



Photo: RF Technologies

Personal emergency response systems

Snapshot

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

Average price per resident per year:
Depending on system, could range from less than \$75 to about \$650, with some systems closer to \$2,000.

Pricing Trends	2014-2015: +2%	2015-2016: Flat to +3%	2016-2017: +2%
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Typical delivery time: About 2 weeks

Typical delivery charges:
Usually a part of the sales deal

Average life span of product:
Around 6 to 10 years

Power sources:
Battery, electric

Installation:
Most often requires a certified installer. But especially handy, tech-savvy employees might be able to perform a lot of tasks. Inquire.

Average maintenance costs per year:
Occasional monitor loss, as well as a continual supply of batteries are most common costs.

Buyers Notes

- HOW your staff members will be notified is critical with these systems. They've come a long way in recent years.
- Check about mobile apps in conjunction with this type of product. They're starting to come into play and can help classify what type of care might be needed, and how urgently, in addition to particular resident characteristics.
- Vendors stress: Make sure you're comparing similar systems.

"Check [test] the actual reception onsite. If you have a concrete block building, for example, it might be a problem. Sales reps will always say you'll be fine. It would be nice if the units were waterproof, too."

— **Kathy Bilske, Administrator, Hildegard Health Center, Ferdinand, IN**

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

Sources: Care Innovations, Cornell, Direct Supply, J. Brasch Company, Momentum Healthware, Philips, RF Technologies, STANLEY Healthcare Solutions

**For a list of vendors go to the:
SAFETY & SECURITY section,
page 175**