SUPPLY CHAIN INSIGHTS WELLCARE EDITION



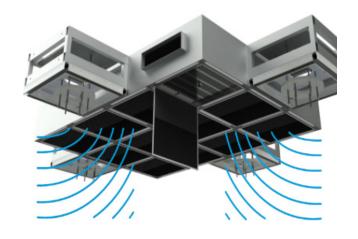


HEALTHCARE PROCEDURE SUITES

Surgical procedures are successful, in part, due to the ability to prevent infections. Healthcare professionals achieve this by using good technique, modern pharmaceuticals, and sterile environments. A widely accepted way to keep a surgical site free of contaminants during a procedures is the use of a laminar air flow system. The laminar air flow system bathes the patient in a curtain of air to prevent germs and viruses from getting to the surgical site.

Operating room laminar air flow systems have been traditionally stick built. The stick built laminar air flow versions often congest the above ceiling plenum with the necessary isolation duct work and controls. Along with medical gas lines, structural supports, lights and electrical/data lines, the installation of a surgical suite is a challenge. Plus, if a reconfiguration of the ceiling is required, the demolition and rebuild takes a valuable healthcare asset out of operation for weeks.

To address this problem, medical equipment companies have developed systems utilizing integrated structural boom/light supports and room lighting to simultaneously route medical gas/electrical/data lines and laminar airflow systems through the plenum. This method simplifies installation, speeds up the construction process, and allows for post-construction reconfiguration that will last for days, not weeks.



Manufacturers are producing products that eliminate the need for on-site welding and minimize labor costs for HVAC, medical gases and other utilities. Structural components are integrated with air delivery and room lighting. In addition, the laminar air flow systems are compatible with varying makes of lights and booms needed for the procedure room and service.

Prefabricated laminar air flow manufactures are more economical than a traditional stick built system. These prefab units are installed about 20% faster than a stick-built product resulting in significant labor savings.

SourceBlue's financial comparison between the cost of a stick built laminar air flow system and modular laminar flow systems found depending on location, installation is about 20-30% less that the traditional stick built laminar air flow system.

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HOSPITAL BEDS

Hospital beds, like all other pieces of technology, have evolved and are continuing to evolve over time. Today's hospital beds use advanced materials to promote skin health, improve respiratory function, assure patient safety, improve patient comfort, and some are motorized for a nurse to move a bed by themselves. These beds have kept up patient expectations for communication not only with the nursing staff, but assist patients in keeping their cell phones operating during a hospital stay. This article will highlight the four most common beds used by hospitals today: Medical/Surgical, ICU, Labor & Delivery, and Bariatric.



Medical/Surgical beds are the most common type of bed used in acute care facilities. These beds are typically 44" wide to allow a bed to be moved through a 4'0" door, and include safety rails, connection capabilities with headwall, adjust head and knees. Some beds have alarms to notify the nursing staff if a patient attempts to get out of bed without assistance. The price range is \$4,000 to approximately \$35,600.



ICU beds are designed to allow care for extremely ill or injured patients. These beds typically have advanced features like attaining chair or Trendelenburg positions, rotating the patient from side to side to promote respiratory and skin health, built in scales to weigh a patient. The price range is \$4,500 to \$51,000



Bariatric beds are made specifically to accommodate larger and heavier patients. These beds are wider than standard medical/surgical beds, which allows for more comfort and dignity for the patients. These beds are able to handle patients weighing up to 750 pounds or more and have the same features as the standard medical/surgical beds. The price range is \$6,000 to \$70,000.



Labor & Delivery beds or birthing beds are designed support a woman's body during labor as well as gynecological procedures related to birthing process. The price range is \$19,000 to \$42,000.

Although there are many companies that produce hospital beds, the key to optimal care is understanding of the features/ accessories desired by both patients and care givers.

SUBJECT MATTER EXPERTS

If you have questions or an interest in these products, please feel free to contact Andy Vezos or Mark Johnson for additional information



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