

Success Story

Quality and Patient Safety

A Short Take on Success

The Challenge

- Provide quality and safe care to patients on an increasingly restricted budget while meeting complex mandates and regulations
- Reduce bed rental expenditures

The Solution

- Purchase Hill-Rom's Fleet Demo Solution at Amerinet pricing
- Features of the Totalcare SpO2RT® Bed and Excel Care® ES Bariatric Bed help improve patient care and enhance patient safety outcomes

The Outcome

- Bed rental expenditure reduced by 83 percent
- New beds help address the growing issues associated with pressure ulcers, patient falls and nosocomial pneumonia

"With reimbursement regulations moving toward stringent guidelines for safety, we can take comfort in knowing the beds we purchased help to address the growing issues associated with pressure ulcers, patient falls and nosocomial pneumonia."

*Steven L. Nyberg
Director of Materials Management
Kennewick General Hospital*

Kennewick General Hospital Improves Patient Safety and Reduces Bed Rental Expenditures by 83 Percent



The Challenge

Located in southeastern Washington state, Kennewick General Hospital is faced with the same undertaking as many other small community hospitals throughout the country—providing state-of-the-art and safe care to patients while simultaneously meeting complex mandates and regulations imposed by agencies such as The Joint Commission, the Centers for Disease Control (CDC) and the Occupational Safety and Health Administration (OSHA). Rules from these regulatory agencies help to optimize patient safety, but the requirements can be overwhelming to small and medium-sized community hospitals with increasingly restricted budgets.

"We realized our rental agreement for bariatric and critical care beds was a high operating cost for our hospital to be spending," stated Steven Nyberg, director of Materials Management at Kennewick General Hospital. "And since we are a small community hospital, we needed a new solution to meet our budget and patients' needs."

The timing for change was perfect when a new Hill-Rom account rep, Sarah Harris, came on board and

met with Nyberg about the situation at Kennewick General Hospital in order to make positive changes.

"The Hill-Rom sales rep was very proactive in listening to our concerns, identifying the problems and developing a solution. Just after our first initial meeting, the dynamic of our relationship with this supplier changed dramatically—and all for the better," said Nyberg. "It was like a night and day difference."

The Solution

After noting Kennewick General Hospital was a member of Amerinet affiliate Health Resource Services (HRS), the Hill-Rom sales rep proposed that instead of renting beds the organization should purchase its Fleet Demo Solution at Amerinet pricing.

Hill-Rom's Fleet Demo Solution is its line of beds that are sent throughout the country for review and evaluation by facilities looking to make a capital purchase. After these beds have been shipped to several facilities, Hill-Rom sells the beds at a discounted price with warranty.

Part of the Fleet Demo Solution was Hill-Rom's line of Totalcare SpO2RT® Beds for critical care patients. Kennewick General Hospital purchased six of these beds because it could help its staff embrace the right protocols and technologies to improve patient care and enhance patient safety outcomes.

"Our nursing staff was particularly impressed with the weight-based pressure settings that automatically and continuously distribute the patient's weight on the surface," noted Nyberg. "And the Turn Assist feature helps turn patients, making it easier on our staff to perform linen changes and skin assessments, among other things."

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Features of the Totalcare SpO2RT® Beds for critical care patients:

- Weight-based pressure redistributed for prevention and treatment of pressure ulcers up to and including stage III/IV
- Continuous lateral rotation therapy for prevention and treatment of the complications associated with immobility
- Percussion/vibration therapy
- Advanced Microclimate™ technology for those patients who are experiencing moisture and comfort issues
- Opti-Rest
- Turn Assist
- X-ray sleeve

While not part of the Fleet Demo Solution, Kennewick General Hospital went ahead and purchased the Excel Care® ES Bariatric Bed at the Amerinet contract price. Bariatric patients are becoming an increasingly difficult issue for many hospitals to manage. Hill-Rom was able to design a bed that could care for this population and help make even the most routine tasks—pulling up in bed, turning, sitting, standing—easier for nursing staff and patients.

Features of the Excel Care® ES Bariatric Bed:

- Safely supports patients up to 1,000 pounds
- Expandable width surface offers side air bolster expansion, with both foam and air surface, from 40 to 50 inches for greater patient comfort and safety
- Adjustable length helps keeps patients from sliding down in bed
- Seat deflate for easier patient egress and ingress
- Trendelenburg and Reverse Trendelenburg for easier patient positioning

“The agreement that Hill-Rom arranged for us was a slam dunk! Our hospital does not have a huge capital expense budget, but the Fleet Demo Solution helped to make purchasing beds a reality,” said Nyberg. “Now we have the capability to better control our expenses on rental costs and can save those dollars for purchasing other products.”

The Outcome

As a result of purchasing Hill-Rom’s Fleet Demo Solution, Kennewick General Hospital’s rental expenditures decreased 83 percent, representing a tremendous savings to the hospital’s operating budget. And because of Amerinet contract pricing, the organization produced a return on investment in less than a year, and continues to this day.

In the end, Hill-Rom exemplified the pride they take in being a hospital bed manufacturer. They truly worked to develop the best strategy for Kennewick General Hospital and helped them find solutions for their patients. In addition, the supplier also provided the hospital with a comprehensive business review which included pricing and clinical data; a hospital assessment resulting in a bed-replacement plan for the entire facility; and two Progressive Mobility educational courses for the hospital’s ICU and critical care staff.

“With reimbursement regulations moving toward stringent guidelines for safety, we can take comfort in knowing the beds we purchased help to address the growing issues associated with pressure ulcers, patient falls and nosocomial pneumonia,” said Nyberg. “Hill-Rom truly went above and beyond to help solve our problems.”



Contact Summary

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About Amerinet Inc.

As a leading national healthcare solutions organization, Amerinet collaborates with acute and alternate care providers to create and deliver unique solutions through performance improvement resources, guidance and ongoing support. With better product standardization and utilization, new financial tools beyond contracting and alliances that help lower costs, raise revenue and champion quality, Amerinet enriches healthcare delivery for its members and the communities they serve. To learn more about how Amerinet can help you successfully navigate the future of healthcare reform, visit www.amerinet-gpo.com.

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Enhancing Outcomes for Patients and Their Caregivers.™

