



Photo: Philips

## Fall management

### Snapshot

**Pricing based on number of people to protect:**  
Varies by product, vendor and service terms.

**Average price per resident per year:**  
Depending on the system, initial costs could range from about \$50 to 10 or 15 times as much. Some systems are priced closer to \$2,000.

Pricing Trends	2014-2015: +2%	2015-2016: +2%	2016-2017: +3%
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**Typical delivery time:** Overnight shipping available for some items; others up to 8 weeks

**Typical delivery charges:**  
Regular shipping/mail

**Average life span of product:**  
30 days for pads but up to 10 years for others

**Power source:**  
Battery and hardwired

**Installation:**  
Staff members can usually handle it themselves.

**Average maintenance costs per year:**  
Depending on pad quality, you might change them at 3 or 5 times per year. Lifespans of batteries and other items should be checked with vendors.

### Buyers Notes

- Know what you really need for your resident population before inquiring with vendors; more than ever, a lot of alternatives are being employed, such as special pads and lower beds.
- Assess each resident to learn what he or she is comfortable with. If they won't use the technology, it's useless.
- Investigate how any new equipment will integrate with existing resident safety systems. Will alarms/alerts be compatible?

*"I like the kind where you can record different family members' voices [to have residents sit]. Especially with a dementia resident, [for] their whole life alarms meant to get out and run, like [for] a fire alarm or tornado."*

— **Emily Dykstra, LNHA, MBA, BSN, Administrator, Regency Care of Sterling, Sterling, IL**

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

**Sources:** Biodex, EarlySense, J. Brasch Company, Philips Lifeline, RF Technologies, Stanley Healthcare Solutions, Status Solutions.

**For a list of vendors go to the:  
RESIDENT CARE section, page 145  
SAFETY & SECURITY section, pages 170-172**