

# Lopital Showering Solutions Cost Justification

## Back Injuries, from OSHA

- 25% of worker's compensation injuries are a result of patient handling
- The average cost of a back injury can **cost over \$10,000**
- Rarely do workers recover 100% from a back injury. It becomes a lifetime ailment

## C-Diff, from the Journal of Hospital Infection

- Incremental cost, US, \$2871 to \$4846
- Recurrent costs, US, \$13,655 to \$18,067

## Urinary Tract Infections (UTI's), from the CDC

- Uncomplicated UTI, \$200 - \$300
- If hospitalization is required, \$5700 to \$21,400

## Falls, from the Gerontologist

- Cost range from \$2034 to \$10,484
- Some falls result in death with the elderly

## Labor Savings with proper cleaning of shower chairs before application of disinfectant cleaner, approximately 1 minute minimum using Lopital Showering Solutions

- Typical 100 bed nursing home is giving approximately 30 showers per day
- That equates to 30 minutes per day, or 183 hours per year
- Average CNA is paid \$9.00 per hour
- *Total labor savings of \$1647 per year.*

## Metal construction vs. PVC

- Metal is a more durable material
- Metal construction typically has a lifetime 3-5 times that of PVC
- Lopital products are thoroughly tested to high standards. Most all PVC is NOT
- Often, end of product life with PVC takes place with resident in the chair

## Assumptions&Conclusions

- As evidenced above, Lopital equipment can be paid for with the reduction of just one of these incidents
- Lopital brings Safe Patient Handling to the hygiene areas

- Our height-adjustable and tilt-in-space chairs eliminate significant stress to the caregiver’s lumbar area when performing pericare
- Labor savings pay for a Tango first year and a Reflex inside of 4 years. Lopital has an expected product lifetime of 10 years
- The Front Locking Armrests (FLA) feature available on all our chairs (except bariatric) is an excellent tool for preventing falls
- The closed cell polyurethane material (blue) combined with the smooth support surfaces enhances the ease of cleaning.
- The standard construction of PVC creates environments (nooks and crannies) for bacterial growth. Especially the mesh material used so often for comfort
- If a product is easier to clean, we can say empirically, it will help prevent infection
- Infection Prevention is a focus point in the new Requirements of Participation, under the QAPI category
- If we are reducing the chance of infection, *we are improving the Quality of Care and Life*
- While most are anecdotal, these are common sense assumptions and conclusions to draw for what Lopital achieves compared to current solutions.

Lopital Showering Solutions have a 10-year life span. Here are the savings if we prevent one of each listed above over the course of 10 years:

Back injury	\$10,000
UTI, uncomplicated	\$200
UTI, hospitalization	\$5700
C-Diff, incremental	\$2871
C-Diff, recurrent	\$13,655
Fall	<u>\$2034</u>
TOTAL	\$34,460

Don’t forget labor savings

10 X \$1647	\$16470
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**TOTAL POSSIBLE SAVINGS OVER 10 YEARS** **\$50, 930**

Average selling price of a Lopital Reflex, \$6500