



Prevent Trauma • Enhance Care • Reduce Risk



*Reducing the risk of pressure ulcers
and patient falls*

BodiTrak: Focusing on Prevention

Early Detection. Improved Patient Care. Reduced Costs.

Every year, billions of healthcare dollars are spent treating pressure ulcers and falls. Pressure ulcers (HAPUs) are one of the most common preventable conditions, affecting over 25 million patients annually. The cost of treating pressure ulcers is estimated at \$9.1 - \$11.6 billion.

Using BodiTrak to Make Informed Patient-Care Decisions

As a healthcare professional, you're responsible for making many tough choices. So we thought we'd give you an easy one: Choose BodiTrak Patient Sensing Systems to reduce the risk associated with pressure ulcers and patient falls.

BodiTrak (formerly FSA) has been the standard of care in the seating/wheelchair world for 25 years. We are proud to bring you this same innovative technology for your hospital beds and OR pads. BodiTrak is a cost-effective solution that can be the cornerstone of your pressure ulcer and fall prevention initiatives.

Using Real-Time Data to Improve Quality of Care and Patient Compliance While Reducing Costs

Pressure Ulcer Prevention and Intervention

- Real time visual display shows the caregiver exactly where high pressures exist and when they have been alleviated
- Customizable Turn indicator lets the caregiver or the patient know when it is time to reposition the patient
- Alerts caregiver when patient is at-risk due to high pressure over time and shear forces

Fall Prevention

- Monitors and alerts patient movement outside a defined safe zone, indicating an intent to exit the bed
- Early alert may allow caregiver time to get to the bedside before the patient exits the bed
- Adjustable alarm sensitivity by patient, movement and at edge of bed can reduce false alarms



the complications associated with them. Hospital-acquired pressure ulcers affect one million patients annually and costing healthcare providers an estimated

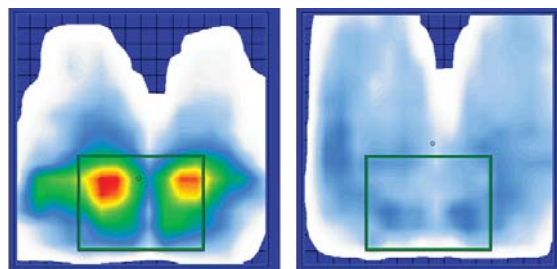
Innovative Technology

We'll help you find the answers to tough questions like:

Am I repositioning the patient effectively? Am I using the right support surface or cushion and is it adjusted and functioning properly to reduce the risk of HAPUs? Can I improve our risk prevention protocols?

- Patented, stretchable, Lycra sensing material that is elastic and preserves the immersion properties of the support surface or cushion
- HIPAA and HL7 Compliant for integration into electronic health records- system can automatically document when patient is repositioned
- Flexible viewing options: our portable systems can be used with a smart phone or tablet wirelessly, or at the bedside with optional monitor
- Data management- reports to help document care or need of higher acuity surface

Use BodiTrak as the cornerstone of your pressure ulcer and fall prevention initiatives



Before

After

Patented Stretch Sensors

The heart of our system technology is a sensor that is stretchable and breathable

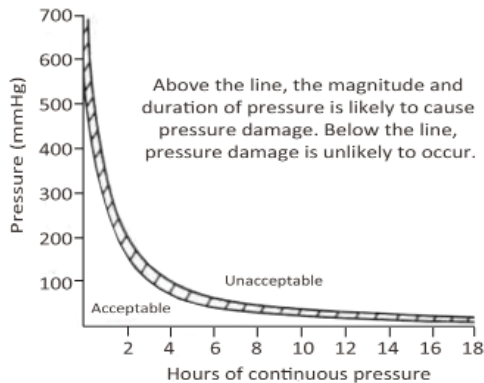
The BodiTrak uses our Smart Fabric that is a patented, four-way stretch material. Our Smart Fabric allows the patient to more fully immerse into the mattress and reduce the “hammocking effect” that can be experienced with more rigid materials.

- **Layer 1:** Alternating knit conductive and non-conductive columns
- **Layer 2:** Pressure-sensitive fabric, varies resistance with force
- **Layer 3:** Alternating knit conductive and non-conductive rows



Simply put: it costs more to treat wounds and fall related injuries than it does to prevent them.

Using the Reswick Rogers curve to Assess Effects of Pressure Over Time



The BodiTrak can help caregivers understand where the patient's skin may be most at-risk by highlighting where the skin may experience trauma due to pressure or shear forces.

The Risk tab of the BodiTrak software incorporates an algorithm based on the Reswick Rogers time/pressure curve.

The Risk tab illustrates the aggregate of time and pressure, helping caregivers focus their attention on where the patient is most at risk of developing a wound.

Sample Savings Based on 20-Bed Unit

Prevention Vs. Treatment

Pressure Ulcers

Assumptions: 20 bed unit, CMS patient (not reimbursed), cost of pressure ulcer care is \$43,000, current mean rate of incidence is 4.5%

- 7,300 patient days divided by 4.8 (the average LOS) = 1,520 individual patients
- 4.5% of patients develop a Hospital Acquired Pressure Ulcer (HAPU) = 68.4 patients from this unit will develop a HAPU
- 68.4 X \$43,180 = \$2,953,512 per year in HAPU cost
- Preventing 25% of these wounds would save the facility \$738,378*
- Cost of 20 BodiTrak bed systems would be \$50,000*

Annual savings: \$688,378*

Patient Falls

Assumptions: 20 bed unit, CMS patient (not reimbursed), cost of care for patient fall is \$17,124, current mean rate of incidence is 5.8%

- 7,300 patient days divided by 4.8 (the average LOS) = 1,520 individual patients
- 5.8% of patients experience a fall = 88 patients from this will experience a fall
- 88 X \$17,124 = \$1,507,000 per year in patient falls cost
- Cost of 20 BodiTrak bed systems would be \$50,000*
- Preventing 25% of these falls would save the facility \$376,700*
- Cost of 20 BodiTrak bed systems would be \$50,000*

Annual savings: \$326,700*

**Note: actual costs and savings may vary. This is a projected savings only.*



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