

Alternating-pressure mattresses

PURCHASING
REPORT

Snapshot

Highest priced unit:	\$2,775
Average priced unit:	\$1,250
Lowest priced unit:	\$990

Pricing Trends

2007-2008: -1% to +1%
2008-2009: Flat to +1%
2009-2010: Flat to -1%

Typical delivery time: About 3 to 5 days

Typical delivery charges: Freight, if not already folded into the terms of a high-volume deal. Sometimes negotiable.

Average life span of product: Generally 3 to 5 years

Standard warranty: 1 year, some offer 3 years

Extended warranty: Not typically available

Average maintenance cost per year:
Routine cleaning, minor parts upkeep

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

Source: *Therapeutic Support Surfaces, Span-America Medical Systems Inc., RecoverCare, Keen Mobility, Invacare Continuing Care Group, Gaymar, Encompass Therapeutic Support Systems, Direct Supply/Panacea, Blue Chip Medical Products*



Photo: RecoverCare

FROM THE FRONT LINES:

“Before purchasing, ask many questions, including: Will insurance pay for the device being considered? What other functions besides pressure relief might the mattress be asked to do? Is renting an option? Is a more consistent pressure or a more cyclic pressure most suitable for the resident?”

Terry King, Nutrition Services Administrator 2, New York State Veterans' Home at Oxford, Oxford, NY

Buyer Notes

- The trend is turning more toward renting units (as opposed to outright purchase), although the degree varies by region, several sources note.
- With more companies saturating the market with options, buyers need to know that intensified competition has brought vendors with widely differing levels of expertise. Research a purchase extensively and demand a lot from your vendor, some experts advise.
- There should be some sort of preventive maintenance promoted by your vendor, along with plentiful education materials. Although providers are demanding simpler controls, they still don't always use a given support surface appropriately to meet certain individuals' needs.

**For a list of vendors go to the:
RESIDENT CARE section, pages 146-147**