



Raising the standards of Patient Safety

Fall Management Solutions

www.fallmanagement.co.uk

www.reptonmedical.co.uk



Welcome to Repton Medical

Our Focus: Fall Prevention solutions and Products to reduce numbers of people who fall & the rate of falls in hospital & community healthcare settings.

Posey History:

- **Specialise in Patient Safety & Fall Management Solutions**
- **Family company founded in 1937 Based in LA, California**
- **600 Healthcare Safety Products**
- **600 Staff world-wide**
- **Turnover in excess of \$60 Million USD worldwide**
- **Repton Medical UK Sole Distributor for Posey**



Falls – A major cause of disability and mortality for older people in the UK – which is on the increase due to an aging population.

Fall Management

- EXTENT OF PROBLEM:

According to Royal College of Physicians (2008):

- Falls affect approx. 60,000 people per year in the UK and result in up to 14,000 deaths.
- Everyday, 2,300 people will fall.
- 28-33% are 65 to 75 years old and 32-42% are over 75 years old.
- The National Patient Safety Agency (NPSA) found in an 800 bed acute hospital trust, there will be 24 falls every week, 1260 falls a year with increased costs to the NHS which may be prevented with patient safety measures put in place. Overall direct healthcare costs to the NHS is around £15m a year (£92,000) for an 800 bed acute hospital trust)



Emerging Issues:

Aging Population / Rising Costs of Litigation

> 50% of people will be > 60 years in 10 years

Fall Management

Key Focus UK- NHS High Impact Actions

To demonstrate a year on year reduction in no of falls sustained by older people in NHS provided care

Similarly: Key focus US – Joint Commission- National Patient Safety Goals

In Acute and Long Term Care, reduce the risk of patient/resident harm resulting from falls

Fall's – The size of the Problem in the UK

- **The National Patient Safety Agency (NPSA) reported that (in 2009)**
 - **152,000 Falls in Acute hospitals**
 - **26,000 Falls in Mental Health Trusts**
 - **28,000 Falls in Community Hospitals**

Victims of Falls over age 65, occupy hospital beds for a total of more than 4 Million days a year in England costing over £2bn annually

Fall's – The size of the Problem in the UK

- **Annual Healthcare costs for Treating Falls in England & Wales Excess of £15m per year**
- **Hip Fractures most common reason elderly end up in hospital, around 76,000 cases every year. Costing the NHS £1.4bn to treat. This figure doubles with social care.**

Intrinsic Risk Factors

(Gillespie et al 2009)

30% Of People aged 65 or over fall each year.

- **Age great than 65years – on the increase due to an aging population**
- **Patient/ Resident who take four or more prescription drugs**
- **Gait or balance deficits/ Medical Conditions**
- **Reduced visual acuity**
- **Loss of hearing neuropathy, functional impairment**
- **Changes in Mental status**
- **History of Falling**

Extrinsic Risk Factors

(Gillespie et al 2009)

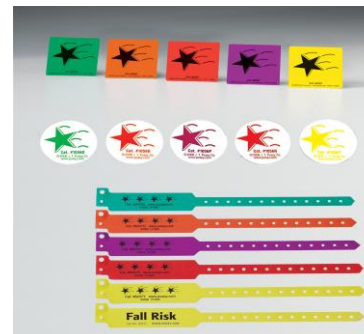
- **Poor communication between staff, (Patient/Resident & Family)**
- **Environmental factors, tables, beds, chairs, incorrectly positioned, poor lighting, slippery floors, uneven surfaces**
- **Poor staff training & education**
- **Incorrect footwear/clothing**
- **Inappropriate Walking aids/devices**

Our Focus: Future Direction

- **NHS have an objective to demonstrate a year on year reduction in the N° of falls sustained by older people in NHS Provided Care**
- **Develop educational plans to integrate Nursing, Staff, Patients & their Families.**
- **Increase awareness of high Fall risk patients & residents.**

Posey Fall Management Kits:

- Non Intrusive Colour Coded for easy identification of a high fall risk patient/resident
- Discretely identifies a high risk fall patient.
- Provides comfort and warmth.
- Can be used in bed or chair or when moving around on wards
- **Posey Fall Management**
 - * Non-skid footwear
 - Soft Terry Cloth. Latex Free.
 - Grip on top and bottom.
 - Mesh band on large socks, comfortably fits swollen ankles and calves



Non-skid Footwear

Posey Quick Dry Slippers

- Soft mesh slippers for use in shower area's, aquatic Rehabilitation pool area's or on any Floors of any texture
- Stretchable Material, ideal for hospitals, home care of long term care.
- Non-Skid protection against Falls when dry Do not hold water – dry quickly when wet
- Soft Terry Towelling for patient/resident requiring non-skid foot wear to help prevent falls.



