Fall prevention

Photo: Stanley Healthcare Solutions

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 $45 to $550 per year.

Pricing Trends
2010-2011: Flat to +2%
2011-2012: +1% to +3%
2012-2013: +2%

Typical delivery time: Can be as quick as overnight, or up to about 2 weeks

Typical delivery charges: UPS or freight

Average life span of product: 1 to 10 years

Power source: Electricity or battery

Installation: Staff members can install most systems.

Average maintenance cost per year:
Sensor pads and batteries are continuing costs. Ask vendor for reliable estimates, as systems will vary widely.

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

Sources: Crest Healthcare Supply, RF Technologies, Stanley Healthcare Solutions, Status Solutions

FROM THE FRONT LINES:
"Some alarms are contraindicated with pacemakers, which I didn't realize at first. Make sure any system you consider will not interfere with pacemakers or other devices like that. Also, be aware that some regulators are looking at some systems as restraints."
Mary Murray, Executive Director, Villa St. Joseph of Baden, Baden, PA

Buyer Notes

- Make an effort to try any system you're considering with an actual resident(s). Because the features on fall prevention systems can vary so much, you have to be sure that they will work for you, and in your surroundings. Also, some providers tend to "over buy" for the capabilities they want or really need.

- Ask how fall-detection and prevention devices can be integrated with your other resident safety systems. You should expect them to be able to interact in some meaningful way, now and in the future.

- If you don't see or hear about what you think you want in a fall prevention system, ask. The capabilities of some of them have expanded greatly, including some with expansive reporting capabilities you might be interested in.

For a list of vendors go to the:
RESIDENT CARE section, pages 152-155
SAFETY & SECURITY section, pages 176-177