

Personal emergency response systems

Snapshot

Pricing based on number of people to protect:

Will vary, depending on coverage area desired, technology chosen and number of units used.

Average price per resident per year:

Start-up pricing could run about \$350, up to several times that. Facilities also often pass through monthly charges to users, depending on the facility.

Pricing Trends

2012-2013: Flat to +4%

2013-2014: +1% to +2%

2014-2015: +2%

Typical delivery time: Around 2 weeks

Typical delivery charges: Often included in the sales price

Average life span of product: 7 to 10 years

Power sources: Battery, electric

Installation: Often performed by a certified technician, installment sometimes can be performed by "handy" staff members.

Average maintenance cost per year:
Occasional monitor loss, battery replacements

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

Sources: CISCOR, Cornell, Crest Healthcare Supply, LogicMark, Philips, Response Care, RF Technologies, SafetyCare Technologies, Stanley Healthcare Solutions



Photo: RF Technologies

FROM THE FRONT LINES:

"See what companies will work with you, and if a company is willing to make you a test site. These products improve only if we let vendors know what we want. Some pendants can be cumbersome and big."

Rachel Hodesh, Director of Independent and Assisted Living, Cedar Village Retirement Community, Mason, OH

Buyer Notes

- Determine up front if the unit is waterproof. This is important because most falls occur in the bathroom or shower.
- Ascertain whether the vendor/supplier supports its system with a 24/7 call center that is staffed by trained employees specializing in senior care.
- Assess how wireless systems or other technologies could affect the facility's existing technology infrastructure.
- Check into apps and other available devices.

**For a list of vendors go to the:
SAFETY & SECURITY section, pages 186-189**