



Photo: Drive DeVilbiss Healthcare

Alternating-pressure mattresses

Snapshot

Lowest priced unit: \$757 | **Mid-ranged price unit:** \$1,400 | **Highest priced unit:** \$3,650

Typical delivery time: 3 to 5 days

Typical delivery charges:

Usually standard shipping/mailing. Inquire.

Average life span of product:

3 to 15 years, depending on amount of use

Standard warranty:

1 to 2 years

Average maintenance costs per year:

Cleaning labor and replacement parts, very variable and depends on usage.

Buyers Notes

- Material considerations of these devices are important. More interior tubes is better than fewer tubes.
- Inquire about rental possibilities. The units are not necessarily cheap to rent but reimbursement on rentals is very good, one vendor said.
- Because these are reusable products, be sure to have clinical staff devise a thorough infection control plan for switchovers.
- Make sure your vendor is engaged and generous about worker support. A good vendor will offer full training materials and supply continual back-up. This is especially important given the relatively high rates of nurse aide turnover in facilities.

"Have different companies bring mattresses in and try them out. The easier [to use], the better. You don't want as many moving parts. Also, keep in mind that cleaning and infection control are very big considerations because these are reusable devices."

— Wendy Hix, RN, BSN, Director of Nursing, Dunwoody Village, Newtown Square, PA

(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, Med-Mizer

For a list of vendors go to the: RESIDENT CARE section, pages 116, 128-131, 142