

# Fall prevention

## Snapshot

### Pricing based on number of people to protect:

Varies by vendor, product and service agreement.

### Average price per resident per year:

Varies widely, depending on how much technology you integrate and the quality of equipment. Can run from about \$150 to more than \$500 annually to equip a resident.

## Pricing Trends

2007-2008: Flat to +2%

2008-2009: Flat

2009-2010: Flat to +2%

**Typical delivery time:** Overnight to about 2 weeks

**Typical delivery charges:** UPS or freight, often included in price

**Average life span of product:** Control units average 5 to 10 years. Sensor pads can last from a week to a year.

**Power source:** Electricity or battery

**Installation:** Facility staff take care of the installation of many products, while trained technicians might be needed for complicated integration processes.

**Average maintenance cost per year:** Battery and sensor pad replacements

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

*Sources: Stanley Healthcare Solutions, RF Technologies, Direct Supply, Crest Healthcare, Cord-Mate, AliMed*



Photo: Stanley Healthcare Solutions

## FROM THE FRONT LINES:

"Get a variety of devices. You need to individualize what you use. A lot depends on a resident's cognitive ability. You may have to be able to move the device to where a resident can't see it."

Jackie Smith, Assistant DON, South Haven Health and Rehab Center, Montgomery, AL

## Buyer Notes

- The trend has been to move away from alarms that make loud sounds in an effort to create and maintain a more "homelike" environment. Also desirable are alarms that can patch into your nurse-call system's pager or video display system.
- Fall monitors are only tools, vendors remind. The implementation is up to the provider and its vendor partner. The latter should be able to integrate the technology into other programs, and provide training to ensure staff members know how to use the equipment properly.
- Remember: You'll want a falls monitoring system to record events during a resident's initial 72-hour evaluation at your facility. It can help predict movement patterns and begins a factual record to build a care plan.

**For a list of vendors go to the:  
RESIDENT CARE section, pages 155-156  
SAFETY & SECURITY section, pages 182-183**