

# Falls Intervention and Risk Management

Product Catalogue and Programme



**STAND  
FIRM**



# Elevate patient safety.

Help reduce falls with targeted solutions.

Some patients are at risk of falling. The challenge is identifying at-risk patients and keeping them safe, and on their feet. Medline has developed a solution for just that and offers a wide spectrum of **quality products and a unique falls management programme** to help drive best practices and reduce patient falls.

**Strengthen your falls management with smart solutions** designed to help elevate patient safety and improve patient care. From falls risk recognition to safety essentials, we have everything you need to empower your team.

And your bottom line.





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# Fight falls to protect your patients ...

35,848

Is the number of falls-related deaths in the EU per year (people aged 65 and older).<sup>1</sup>



Falls are more common than both strokes and heart attacks, and their consequences can be just as serious.<sup>2</sup>



83% of all inpatient falls in the UK occur in acute-care settings.<sup>3</sup>

65+

77% of all inpatient falls occur with patients 65 years or older.<sup>4</sup>



13,800 hip-fracture-related deaths occur per year in the UK.<sup>5</sup>



10% of patients who suffer a hip fracture will die within one month. 30% will die within a year.<sup>6</sup>

<sup>1</sup>Falls among Older Adults in the EU-28: Key Facts from the Available Statistics, report, EuroSafe, [www.eurosafe.eu.com/uploads/inline-files/POLICY BRIEFING 20\\_Facts on falls in older adults in EU.pdf](http://www.eurosafe.eu.com/uploads/inline-files/POLICY BRIEFING 20_Facts on falls in older adults in EU.pdf). <sup>2</sup>Active Ageing through Preventing Falls: 'Falls Prevention Is Everyone's Business' - Joint Declaration, report, 2015, [www.eunaapa.org/wp-content/uploads/2015/09/Joint-Declaration\\_Sept-2015.pdf](http://www.eunaapa.org/wp-content/uploads/2015/09/Joint-Declaration_Sept-2015.pdf). <sup>3</sup>The Incidence and Costs of Inpatient Falls in Hospitals July 2017, report, NHS Improvement, [https://improvement.nhs.uk/documents/1471/Falls\\_report\\_July2017.v2.pdf](https://improvement.nhs.uk/documents/1471/Falls_report_July2017.v2.pdf). <sup>4</sup>ibid. <sup>5</sup>'Facts about Falls,' Profound, <http://profound.eu.com/wp-content/uploads/2014/01/AgeUK-ID201144-Falls-Awareness-Facts-About-Falls-FINAL.pdf>. <sup>6</sup>'Hip Fracture in Adults NICE Quality Standard,' National Institute for Health Care Excellence, <https://www.nice.org.uk/guidance/QS16/documents/draft-quality-standard>.

# ... and your bottom line.

**€25 billion**

Estimated financial impact on the EU as a result of falls<sup>7</sup>

**£2.3 billion**

Cost of falls to the NHS per year<sup>9</sup>

**£3.9 million**

Estimated cost of falls for an 800-bed acute-care hospital<sup>10</sup>

**Patients over 65 who suffer falls**

87% of total medical costs in the UK<sup>11</sup>

**25%**

Potential reduction of falls costs by implementing falls prevention protocols and interventions

**€9,370**

Estimated cost per falls case in the Netherlands<sup>8</sup>

**€14,600**

Estimated cost per falls case in the Netherlands in the 85+ age group

**€1.5 – 2.3 billion**

Cost of falls in France per year<sup>12</sup>

<sup>7</sup>Active Ageing through Preventing Falls: 'Falls Prevention Is Everyone's Business' - Joint Declaration, report, 2015, [www.eunaapa.org/wp-content/uploads/2015/09/Joint-Declaration\\_Sept-2015.pdf](http://www.eunaapa.org/wp-content/uploads/2015/09/Joint-Declaration_Sept-2015.pdf). <sup>8</sup>Klaas A. Hartholt et al., 'Costs of Falls in an Ageing Population: A Nationwide Study from the Netherlands (2007–2009),' *Injury* 43, no. 7 (2012): doi:10.1016/j.injury.2012.03.033. <sup>9</sup>The Incidence and Costs of Inpatient Falls in Hospitals July 2017, report, NHS Improvement, [https://improvement.nhs.uk/documents/1471/Falls\\_report\\_July2017.v2.pdf](https://improvement.nhs.uk/documents/1471/Falls_report_July2017.v2.pdf). <sup>10</sup>ibid. <sup>11</sup>ibid. <sup>12</sup>Jean-Louis Demangeat et al., 'Mise En Place Dun Dispositif De Prévention Des Chutes Au Centre Hospitalier De Haguenau,' *Recherche En Soins Infirmiers* 99, no. 4 (2009): doi:10.3917/rsi.099.0026.



'Falls prevention must have a multifocal approach and not be communicated as another task to be done; instead, it needs to be communicated as a fundamental principle of patient care.'

