

# Wandering management

## Snapshot

**Pricing based on number of people to protect:** Varies widely depending on technology desired, installation costs and service agreement.

**Average price per resident per year:**

Most jobs will be "customized." Costs could run from \$800 per door to more than double that.

## Pricing Trends

2008-2009: +1% to +2%

2009-2010: +3%

2010-2011: +2% to +3%

**Typical delivery time:** Can be as fast as 2 to 7 days but coordinating with installers will add significant time to the process

**Typical delivery charges:** Freight, or often already included in the cost

**Average life span of product:** 10 to 15 years

**Power sources:** Hardwired and battery

**Installation:** Sometimes savvy facility staff can do parts but usually a professional installer is recommended

**Average maintenance cost per year:** Transmitter replacements can run \$70 to \$150; batteries also needed on occasion.

*(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



Photo: Stanley Healthcare Solutions

## FROM THE FRONT LINES:

"It's always good business practice to get three bids for something like this. You also want to make sure you're alerted for battery replacements. That sometimes goes unspoken."

Ben Mazzarra, Executive Director, Buckner Calder Woods, Beaumont, TX

## Buyer Notes

- Determine what areas you want to monitor and then do not overlook any possible exit, such as kitchen doors. Along those lines, try to funnel foot traffic through just a few entrances. Not many doors should be accessible to the incoming public, for example.
- Be aware that GPS systems do not work inside buildings. Vendors report many providers are still asking for this capability, and have misperceptions about systems and their capabilities.
- Some devices are far better than others at detecting whether the user has removed them. Investigate all claims pertaining to this carefully.

**For a list of vendors go to the:  
SAFETY & SECURITY section, pages 167-174**