

Return On Investment (ROI) Outta Bed®

Examples of Benefits, Cost Savings and Cost Avoidance

This document is intended to demonstrate the value Outta Bed® can provide to it's users and those who recommend or implement it.

- ◆ The cost of falls has become a national concern so much so that congress passed the *Safety of Seniors Act of 2007* that the President signed it into law April 2008.
- ◆ The National Safety Council (nsc.org) has a Fall Prevention Quiz that shows "falls from bed are the second leading cause of fall deaths".
- ◆ March 2006 the FDA published the FDA Hospital Bed Safety Workgroup guidelines for entrapment reduction.

As you can see bed falls and bed safety are serious issues. Yet few enhancements have happened to address the problems. Products used in the past often create more risks than benefit so their use continues to decrease.

We will give you a few examples of how Outta Bed® can help you create a best practice program, significant savings to your client and enhanced mobility. The examples will also show how you can benefit from revenue enhancements through client/resident retention, caregiver safety, patient safety regulations and other compliance concerns.

Examples of cost savings and/or revenue enhancements: Fall Prevention, Entrapment Reduction, Restraint Reduction, Client/Resident Retention, and Home Safety, Reduced penalties and liabilities from poorly designed products and/or non-compliant non-medical products.

FALL PREVENTION NON-HOSPITAL SAVINGS

Problem:

- Serious public safety issue new legislation and a focus on fall prevention (*Safety of Seniors Act of 2007*).
- Average fall cost \$30k. (according to the CDC)

Situation:

- Resident at risk of falling needs to reduce physical stress and may be frail.
- Caregiver cannot lift or was injured lifting during a transfer, turning, in-bed placement etc.
- Resident has fallen and now has a fear of falling, needs stability and confidence.

- Fall Prevention programs offer limited use devices. Risk reduction/mobility devices for seniors and people with disabilities that are not intended for Fall Prevention and creates safety issues.
- Safety issues and regulations are not known or not understood i.e. restraint, entrapment. Lacking transparency that can create safety issues.
- Too much focus on product cost not enough on quality and efficacy.
- Focus on helping a high number of people without risk transparency.
- Lack of focus on quality of care and proper products designed for sustainable fall prevention.

Outta Bed® Solution:

- Multi-functional, design based on current risk knowledge and how that effects fall prevention efforts and home safety i.e. restraint, fall, entrapment risks.
- Changing user needs issues simple to complex: from a need to turn in bed to a full weight transfer.

Savings:

- Promotes task participation to reduce fall risk from weakness.
- Reduced caregiver time spent on weight bearing lifts, stabilizes user prior to gait,
- Resident retention for assisted living and other settings.
- Fall prevention, home safety program focus on bed safety since falls from bed are the second leading cause of fall death according to the National Safety Council (nsc.org).
- Risk reduction by using appropriate medical device for medical conditions.
- Easy to use, ergonomic: promotes use and sense of security via stability.
- High quality, easy to clean and sterilize, and multi-functional: multiple user needs and options.
- Reduced caregiver costs and strain. Improved well-being for all.
- Resident focus on prevention: Focus on benefits of prevention before accident happens. How user can benefit and reduce risk.



Better to pay for a quality tool than to pay the hospital or doctor co-payments due to a preventable injury.