

Use of Self-Adjusting Technology (SAT)TM mattresses to help reduce a facility's use of Therapeutic Overlays

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Beth Israel Medical Center, Kings Highway is a 198-bed facility located in Brooklyn, NY. The facility began a new vendor relationship with KCI in June of 2001. At that time the facility's use of competitive Therapeutic Overlays was averaging approximately 22 units per day (660 units / month). Beth Israel wanted to reduce their use of overlays and asked KCI to assist them in reaching this goal.

After researching pressure-relief product options, Beth Israel, Kings Highway purchased 190 KCI AtmosAirTM 4000 SATTM mattresses for use in their med/surg units and an additional 8 AtmosAirTM 9000AR SATTM mattresses for use in the ICU units. The new AtmosAirTM mattresses were put into use in September 2001.

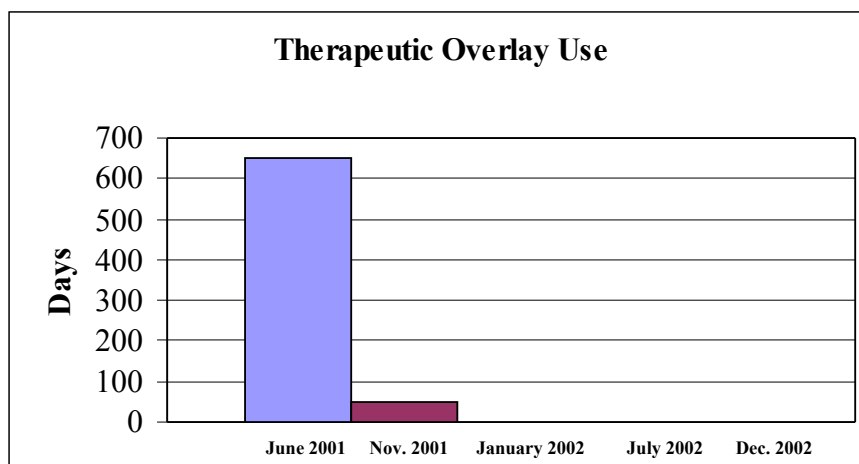
Results were immediately evident. During the period beginning October 1 through December 31, 2001 the facility averaged less than 1 unit per day (a total of only 42 days of overlay use were recorded). During the entire year of 2002, Beth Israel did not rent any Therapeutic Overlays.

In October 2002 nursing management, under the direction of Patricia Lekowski RN, Director of Patient Care, conducted a 1-year post implementation review and agreed that the purchase of AtmosAirTM mattresses was a clinical & financial success. They also made a point of praising the technical support provided by the KCI staff.

Conclusion:

After the purchase of AtmosAirTM mattresses with SATTM:

The Beth Israel-Kings Highway's use of Therapeutic Overlay rentals decreased to 0% during 2002 and the use of rental wound care overlays has been eliminated. Hospital management is very satisfied with the performance of the AtmosAirTM mattress and Patricia Lekowski RN, Director of Patient Care has agreed to be available as a reference.



¹ Results represent that of one facility during a period of time. Individual results may vary.