

Wandering management

Snapshot

Pricing based on number of people to protect:

Varies widely depending on technology employed, and services agreement.

Average price per resident per year:

These are customized projects for vendors. Costs quoted by door, building or campus.

Pricing Trends

2012-2013: Flat to + 2%

2013-2014: Flat to +1%

2014-2015: +2% to + 3%

Typical delivery time: A week, give or take. Add time for installation.

Typical delivery charges: Wrapped into sale price, or freight

Average life span of product: 9 to 15 years

Power sources: Battery and hardwired

Installation: Experienced staff members could work on this, though typically specialized installers are used.

Average maintenance cost per year:

Transmitter replacements can run \$75 to twice that much. Don't forget 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: Accutech, Crest Healthcare Supply, RF Technologies, Stanley Healthcare Solutions



Photo: Stanley Healthcare Solutions

FROM THE FRONT LINES:

“Get something that when you project out 10 years, that company will support that tech with parts and replacements. On all three of our older wander systems we had to go with another technology because ours were no longer supported. We want to switch systems because we want to upgrade, not because they don't want to support an older system anymore.”
Wayne Hardison, Engineer Administrator for Presbyterian Homes Management and Services, Roseville, MN

Buyer Notes

- Come with a game plan before asking any supplier or sales people to make suggestions. That way administrators have a plan, especially when getting more than one price quote. Vendors should offer new solutions, but also need to listen and investigate specific surroundings.
- Don't leave out any possible points of entry or exit that should be covered, but by the same token, don't overspend, experts caution. Many providers put in redundant systems, which can be good — but only to a point.
- Visit with other providers who already have a system. Often, nuances of a system come to light after the installation. And starting over completely isn't often an option.

**For a list of vendors go to the:
SAFETY & SECURITY section, pages 187-190**