



Photo: Philips

Fall management

Snapshot

Pricing based on number of people to protect:

Product, vendor and service-term variances mean wide ranges. Be aware of potential monthly charges.

Average price per resident per year:

Depending on system complexity, costs could start from about \$50 to \$500 or more. Some option-rich systems could be \$2,000 or more.

Typical delivery time: Some items can be overnighted, while others might take 1 to 2 months.

Typical delivery charges:
Standard mailing or shipping costs

Average life span of product:
Bed and chair pads differ, so could be a month to 8 to 10 years.

Power sources:
Battery and hardwired electric

Installation:
A lot are plug and play. Staff should be able to handle.

Average maintenance costs per year:
Pad changes up to four or five times a year. Battery types will vary. Inquire with the vendor.

Buyers Notes

- Keep in mind that these products come in many different configurations, though the concept of the pressure-sensor pad persists. They, too, have variances. Some pads can go on top OR under the mattress. Proponents of the latter claim the method leads to fewer pressure ulcers.
- At least one product on the market “learns” sleep patterns to better predict and describe problem periods. Ask about this and other new wrinkles a vendor might have to offer.
- Speak with current users to gauge just how often replacement pads will be needed. This is a big part of choosing.

“Look for something that’s good not only in bed [for detection]. And for something that can be proactive. If a nurse can know who had a change of condition or is most likely to fall, you can keep an eye out before they do fall. Motion detection versus pressure detection.”

— **Dane Reeves, Laurel Creek Health Care Administrator, Paradise Valley Estates, Fairfield, CA**

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

Sources: J. Brasch Company, Philips Lifeline, Sensara, Skynet Healthcare Technologies, STANLEY Healthcare Solutions

**For a list of vendors go to the:
RESIDENT CARE section, pages 122-124
SAFETY & SECURITY section, pages 149-151**