



# CASE STUDY

## SOLARIS SENIOR LIVING NAPLES, FL

DARRIN BROOKS, MS, PTA DIRECTOR OF REHABILITATION

How one long term care and assisted living facility reduced their pressure injury incidence and increased patient care, thus saving time and money, by switching to Vicair® cushions



### FACILITY STATS



Skilled Nursing  
Facility Residents:

**57 Residents**

Assistive Living Facility  
Dementia Residents:

**28 Residents**

Number of Residents w/  
Pressure Injury Incidence:

**8 Residents**



**7 Therapists**

**1 Wound Nurse**

**10 Staff Nurses**



**5 Hours** Time Spent Maintaining Products (per week)

## PRESSURE INJURY STATS

### PRESSURE INJURY INCIDENCE

# 2.5 MILLION

pressure injuries each year in the U.S.

(Reddy et al, 2006)



### PRESSURE INJURY COST



# \$43,180

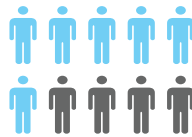
average cost to treat a pressure injury.

(Armstrong et al, 2008)

# 60,000

deaths from pressure injury complications  
each year.

(Dorner et al, 2009)



# 87%

of verdicts and settlements against LTC  
facilities are awarded to the plaintiff

(Voss et al, 2005)

# 13.2%

of new nursing home patients develop a new  
pressure injury in the first year.

(Brandeis et al, 1990)



# \$13.5 MILLION

average award in lawsuit cases involving  
pressure injuries.

(Hahn et al, 2002)

## THE PROBLEM

"In the sub-acute setting, **inappropriate seating** is the cause of **many problems** that ultimately result in poor quality of life as well as concomitant **medical issues** and misfortunes for the patient. Additionally, the staff spends hours maintaining and checking products on a weekly basis taking time away that could be spent on patient care."

- DARRIN BROOKS, MS, PTA DIRECTOR OF REHABILITATION



# 9%

Residents with  
Pressure Injury  
Incidence



# 5 Hours

Spent adjusting air  
bladders, and finding  
& repairing punctures  
to air bladders

## THE SOLUTION

"We introduced the Vicair® product to a group of residents as my standard offering in an attempt to save money in staff maintenance time, reduce pressure injury incidence, and ultimately build our facilities reputation as a quality facility when it comes to patient care."

**- DARRIN BROOKS, MS, PTA DIRECTOR OF REHABILITATION**

### 1 Adjuster®

- Immersion style air cushion to allow deep immersion of bony prominences for pressure relief
  - Low maintenance; ready to use out of the box.
- Front leg chambers can accommodate for seat-to-floor height or leg length discrepancy.
  - Rear chambers allow for deep immersion of bony prominences to relieve peak pressures on the ITs, sacrum and coccyx.
  - Rear chambers can have cells added or removed to accommodate for pelvic obliquities.
  - Medial band can act as an anti-thrust to reduce forward migration of the pelvis, decreasing peak pressures from the ITs, sacrum and coccyx.

### 2 Vector® :

- Immersion style air cushion to allow deep immersion of bony prominences for pressure relief
  - Low maintenance; ready to use out of the box.
- Rear lateral chambers act as tapered adductors, loading the trochanters which takes pressure off the ITs.
  - Lateral chambers act as adductors, promoting LE alignment by minimizing abduction.
  - Rear middle chamber minimizes pressure in the coccygeal/ischial zone.
  - Medial abductor minimizes LE adduction, keeping knees apart for LE alignment.

### 1 Adjuster®



### 2 Vector®



## THE OUTCOME

"After introducing Vicair cushions into our facility, I've noticed that the Vicair® cushions last so much longer saving my time and budget. The nursing staff could quickly see the comfort, pressure relieving ability, and versatility of the Vicair® cushions. The RN unit manager for ALF was noticing the residents who had developed a pressure injury on their regular cushion, quickly healed up once they were switched to a Vicair®. At that point we started a very informal observation study of pressure injury incidence with and without a Vicair® cushion.



**1%**

**Residents with  
Pressure Injury  
Incidence**



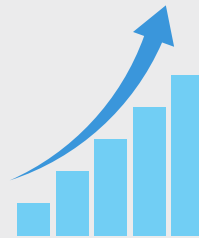
**10 Minutes**

**Spent checking Vicair®  
cushions**



**DECREASED  
COST**

**Of hourly nursing rate,  
medication cost, and  
treatment supplies**



**INCREASED  
PATIENT CARE**

**Better quality of life and  
happier residents**

We then put all patients with pressure injuries on Vicair® cushions. In every case, the patient loved the comfort of the cushion and the therapist loved the ability to individually customize the cushions to each patient.

The switch to Vicair® cushions helped our bottom line. Even though there was an initial investment, the nursing hourly rate, medication cost, and treatment supply cost all went down due to fewer pressure injuries. Also the fewer injuries there are to treat, the more time the nursing staff can spend on patient care.

All administrators know how much time, effort, and cost just one acquired pressure injury adds to the care of a patient. Not to mention the hit an acquired pressure injury causes when it has to be reported to ACHA, put on to a IDT Care Plan and IDT Risk Management report, and wound rounds."

**- DARRIN BROOKS, MS, PTA DIRECTOR OF REHABILITATION**

## FINAL THOUGHTS

"Never in my 30+ years of experience have I seen the difference that one type of cushion can have on so many aspects of the patient and staff well being. I cannot recommend Comfort Company's Vicair® cushions and all of their products highly enough. They are a company that I am grateful to depend on for the needs of my patients. I have personally experienced their commitment to the well being of the patient beyond just making a sale. They make my patients happy and when the patient is happy, everyone is happy."

- **DARRIN BROOKS, MS, PTA DIRECTOR OF REHABILITATION**

## TESTIMONIAL

"My Vicair® cushion is amazing. I've been an active paraplegic and Paralympic Athlete for decades, and this is the best all-around cushion I have ever used. Throughout my life, I've used air cushions for health and comfort. The problem with most air cushions is they constantly leak air, change pressure with altitude, are not stable given my limited abdominal muscles, and seem to pop every time one of my friends jumps in my chair to play around. In looking for stability and durability, I tried several foam cushions that were not comfortable, and I was starting to develop skin breakdown. The Versa™ X addresses all of these issues because it's a perfect combination of air and foam. I don't have to worry about it popping plus it's very lightweight. Thank you for making my daily life so much better!"

- **MIKE SCHLAPPI, SPEAKER, AUTHOR, GOLD MEDALIST**

## COMFORT COMPANY CONTACT

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