

Alternating-pressure mattresses

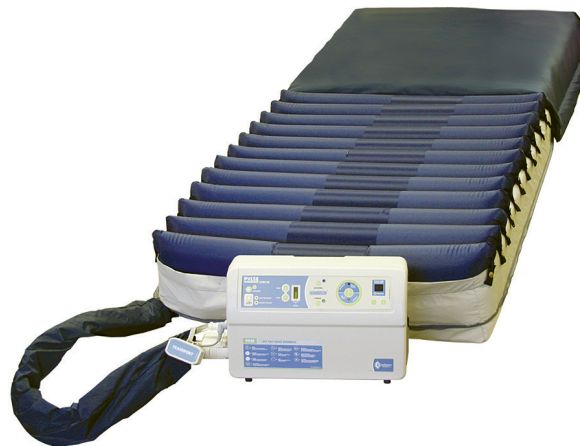


Photo: Sizewise

Snapshot

Highest priced unit:	\$2,720
Average priced unit:	\$1,620
Lowest priced unit:	\$716

Pricing Trends

2011-2012: Flat to +2%

2012-2013: + 3%

2013-2014: Flat to +3%

Typical delivery time: 3 to 7 days

Typical delivery charges: Cost of freight

Average life span of product: 3 to 10 years

Standard warranty: 1 to 5 years

Extended warranty: 5 years

Average maintenance cost per year: Less than \$50 to \$200

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

Sources: Alternating.com, Invacare, Moxi, NOA Medical, Primus, Sizewise, Wellsense MAP, WheelsUnlimited.com

FROM THE FRONT LINES:

“You might want to consider what type of redistribution support surface will meet the needs of the majority of residents in a facility, looking to provide the needed redistribution while also targeting residents who may have a skin alteration. It pays to look for research that provides supporting data on the benefits or outcomes tied to a given support surface.”

Deb Tenge, RN-BC, MS, CWCN, CFCN, DAPWA, LNHA, Wound Care Consultant, Signature HealthCARE

Buyer Notes

- Safety features to look for include a thin safety foam beneath air cells for protection in case of deflation and automatic “Max Inflate” shut-off.
- Technology is enabling pressure-activated microprocessors to keep the bed set to reduce pressure points.
- Many companies have rent-to-own programs, vendors note. The cost of ownership has never been lower, some say.
- Know the difference between true low air loss and alternating pressure products. True LAL increases the contact area and lowers pressure across the whole body. It is more common than alternating pressure in acute care, but clinicians disagree about whether it is truly more effective than traditional alternating pressure.

For a list of vendors go to the: RESIDENT CARE section, pages 153-154, 174-177, 184-185