Alarms & Sensors, Floor Cushions

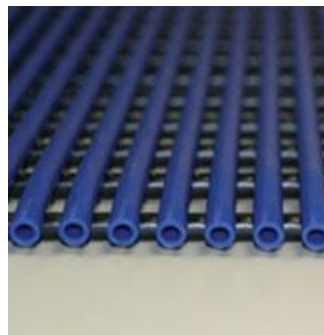
- **Posey Floor Cushions**

- * Helps reduce impact forces by up to 85%.
- * Whip clean vinyl cover.
- * Non-skid bottom.



- **Alarms – Posey Sitter Elite Fall Monitor**

- * For monitoring of patient/residents with either sensor pads or optional cord and magnet. The Posey alarm will work with any Posey Sensor: bed, chair, mat or belt.



- **Mats for Bath/Showers**

- * Helps to absorb up to 92% of impact from a fall.

Protective Clothing Inner & Outer Wear

- **Posey Hipsters (inner-wear)**

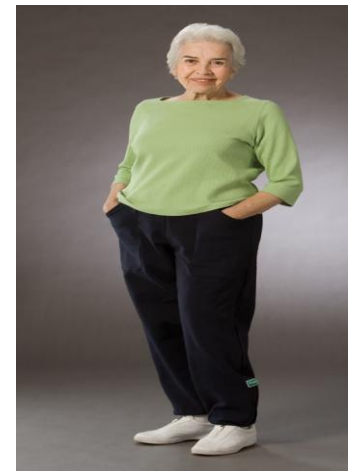
- * Men's & Woman's community Hipsters.
- * Designed to mirror men's/women's regular underwear.
- * With removable pads.



- **Posey Outerwear**

- Sweatpants
- Hipster shorts

Sweatpants and shorts feature high durability padding to provide added comfort and warmth (with removable pads)



Bed Safety:

- **Posey Defined Perimeter Mattress Covers**

Indications: Patients prone to unassisted bed exit and/or falling out of bed.

* **Helps promote a safe bed environment without the need for bed side rails.**



- **Posey Rigid Gap Protectors**

• **Indications:** Patients at risk for bed entrapment, patients prone to unassisted bed exit.

• **Solid Backed, padded protectors help fill the gap between split side rails.**



- **Posey Soft Rails**

• **Indications:** Patients prone to unassisted bed exit and/or falling out of bed.

• **Side rail alternative to help protect lucid patients from falling out of bed.**



Bed Safety:

- **Posey Side Rail Wedges**

Indications: Patients prone to unassisted bed exit and/or falling out of bed.

- * Helps provide protection around the complete bed perimeter and helps close the gap between the mattress and frame/side rails.



- **Posey Padded Side Rail Covers**

Indications: Patients at risk for bed entrapment and/or injury.

- * Helps protect patients from side rail injuries and side rail entrapment.



- **Posey Horseshoe Wedges**

Indications: Patients at risk for bed entrapment and/or injury, patient prone to unassisted bed exit.

- * Helps protect patients from entrapment from between the mattress and the headboard and/or footboard, and between the mattress and the ends of the side rails.



What we Provide:

- Web >> www.reptonmedical.co.uk www.Posey.com
www.fallmanagement.co.uk
- Posters >> For both Nursing Staff Patients
+ catalogues
- Videos >> Clinical Support for Doctors, Nurses,
+ Dvd Healthcare Providers
- Manuals >> Support Literature / Clinical Trial Evidence
- Literature >> For Clinical Support
- **Talks and Seminars** on healthcare Prevention Strategies
& Patient Safety Solutions

Support:



Repton Medical Ltd

Sole Distributor

- UK agent for "Posey"
- Family company based in Yorkshire

Available for:- Posey continuing education programmes include a DVD and Workbook, making them appropriate for classroom or self directed study.

Services we provide...

- Product Specialists
- Technical Services
- Customer Services
- Marketing and Literature Co-ordination