



Photo: Drive DeVilbiss Healthcare

Alternating-pressure mattresses

Snapshot

Lowest priced unit: \$591 | **Mid-ranged price unit:** \$1,300 | **Highest priced unit:** \$3,800

Typical delivery time: 3 to 5 days

Typical delivery charges:

Will vary depending on vendor, location

Average life span of product:

2 to 7 years

Standard warranty:

1 to 2 years

Average maintenance costs per year:

Will depend on usage, cleaning labor

Buyers Notes

- Weigh the costs of renting versus buying, as well as what makes sense for your facility's needs. Renting may help save some money on maintenance.
- Multiple vendors stress the importance of education along with the purchase of an alternating pressure mattress. Staff should be knowledgeable in how to select the right surface for each resident, as well as clinical guidelines.
- Pay attention to details such as ease of operation and residents' needs, instead of cost alone. Features such as a safety base or static perimeter can help reduce the risk of residents falling off the mattress and hurting themselves. That can save a facility a lot in the long run, according to one vendor.

"Investing in prevention is, in the long term, a success. The cost of healing a wound is much more expensive than investing the money on prevention. Having the appropriate mattress is a key element to the treatment and prevention of wounds. At the end of the day, you're saving money."

— **Roya Agahi, RN, Chief Clinical Officer, Centers Health Care, Bronx, NY**

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

Sources: Drive DeVilbiss, Direct Supply, Invacare, MedMart

**For a list of vendors go to the:
RESIDENT CARE section,
pages 136, 150-152, 159-160**