

Fall management



Photo: EarlySense

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

2013-2014: +1% to +2%

2014-2015: +2%

2015-2016: +2%

Typical delivery time: From overnight up to about 2 weeks

Typical delivery charges: Basic shipping

Average life span of product: 30 days (some pads) up to 10 years for main components

Power source: Battery or electricity

Installation: Staff members can do most themselves

Average maintenance cost per year:

If using shorter-term pads, change-outs can be several times a year. Ask supplier about batteries and other elements' varied life spans.

(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,

FROM THE FRONT LINES:

“Find the product you like the most and buy it consistently. We’ve all seen the ‘boneyard’ — boxes of parts and various alarm pieces. You can’t mix and match. It’s better to not have as many moving parts. And have enough batteries — on hand, available and accessible to ALL staff. There’s nothing worse than having a good product and the batteries have gone south.”

Kathleen Dess. Administrator, Essex Meadows, Essex,CT

Buyer Notes

- You need to understand the people you’ll be protecting and serving. Not all challenges are the same, and many residents will deny having any issues at all.
- Make sure your system has some management accountability so you know staff are responding properly. Response times, for example, should always be measured.
- Less-invasive notification elements can come into play, from sconces replacing traditional call lights to using recordings of a resident’s child’s voice that tell the resident to sit back down if movement is detected.
- Some vendor partners will help you market your system to families, hospital discharge planners, physicians and others. Their brochures, letters and other marketing materials can really enhance your return on investment.

For a list of vendors go to the:

RESIDENT CARE section, pages 140-142

SAFETY & SECURITY section, pages 163-164