— Martie Moore, Medline Chief Nursing Officer

# Fight falls with our proven products and powerful programme.

## Our Stand FIRM programme

Are you doing everything you can to protect your patients? The right products are critical to falls protection. But it's a complex issue that also demands additional support. That's why we've developed **Stand FIRM (Falls Intervention and Risk Management)**.

## Products

Medline Europe currently offers a selective portfolio of products designed to address specific risk factors for falls. In collaboration with our customers, we are continually assessing and evaluating meaningful products to add to our existing offering.

## Beyond products

Medline Europe is a committed partner in helping our customers prevent falls and reduce injuries from falls by providing practical tools and facilitating the sharing of best practices amongst clinicians.

## Q&A

**Q. Why aren't falls products enough to help protect patients from falls?**

**A.** Products are a complement to the foundation of any falls management programme. They are essential in creating a strong clinical programme that has been proven to help keep patients safe.

**Q. We already have a falls management programme. Why change?**

**A.** Stand FIRM was designed to complement and work alongside your existing programme. We want to empower your staff with meaningful products and practical tools in order to provide the highest level of falls management care and create lasting change.

**Q. How does Medline continue to support us with Stand FIRM?**

**A.** Stand FIRM is meant to be a long-term collaboration between your facility and Medline. We are continually working to enhance our product offering, collect relevant knowledge and facilitate the sharing of best practices.



# STAND FIRM



Falls Intervention  
& Risk Management



Ask your account manager for more information about how the Stand FIRM programme makes it easy for you to implement visual cueing.

# Visual cueing in falls management

Preventing falls is everyone's responsibility, but how can your staff participate in the fight against falls without knowing whom they should be looking out for?

Through visual cueing, nurses, healthcare assistants, porters, housekeepers and catering staff can all play an important role in reducing the number of patient falls.

As yellow is the most commonly used colour for identifying high-risk patients, Medline has developed an exclusive range of yellow falls prevention products to help you easily introduce visual cueing at your hospital.

Look for this icon throughout the catalogue as it indicates that a product is designed for use within a visual cueing protocol.





## Footwear

With their soft material and slip-resistant grippers, Medline slipper socks provide the perfect balance between comfort, stability and savings.

# Medline slipper socks are a simple intervention to help reduce the risk of falls.

## Double-Tread Slipper Socks

### Twofold traction and warmth

Ensure your patients have a pleasant hospital stay and are secure on their feet with our Double-Tread Slipper Socks.

- » **Double the tread** – The slip-resistant tread fused to the top and bottom provides a continuous grip for extra protection against falls.
- » **Twice the appeal** – The absorbent terry cloth interior helps keep feet dry and comfortable.
- » **Generous sizing** – A wide range of colour-coded sizes promotes easy identification, including a longer and wider bariatric size and two one-size-fits-most options.
- » **PPE certified** – Our small to one-size-fits-most slipper socks are PPE certified per the PPE regulation (EU) 2016/425.



SKU	NPC Code	Size	UK Size	Colour	CE	Packaging
MDTEDBTRDS	CVW041	Small	< 1	Red	Yes	48 pairs/case
MDTEDBTRDM	CVW042	Medium	1 – 3	Green	Yes	
MDTEDBTRDL	CVW043	Large	3 – 5	Blue	Yes	
MDTEDBTRDXL	CVW044	X-Large	5 – 9	Beige	Yes	
MDTEDBTRDXXL	CVW045	XX-Large	9 – 11	Grey	Yes	
MDTEFP218R*	CVW032	One size fits most	5 – 8	Red	Yes	
MDTE211218C	-	One size fits most, extra cuff	5 – 9	Red	Yes	
MDTEDBTRD3XL	CVW235	3XL/Bariatric	> 11	Dark grey	Yes	

\*Bestseller

# Single-Tread Slipper Socks

## Performance and savings

Enhance patient care while containing costs with our popular Single-Tread Slipper Socks.

- » **Slip-resistant tread** – The gripper treads fused to the sole provide traction to help prevent slips and falls.
- » **Economical comfort** – The soft terry cloth interior is cosy and absorbs perspiration.
- » **Colour-coded sizes** – A broad range of colour-coded sizes allows for easy identification, including a convenient one-size-fits-most option and two paediatric sizes.
- » **PPE certified** – Our small to one-size-fits-most slipper socks are PPE certified per the PPE regulation (EU) 2016/425.



SKU	NPC Code	Size	UK Size	Colour	CE	Packaging
MDTESGTRDI	CVW053	Infant		Yellow	No	48 pairs/case
MDTESGTRDT	CVW054	Toddler		Blue	No	
MDTESGTRDS	CVW028	Small	< 1	Red	Yes	
MDTESGTRDM	CVW029	Medium	1 – 3	Green	Yes	
MDTESGTRDL	CVW030	Large	3 – 5	Blue	Yes	
MDTESGTRDXL	CVW031	X-Large	5 – 9	Beige	Yes	
MDTESGTRDXXL	CVW059	XX-Large	9 – 11	Grey	Yes	
MDTESGTRDBI	CVW086	One size fits most	5 – 8	Blue	Yes	



## Falls Prevention Slipper Socks

### Clear identification of at-risk patients

Our brightly coloured Falls Prevention Slipper Socks help discreetly alert staff about patients who are at risk for falls or who require extra care.

