

Nurse-call systems

Snapshot

Average price per resident room:
Varies from around \$300 to \$1,000

Pricing Trends

2006-2007: Flat to +2%
2007-2008: +2% to +3%
2009 projection: +3% to +5%

Typical delivery time:

Varies, from overnight to about 5 weeks

Typical delivery charges: Varies. Often included in installed price.

Average life span of product:
7 to 10 years

Installation: Many are 100% wireless, but more traditional systems require bulkier hard wiring

Average maintenance cost per year:
Approximately 10% of the overall system cost, with software updates likely the biggest added expense

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

Sources: Best Healthcare Communication, Cord-Mate, Digital Designs, Healthsense, HomeFree, Stanley-Senior Technologies



Photo: Stanley-Senior Technologies

FROM THE FRONT LINES:

“Always ask plenty of questions and compare (a product) to the incidents that you have had with your current resident population. Every system has weaknesses. The key is to select a system that is flexible and can be customized for your operation in order to provide resident safety and minimize your risk.”
Dion Schrack, Executive Administrator, St. Francis Manor, Grinnell, IA

Buyer Notes

- Most vendors are becoming increasingly sophisticated with their software. This is expected to keep prices moving upward.
- Expect to see more products offering the ability to collect data remotely, and the possibility of accessing the system through a variety of portals.
- Since the barrier to market entry remains low, carefully investigate suppliers and their ability to provide support in the future.

**For a list of vendors go to the:
SAFETY & SECURITY section, pages 195-197**