



Reduce Cost and Enhance Care with P.R.O. Matt[®] Plus Ownership

A Report by Joerns Healthcare



INTRODUCTION

In 2023, Joerns Healthcare worked with a large regional chain of Skilled Nursing Facilities to enhance care while reducing rental costs. The organization's mission is to be the leading provider and employer in the industry by consistently prioritizing integrity and excellence in everything they do.

The regional chain had anticipated the coming changes to CMS staffing guidelines could significantly impact their operating budget, making it crucial to examine opportunities to improve costs while maintaining quality patient care. The organization had historically used rental services with low daily rates to accommodate complex patients with varying levels of acuity. As part of a thorough examination of the business, cumulative rental costs were reviewed relative to overall profitability.

In anticipation of cost pressures from forthcoming CMS staffing guidelines, support surfaces were viewed as a key opportunity to boost operational efficiency in 2023. Staying true to their mission, ensuring or elevating the quality of wound care was important. After a thorough evaluation, the company chose a product acquisition strategy, replacing all 233 rental mattresses with the innovative P.R.O. Matt® Plus system from Joerns Healthcare. This decision allowed them to deliver outstanding care while reducing their annual spending by 45%.



In 2023, a large regional chain **reduced annual spending on support surfaces by 45%** while maintaining their high standards of wound care.



P.R.O. Matt® Plus
Hybrid Mattress



P.R.O. MATT® PLUS: REDEFINING PATIENT CARE




P.R.O. Matt® Plus is a revolutionary non-powered mattress replacement system equipped with Pressure Redistribution Optimization (P.R.O.) Technology. Designed to meet the complex needs of patients requiring pressure injury prevention and treatment, this cutting-edge solution offers unparalleled comfort, support, and ease of maintenance.

KEY FEATURES

- Pressure Redistribution Optimization (P.R.O.) Technology for automatic adjustment to each patient's weight and body profile.
- Optional control unit for powered immersion or alternating pressure therapy.
- Sophisticated internal hosing and valve system for seamless operation and minimal caregiver intervention.

CLINICAL IMPACT AND RESULTS

The implementation of P.R.O. Matt® Plus yielded exceptional outcomes in terms of patient care, comfort, and clinical efficacy. Residents at high risk of skin breakdown, with multiple co-morbidities, or existing pressure injuries (varying in stages 1-4) experienced significant improvements. Some notable results include:

	MAINTENANCE OF INTACT SKIN OR IMPROVEMENT OF EXISTING WOUNDS.
	ZERO ADVERSE EVENTS SUCH AS FALLS OR ENTRAPMENT INCIDENTS.
	ENHANCED MOBILITY AND PARTICIPATION IN THE PLAN OF CARE.
	POSITIVE FEEDBACK FROM STAFF REGARDING EASE OF USE, EASE OF MAINTENANCE, AND PATIENT COMFORT.



TESTIMONIALS AND ENDORSEMENTS

Staff members and healthcare professionals across various facilities have provided glowing testimonials about the effectiveness of P.R.O. Matt® Plus:

“Improved wounds.” - Koranian, RN

“Awesome surface.” - Dinle, GPAC

“Improved falls risk.” - Nurse, MRNC

“Patients are comfortable and wounds are healing!” - Rhonda, RN

“Love the product!” – Frances, RN

CONCLUSION

The success of P.R.O. Matt® Plus in enhancing patient care and comfort is evident from the positive outcomes observed at the large regional chain and similar healthcare facilities. With its advanced technology, ease of use, and proven clinical efficacy, P.R.O. Matt® Plus is poised to revolutionize wound care and pressure injury management in the long-term care setting.

By purchasing P.R.O. Matt® Plus, the organization decreased its overall spending by 45% in the first year and covered the cost of the capital purchase with the equivalent of rental expenses within months. Looking ahead, the operational savings have strengthened the organization’s position as the CMS standards come into effect.

For more information about P.R.O. Matt® Plus and its benefits, please contact Joerns Healthcare or visit our website.

ABOUT JOERNS HEALTHCARE

Joerns Healthcare provides healthcare technology and related services for patient care across the post-acute continuum. It is dedicated to simplifying this process by providing practitioners with the products, technology and data they need, allowing them to concentrate on patient care. Joerns also offers over 130 years of experience and a national service footprint that help clinicians navigate the complexities of modern accountable care while optimizing patient outcomes and cost.



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