

Drive DeVilbiss Healthcare



Alternating-pressure mattresses

Snapshot

Lowest priced unit: \$1,285 | **Mid-ranged price unit:** \$1,571 | **Highest priced unit:** \$3,553

Pricing Trends 2014-2015: Flat | 2015-2016: +1% to +2% | 2016-2017: Flat to +1%

Typical delivery time: As quick as same-day

Typical delivery charges:

Cost of freight, some vendors offer free shipping

Average life span of product:

3 to 5 years

Standard warranty:

1 to 3 years; extended warranty up to 15 years

Average maintenance costs per year: Figure in costs for new pumps.

Buyers Notes

- Consider working with a vendor who manufactures the mattresses themselves. This avoids training issues that can arise when vendors provide mattresses from multiple manufacturers.
- Look for a vendor that can provide clinical education services and up-to-date product and training literature. This is especially important in facilities with high nurse-aide turnover, where there's a "constant challenge" of new employees using the products, as one vendor put it.
- Have an infection control plan in mind for your new mattresses, taking into account how they'll be cleaned in between residents. This is crucial with the government's increased scrutiny of infection control measures.

"The investment is greater for mattresses, but we find we had better outcomes with reducing pressure ulcers after purchasing them. A new issue we're dealing with is side rails. The size of the mattress matters with that, since it could cause a gap.

— Stuart B. Almer, Administrator/CEO, Gurwin Jewish Nursing & Rehabilitation Center, Commack, NY

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

Sources: Drive DeVilbiss, Geriatric Medical, Hill-Rom, Joerns, Roscoe Medical

For a list of vendors go to the: RESIDENT CARE section, pages 139-140, 151-152, 160-162