- » **Double-sided grippers** – The slip-resistant tread fused to the top and bottom provides a continuous grip for extra protection against falls.
- » **Easy comfort** – The terry cloth interior helps feet stay dry and warm.
- » **Clearly sized** – Sizing is indicated on the slipper’s sole for easy identification by staff.
- » **PPE certified** – Our medium to X-large slipper socks are PPE certified per the PPE regulation (EU) 2016/425.

SKU	NPC Code	Size	UK Size	Colour	CE	Packaging
MDTES4B01FPY	CVW048	Child		Yellow	No	48 pairs/case
MDTES4B03FPY	CVW049	Medium	1 – 3	Yellow	Yes	
MDTES4B04FPY	CVW050	Large	3 – 5	Yellow	Yes	
MDTES4B05FPY	CVW051	X-Large	5 – 9	Yellow	Yes	
MDTES4B06FPY	CVW052	XX-Large	9 – 11	Yellow	Yes	
MDTEFP218R*	CVW032	One size fits most	5 – 8	Red	Yes	
MDTE211218C	-	One size fits most, extra cuff	5 – 9	Red	Yes	
MDTEFP218RXL	CVW047	X-Large	5 – 9	Red	Yes	

\*Bestseller



## Care Essentials

Enhance care and increase awareness of high-risk patients with these essentials.

## Patient KareBag

Keep a patient's comfort items right at his or her bedside without adding clutter. Simply attach the KareBag to a patient's bed, walker or wheelchair to create a neater environment with everything safely within reach.



- » Discreetly identify patients who are at risk of falling with the bag's yellow colour.
- » Improve the patient's experience.
- » Eliminate the need for patients to overreach, helping reduce the risk of falls.
- » Help minimise lost personal items, like glasses, dentures and hearing aids.

SKU	Description	Size	Packaging
KAREBAG01	Patient Bedside Organiser	33 x 27 x 14 cm	10 bags/case

## Falls Prevention Kit

Our yellow Falls Prevention Kit provides you with the essentials to effectively identify high-risk falls patients, all in one place.



- » **Yellow slipper socks** – Our most popular yellow slipper socks with a double tread help keep patients on their feet.
- » **Cosy blanket** – The yellow blanket offers patients additional warmth, all while indicating their falls risk status to hospital staff.
- » **Discreet, yet effective** – This exclusive Falls Prevention Kit provides a quick and easy way to implement a visual cueing protocol in your hospital without overtly labelling a patient as a falls risk.
- » **PPE certified** – Our slipper socks are PPE certified per the PPE regulation (EU) 2016/425.

SKU	NPC Code	Description	Colour	CE	Packaging
MDTEFPKIT	CVW127	Falls Prevention Kit	Yellow	Yes	20 kits/case



## Patient Falls Alarms

Let our patient falls alarms help keep your high-risk patients safe and secure by alerting you when a patient leaves the chair or bed.

# Alarm Monitor

## Set the tone for fast responses.

For patients assessed as having a high falls risk, Medline's patient alarms are a simple and low cost intervention, available with a two-year warranty.



- » **Alerting staff and keeping patients safe:** Auto-sensing technology monitors patient movement and triggers the alarm.
- » **Compatibility:** The alarm monitor is compatible with most corded sensor pads and nurse call systems.
- » **Customisable settings:** Set the desired volume and time delay based on patient and staff needs.

SKU	Description	Size	Packaging
ALARM01	Falls Prevention Alarm Monitor, wired	8.5 x 13 cm	1 ea/box

# Sensor Pads



- » When this weight-sensitive pad is connected to a monitor unit, it activates an alarm if the patient leaves a chair or bed.
- » The durable, high-grade vinyl pad is easy to store.
- » It is intended for single-patient use on a chair or bed (underneath the fitted sheet).

SKU	Description	Size	Packaging
SENPAD01	Chair Sensor Pad, wired, single-patient use	25.4 x 38.1 cm	5 ea/box
SENPAD02	Bed Sensor Pad, wired, single-patient use	25.4 x 76.2 cm	5 ea/box



## Beyond Products

The right products are critical to falls prevention. But it's a complex issue that also demands additional support, and Medline is here to help.

# It doesn't end with our products.

As part of our Stand FIRM programme, we offer much more than products. We know that no one product or intervention is the silver bullet in preventing all falls, so we have built a programme to support the most important part of any falls management initiative—your team.



## Long-term collaboration

Our Medline clinical specialists are available to support you as you strengthen your falls management programme. From high-level evaluations to effective implementation of our products, they are your partner in combating falls.



## Educational materials

Keep everyone engaged in the fight against falls by providing simple and positive educational materials that promote falls prevention guidelines.



## Online knowledge base

Medline's in-depth articles about falls prevention topics provide relevant tools and resources for your staff.



## Sharing of best practices

Facilitating the sharing of best practices, Medline organises regional round tables for our customers who are involved in falls prevention initiatives.



Please scan the QR code for more information about falls prevention.



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