

Fall prevention

Snapshot

Pricing based on number of people to protect:

Varies by vendor, product and service agreement

Average price per resident per year:

Varies widely, depending on how much technology you integrate. Can run from about \$100 to more than \$400 annually to equip a resident.

Pricing Trends

2006-2007: Flat to +2%

2007-2008: Flat to +2%

2009 projection: Flat

Typical delivery time:

Varies from overnight to about 2 weeks

Typical delivery charges:

Freight or UPS, often included in price

Average life span of product:

Control unit can last from 2 to 10 years. Sensor pads typically last only a few months, or less.

Power source: Electricity or battery

Installation: Facility staff can perform entire installation of many products. Others require trained technicians.

Average maintenance cost per year:

Battery and sensor pad replacements

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

Sources: Alert Care, Bed-Check, Colonial Medical Assisted Devices, Healthsense, IgeaCare Systems, Personal Safety Corporation, RF Technologies, Stanley-Senior Technologies



Photo: Stanley-Senior Technologies

FROM THE FRONT LINES:

“When you look for these, make sure they have a loud enough alarm to be heard by everyone, and that notification is immediate. Also, look for a well-built product. Some break more easily than others.”

Larry Slatky, Vice President, A. Holly Patterson Extended Care Facility, Uniondale, NY

Buyer Notes

- The competition in this segment will not allow much in the way of price increases, despite rising materials costs, one vendor noted. Therefore, expect suppliers to compete on warranty and service terms.
- A huge misperception for many buyers is thinking that the initial acquisition is the only significant cost factor; some systems don't last very long, and then there are always expected battery and sensor pad replacement costs.

**For a list of vendors go to the:
RESIDENT CARE section, pages 174
SAFETY & SECURITY section, pages 194-195**