



Photo: Med-Mizer

Alternating-pressure mattresses

Snapshot

Lowest priced unit: \$776 | **Mid-ranged price unit:** \$1,435 | **Highest priced unit:** \$3,745

Typical delivery time: 3 to 5 days

Typical delivery charges:

Usually standard shipping/mailling. Inquire.

Average life span of product:

Up 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 depend on usage.

Buyers Notes

- This is one product category where buyer education is paramount. All staff members using this product should know its clinical characteristics and cautions. Choosing the proper moving surface also is critical from the start.
- If the product isn't easy to use, there might be no sense in saving a few dollars with a particular model. Certain configurations and perimeters are designed to reduce the risk of a resident falling off this type of product. Keep potential liability issues in mind when shopping.
- Because these are reusable products, be sure to have clinical staff devise a thorough infection control plan for switchovers.
- Should you rent or buy? This is wholly dependent on the operator's circumstances and needs. Compare prices, coverages and service clauses involved.

"Test not only for patient satisfaction, but also comfort and safety concerns. If I put my knee in the middle of it and can feel the frame, that's not good. You also want to know if the patient is at a fall risk if they sit on the edge of it."

— **Misty Thomas, RN, BSN, VP of Clinical Operations, EmpRes Healthcare Management, Vancouver, WA**

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

Sources: Direct Supply, Drive DeVilbiss, Invacare, Med-Mizer

**For a list of vendors go to the:
RESIDENT CARE section,
pages 107, 116-118, 125-126**