



*Identify the risks.  
Stop it before it starts.*

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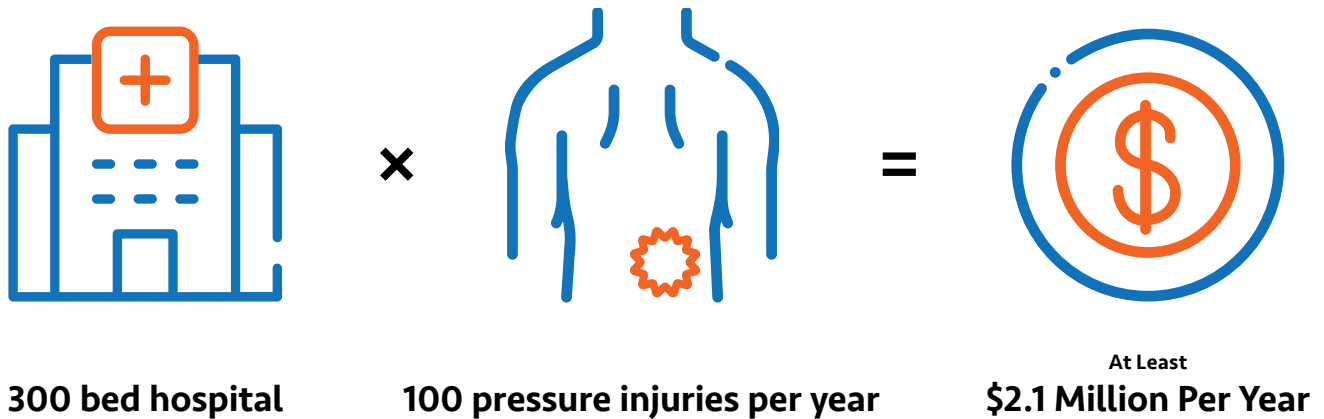
**Proactively protect patients at risk for pressure injuries with the affordable and simple WAFFLE® Overlay.**

## Adding Pressure to Your Bottom Line

As healthcare partners, our goals are clear: to deliver the best patient care while minimizing the risk of hospital-acquired conditions. This includes accounting for the specialty support surfaces among high-risk patient populations to avoid hospital-acquired pressure injuries (HAPIs) and other adverse events.

### Consider this example:

If the average 300-bed hospital has 100 HAPIs per year with **the lowest cost of treatment at \$20,900 per injury**, hospitals could be spending close to \$2.1 million per year treating pressure injuries. This cost of treatment increases when a patient is readmitted with a HAPI under the CMS penalty structure.<sup>1</sup>



Pressure injuries directly affect the revenue of hospitals through treatment costs, readmission penalties, patient costs and litigation.<sup>2</sup> Nearly 80% of hospitals receive some form of CMS penalty as a result of HAPIs.<sup>3</sup>

## Specialty Support Surface Rental Spend

Specialty support surface rentals are a practical option to meet a facility's immediate demand to minimize the risk of adverse events, such as hospital-acquired pressure injuries. However, the delivery of specialty support surfaces can take up to 4 hours,<sup>4</sup> placing patients at risk of pressure injuries.

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## Unlock the Power of Prevention

**Identify the Risks.**

**Stop it Before it Starts.**

A Magnet recognized facility in the North East found that investment in the EHOB® WAFFLE Overlay was highly cost-effective, “[the] **one-time cost of the overlay is less than daily bed rental**; for an average length of stay of 4 days, **the overlay provides an 82% cost savings per patient.**”<sup>4</sup>



**Effective and easily accessible pressure injury prevention solutions are key to achieve better patient outcomes.**

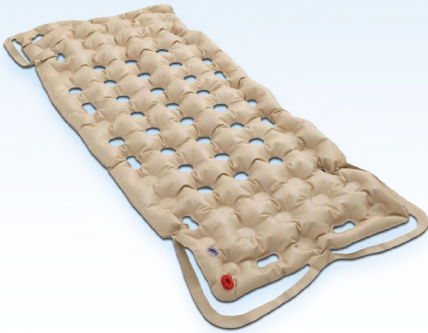
## Ordering Information

1004ECPX060

### **WAFFLE® Overlay 1004**

75" × 29" × 3.5"

600 lbs.



1005ECPX060

### **WAFFLE® Overlay 1005**

75" × 34" × 3.5"

600 lbs.

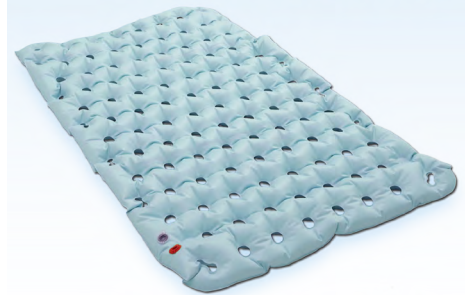


1076BMPX020

### **WAFFLE® Overlay 1076**

75" × 48" × 3.5"

800 lbs.



## References

1.) Preventing Pressure Ulcers in Hospitals- A Toolkit for Improving Quality of Care. Agency for Healthcare Research and Quality (2014). Retrieved from <https://www.ahrq.gov/sites/default/files/publications/files/putoolkit.pdf> 2.) 4 direct and indirect costs of pressure ulcers. Beckers Hospital Review. (2015). Retrieved from [https://www.beckershospitalreview.com/quality/4-direct-and-indirect-costs-of-pressure-ulcers.html?oly\\_enc\\_id=2782G122415612W](https://www.beckershospitalreview.com/quality/4-direct-and-indirect-costs-of-pressure-ulcers.html?oly_enc_id=2782G122415612W) <https://www.ors.od.nih.gov/sr/dohs/Documents/> 3.) Nickolas A. Vitale, L. F. A. C. H. E. (2021). Why investing in hospital-acquired pressure injury prevention technology makes financial sense. Healthcare Financial Management Association. 4.) Julie Warner and Alexandra Cherok. Pressure Injury Prevention: Exemplary Strategies Sustain Zero is Par for the Course. Poster session presented at: NERWOCN; 2018 Nov 2-4; Reading, PA.