



# **Western Health**

## **REVIEW OF PRESSURE INJURY PREVENTION EQUIPMENT**

**March 2016**



## Section 1

# PEGASUS HEALTHCARE PRODUCTS

# Pegasus Healthcare Product Range

## Delivering Continuity of Care

**Pegasus Healthcare offers a complete range of products and services designed to deliver a comprehensive suite of Dynamic Pressure Mattress solutions providing continuity of care**

# Dynamic Pressure Mattress Recommendation

## Introducing the new Airflex Trio

**After an extensive review of the Pegasus Healthcare range of products we have designed the all new AirFlex Trio which we believe best meets the needs of Western Health**

- |                                     |  |
|-------------------------------------|--|
| <b>1</b> 3 Cell-cycle Technology    | <ul style="list-style-type: none"><li>✓ <b>Best in class 3 cell-cycle technology</b> which is clinically proven to maximise efficacy and superior patient outcomes</li><li>✓ <b>Rapid air cell deflation and cell-in cell technology</b> to stimulate healing, improve patient comfort and increase safety</li><li>✓ <b>Advanced solenoid technology</b> similar to that used in the higher specification Pegasus Healthcare range to ensure robust operation and high levels of reliability</li></ul> |
| <b>2</b> High design specifications | <ul style="list-style-type: none"><li>✓ <b>Designed around the principles of the market leading Pegasus Healthcare range.</b> The Pegasus Healthcare team has been integral in the design and specification of the entire AirFlex range</li><li>✓ <b>High levels of functionality</b> which includes features such as; full automatic adjustment, dual comfort and pressure settings, static and transport modes for increased levels of usability</li></ul>   |
| <b>3</b> Superior build quality     | <ul style="list-style-type: none"><li>✓ <b>Manufactured in the UK by Rober</b> with the reliability and robustness associated across all of the Pegasus Healthcare range of products</li><li>✓ <b>No compromise in the quality of materials</b> including Dartex © covers and [xxx] compressors, ensuring the highest level of build quality within the price bracket</li></ul>  |
| <b>4</b> Cost effective             | <ul style="list-style-type: none"><li>✓ <b>Optimised levels of quality of care versus cost</b> appropriate to deliver benefits in moderate to high risk patients at an affordable level of ownership and rental rates</li><li>✓ <b>Complimentary fit within the High risk and acute Pegasus Healthcare range to deliver the full spectrum of continuity of care for Western Health</b></li></ul>   |

# Dynamic Pressure Mattress Recommendation

## Airflex Trio technical specifications

Technical Specifications	
No. of cells	18
Mattress sizes	1880 x 880 x 200 mm (standard) 1880 x 800 x 200 mm (narrow)
Max patient weight	220 kg
Mattress material	Cells: Polyurethane Cover: Dartex © two-way stretch Poylurathane coated Nylon
Pump unit dimensions	400 x 160 x 250 mm
Mattress weight	9.2 kg
Pump weight	2.8 kg
Classification	Class B Medical Device / Class II
Mattress – flammability rating	Complies with BS7175 ignition source 0, 1 and 5
Power unit – flammability rating / ingress protection	UL 94 V-0 / IP 42
Power supply / power consumption	230V~ ± 10%, 50 / 60 Hz 20 W max

# Pressure Reducing Cushion Recommendation

## Pegasus Healthcare Moderate to High Risk Cushion

The [xxx] cushion is a high grade cushion for use within moderate to high risk patients and would deliver continuity of care across the broader Western Health Pressure injury prevention equipment strategy

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Blah	<ul style="list-style-type: none"><li>✓ Blah which is blah</li><li>✓ Complimentary fit within the Pegasus Healthcare range to deliver the full spectrum of continuity of care for Western Health</li></ul>



## Section 2

# PEGASUS HEALTHCARE SERVICES

# Pegasus Healthcare Services

**In addition to best in class products, Pegasus Healthcare has a range of services that can deliver significant value to Western Health**

1	Warranty	✓ <b>3-year warranty (all parts and labour) on all purchased products at <u>no additional cost</u></b> Value added service equates to the cost of any warranty repairs in year three which would otherwise be charged under the industry standard 2-year warranty
2	Education	✓ <b>Comprehensive ward and seminar based education and training delivered by Pegasus Healthcare to Participating Health Services <u>free of charge</u>.</b> Equivalent to one full time employee educator which equates to <b>\$100,000</b> per annum across participating Health Services
3	Consignment store	✓ <b>Immediate access to equipment for high-risk wards (e.g. ICU wards) through a consignment store managed remotely by Pegasus Healthcare <u>free of charge</u></b> <ul style="list-style-type: none"><li>• Immediate availability of air mattresses 24/7, resulting in the reduction and prevention of hospital acquired pressure ulcers in patients</li><li>• Capital cost saving of at least <b>\$100,000+</b> based on Western health's historical usage patterns</li><li>• Inventory ordering and management systems via Pegasus Healthcare's proprietary Visual Rental Manager OnLine (VRM OnLine)</li></ul>
4	Online Services	✓ <b>Access to Pegasus Healthcare's proprietary software (VRM OnLine and WebAuth) for all Pegasus Healthcare equipment rented <u>free of charge</u></b> Combined, these industry leading e-commerce platforms provide an end-to-end supply chain solution which increase efficiency and reduces operating costs in the following areas <ul style="list-style-type: none"><li>• <b>Administration</b> – increased efficiencies and the elimination of paperwork at the ward, finance, supply &amp; accounting levels</li><li>• <b>Tracking and equipment status reporting</b> – Prevention of rental over-spend and lost equipment at the ward level</li><li>• <b>Budgeting</b> – Easily available data in Excel and CSV formats for accurate and efficient budgeting of expenses at a finance level</li></ul>



# Pegasus Healthcare Valet Service

## NEW! Valet Service offering

### The Pegasus Healthcare Valet Service offers hospitals an efficient and cost effective alternative to 'in-house' management of hospital owned DPM equipment

- Pegasus Healthcare can offer a range of potential Valet Service options from basic infection control through to a comprehensive service covering all aspects of equipment management, including:
  - Infection control;
  - Repairs and maintenance;
  - Storage; and
  - Logistics.
- The Pegasus Healthcare Valet service would be designed with Western Health to deliver at a minimum
  - Full compliance with National Safety and Health Service Standards – Standard 3 (Infection Control) and Standard 8 (Preventing Pressure Injuries)
  - Improved patient outcomes and reduced levels of hospital acquired pressure injuries
  - Improved utilisation of equipment
  - **Lower total cost of ownership**
- All **owned and rented** DPM equipment would be managed through Pegasus Healthcare's propriety software, VRM OnLine and WebAuth, delivering efficiencies and benefits at greater scale than those already being achieved by Western Health on its rental fleet today
- Features of the Pegasus Healthcare Valet Service include:
  - Equipment collection, storage and delivery
  - Complete cleaning and decontamination services in accordance with national cleaning guidelines
  - Equipment ordering and real-time tracking via VRM OnLine
  - Individual cleaning certificate for auditing and identification purposes with online access to infection control and electrical testing records
  - Fully audited and documented service quality endorsed to ISO 9001 standards
  - Procurement workflow, authorisation controls and reporting via WebAuth

Pegasus Healthcare would be happy to discuss further the Valet Service that Western Health believes is most appropriate for its needs