

Fall prevention

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 \$50 to 10 or 12 times that amount.

Pricing Trends

2011-2012: +1% to +3%

2012-2013: +2%

2013-2014: +1% to +2%

Typical delivery time: Up to about 2 weeks; may be overnighted

Typical delivery charges: Basic shipping

Average life span of product: 1 to 10 years

Power source: Electricity or battery

Installation: Staff members can do most themselves

Average maintenance cost per year: Batteries for units and sensor pads are expected to be replaced often, but lifespans vary greatly among systems. Ask about them.

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

Sources: Crest Healthcare Supply, RF Technologies, SafetyCare Technologies, Stanley Healthcare Solutions



Photo: Stanley Healthcare Solutions

FROM THE FRONT LINES:

“We’re moving from audible alarms to silent notification. We’ve already seen the benefits and a decrease in noise pollution. If the sound goes off, you see people getting irritated from the noise. They shift in their chairs due to frustration. They’re trying to get them turned off, and they’re actually turning them on. If a couple go off, then others hear and get irritated. It creates other incidents of falls. Silent alarms that go to pagers are preferred.”

Randall W. Gasser, NHA, CPA, Executive Director, Woodhaven Retirement Community, Livonia, MI

Buyer Notes

- Work individually with each resident to see what each is comfortable with. Otherwise, they’re liable to go out of the way to disable the system, one industry veteran noted.
- Consider how any system you’re shopping for will work with a complete falls management system, one retailer confided. That could include special socks, hip pads and other cushioning around sleeping areas.
- If you don’t see or hear about what you think you want in a fall prevention system, ask. The capabilities of some of them have expanded greatly, including expansive reporting capabilities you might be interested in.

**For a list of vendors go to the:
RESIDENT CARE section, pages 163-164
SAFETY & SECURITY section, pages 194-195**