

MATTRESS DECONTAMINATION MONEY MATTERS: THE FINANCIAL ROI OF BED BARRIERS IN ACTION

*Did you know that your current approach to mattress decontamination is **dangerous** for patients & your bottom line?*

Beds & mattresses are typically a hospital's fifth largest capital investment, so the cost of following the status-quo is staggering. Current processes not only leave bacteria that can be transmitted from patient to patient but also reduce the life of mattresses & mattress skins.

While just the idea of change can seem challenging or expensive, adopting a new mattress decontamination approach with Trinity Guardion's Soteria Bed Barrier delivers substantial ROI in less than one year & continues to deliver value each year.

Trinity Guardion's expert team took over two years to build a comprehensive, customizable financial model to illustrate the ROI of choosing bed barriers over the status-quo. The model, which takes into account independent time studies, bed & mattress types, adherence to the manufacturer's instructions for use (MIFUs), rate of mattress failures, expected life of equipment, disinfectant dwell time & much more, breaks down the hard & soft cost savings of Soteria Bed Barriers.

THE 4 BIG IDEAS:

1

MIFU reprocessing costs are expensive, time-consuming & ineffective for *C. diff*.

2

Extending the life of mattresses has a profound impact on hospital budgets.

3

Reducing HAIs increases patient safety & improves your bottom line.

4

Trinity Guardion's Soteria Bed Barriers help hospitals keep patients safer & margins more manageable by reducing HAIs, reducing reprocessing costs & extending bed & mattress life.

WHAT TO KNOW ABOUT HARD COST SAVINGS

HOSPITALS HAVE MILLIONS INVESTED IN BEDS & MATTRESSES & BOTH ARE FAILING AT ALARMING RATES.

- Failures are being caused by non-MIFU compliant cleaning & disinfection processes.
- Failed mattresses fall short of reaching the expected life promised by manufacturers & must be replaced sooner.
- A recent mattress audit at a large academic medical center found 60% of 3-year-old mattresses needed to be replaced. The remaining 40% needed a new mattress skin.
- The same audit revealed that 93% of beds 4-years or older had widespread rusting.

HOSPITALS SPEND COUNTLESS HOURS & DOLLARS ON REPROCESSING BEDS & MATTRESSES.

- The time spent either on one-step processes or following complicated MIFUs is not time well spent.
- High labor costs, combined with disinfection processes that lack efficacy, contribute to a status-quo that is both expensive & ineffective.

MATTRESS AUDITS ARE REQUIRED BY MIFU & RECOMMENDED BY CDC/FDA

- Most hospitals do not have a mattress audit inspection process (for the interior & exterior).
- They pay the price in prematurely replacing mattresses & exposing patients to previous patients' bodily fluids.

SAMPLE ROI SHOWING HARD COST SAVINGS

200 BED HOSPITAL - 8,000 DISCHARGES

Total Bed and Mattress Investment \$1,282,166

HARD COST	STATUS QUO	SOTERIA
Reprocessing	① \$ 5,450	⑤ \$36,595
Mattress replacement	② \$ 73,195	⑥ \$43,677
Mattress skin replacement	③ \$ 43,237	-0-
Excess bed frame amortization	④ \$ 39,133	0
Total	\$161,015	\$80,272

ANNUAL SAVINGS (after amortization of purchase price)	\$67,578
LIFETIME SAVINGS	\$411,658
1X INVESTMENT	\$101,661

Costs Avoided: Additional Labor Cost to Follow MIFU	\$30,000
Mattress Interior Inspection	\$43,677

- ① Cost of 1-step process
- ② Annual cost of mattress amortization & premature replacement*
- ③ Annual cost of mattress skin replacement & premature replacement due to failure**
- ④ Premature replacement of bed frame due to widespread rust ***
- ⑤ Cost to use 1-step cleaning process + reprocessing cost of Soteria Bed Barrier
- ⑥ Annual mattress amortization cost

* Mattress core has expected life of 5-10 years
 ** Mattress skin has expected life of 1-3 years
 *** Bed frame has expected life of 10 years

WHAT TO KNOW ABOUT SOFT COST SAVINGS

200 BED HOSPITAL - 8,000 DISCHARGES

Total Bed and Mattress Investment \$1,282,166

HARD COST	STATUS QUO	SOTERIA
Reprocessing	\$ 5,450	\$ 36,595
Mattress replacement	\$ 73,195	\$ 43,677
Mattress skin replacement	\$ 43,237	-0-
Excess bed frame amortization	\$ 39,133	0
<i>C. diff</i> Cost	<u>\$596,160</u>	<u>\$298,080</u>
Total	\$757,165	\$378,352

ANNUAL HARD COST & HOCDI SAVINGS

\$365,658

LIFETIME HARD COST & HOCDI SAVINGS

\$2,306,679

Soft cost savings may not always show up on the income statement, but they matter more than ever in this era of fragile finances for hospitals & are very significant with Soteria Bed Barriers.

- These soft cost savings illustrate not only the high cost of *C. diff* patients but also the major impact of reducing *C. diff* by 50% or more with Soteria Bed Barriers.
- The sample ROI calculator shows the hard & soft cost savings based on a real-world example of a hospital with 36 HOCDI per year at a cost of \$15k per infection with a 20% readmission rate.

Are you wondering what the financial ROI of Trinity Guardion's Soteria Bed Barriers would look like for your organization? Let us show you a customized analysis of the **hard & soft cost savings that you can realize in just one year.**

Contact us at sales@trinityguardion.com to schedule a 20-min ROI review call.