident per year:
Depending on system, could range from $35 to $500 per year.

Pricing Trends
2008-2009: Flat
2009-2010: Flat to +2%
2010-2011: Flat to +2%

Typical delivery time: Overnight to about 2 weeks

Typical delivery charges: UPS or freight

Average life span of product: 1 to 10 years

Power source: Electricity or battery

Installation: Most systems do not need professional installers.

Average maintenance cost per year:
Sensor pads, which vary widely in life expectancy by design, and batteries are continuing costs.

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

Sources: 3M Resident Monitoring, Crest Healthcare Supply, RF Technologies, Stanley Healthcare Solutions, Status Solutions

FROM THE FRONT LINES:
"You want more than just equipment from the vendors. You want someone who can train you, come up with a solution for your population and stand behind it. Find out who's good at training your staff since there's a lot of turnover [among nurses]. You want the quality product and the training, and anything else they can offer."
Joe Tomsic, RN, OCN, NEA-BC, Falls Prevention Nurse Consultant, Sumner, WA

Buyer Notes

• Try to standardize and not have more than two types of monitors in the building, experts say. There are dozens on the market and providers often get caught using more systems than staff can reasonably assimilate.

• Industry veterans recommend you keep spare parts on site, especially when using lower-end models. Some feel there has been gravitation to lower-end models lately.

• Systems' complexity can vary widely, from very basic notification to widespread data collection on various user habits and tendencies throughout the day.