



**PARTNERSHIP YOU
CAN COUNT ON,
SOLUTIONS YOU
CAN TRUST**



Hillrom™

Hillrom™ Therapy Rental Solutions

THERE IS NO SUCH THING AS A TYPICAL DAY IN HEALTHCARE

For caregivers like you, every day is unique—and so is every patient.

You know how to deliver the best care in unpredictable circumstances. But when the best care requires specialized equipment, can you access what you need?

At Hillrom, we are more than a rental vendor. Our experts help you identify the best solutions, clinical programs and education for your organization. Then we deliver them when and where you need them to help you optimize your budget and resources.

Because in healthcare, you may never know what today has in store.

BUT WITH THE RIGHT PARTNER, YOU CAN BE READY FOR IT.

INNOVATIVE TECHNOLOGY, PROVEN CLINICAL EXPERTISE

Advanced Technology for Your Unique Patient Cases

When you need advanced technology to provide exceptional care for your exceptional cases, we deliver it—with education and support to help maximize your value.

WOUND CARE AND PREVENTION

- Envella® Air Fluidized Therapy Bed
- Envision® Surface
- Hillrom™ P500 Surface

PULMONARY CARE

- Progressa® Bed System

BARIATRIC CARE

- Compella™ Bariatric Bed
- TotalCare® Bariatric Bed

The Right Technology for Better Outcomes

MAXIMIZE WOUND HEALING AND PREVENTION.
REDUCE PULMONARY COMPLICATIONS FROM IMMOBILITY.
DELIVER MORE EFFICIENT BARIATRIC CARE.

With the right solution, the power is in your hands.

Pulmonary Care

PROGRESSA® BED SYSTEM

Advanced technology designed to support early mobility in the ICU and help reduce pulmonary complications.

An early mobility study of 637 patients at the Cleveland Clinic showed

36%



LOWER ICU LENGTH OF STAY³ AND 30% LOWER OVERALL HOSPITAL COSTS.³

Bariatric Care

COMPELLA® BARIATRIC BED

Streamline your workflow, improve safety and maintain the dignity of your patients with Hillrom's latest innovation in bariatric care.

Compella makes it 50% easier to start bed movement⁴ and

100%



EASIER TO ADJUST BED WIDTH.⁵

Wound Care & Prevention

HILLROM™ P500 SURFACE

Proven performance to prevent and treat pressure injuries for at-risk patients.

In a study of 52 ICU patients,

0%



OF PATIENTS DEVELOPED PRESSURE INJURIES ON THE P500 SURFACE.¹

ENVISION® SURFACE

Consider an advanced powered air surface for patients with higher pressure injury risk.

An ICU step-down unit reduced average pressure injury volume by

41%



WITHIN SEVEN DAYS USING ENVISION SURFACES.²

ENVELLA® AIR FLUIDIZED THERAPY BED

Air Fluidized Therapy (AFT) is designed for a range of patient acuities, such as flaps/grafts, Stage 3-4 pressure injuries and DTI's.

A retrospective study of 664 nursing home patients associated AFT with

4.4X



FASTER HEALING⁷ AND 70% LOWER TOTAL COSTS.^{6,7}

TOTALCARE® BARIATRIC BED

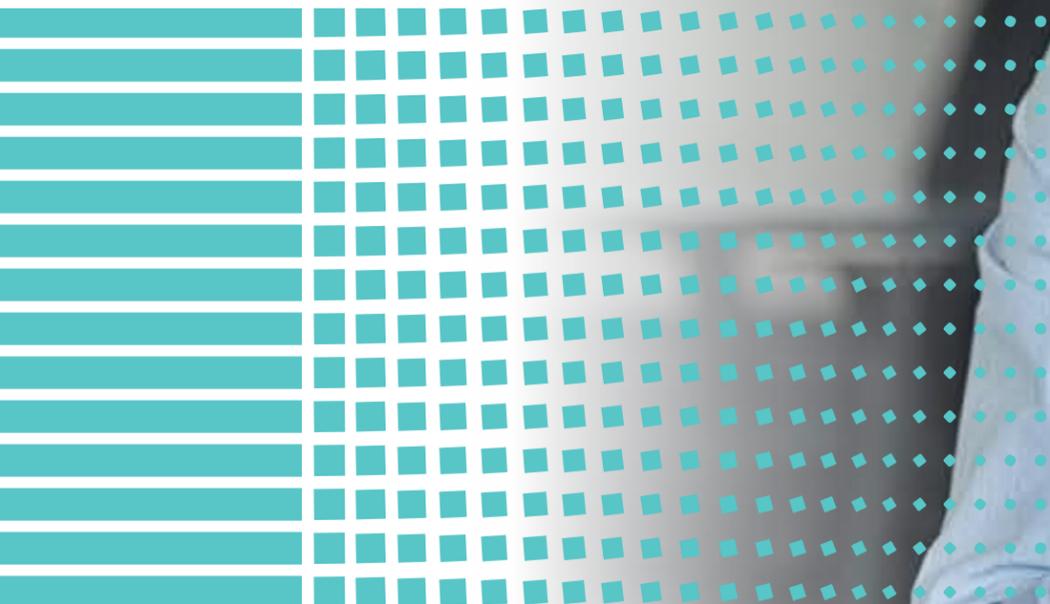
Get bariatric patients moving earlier and often—together with the Hillrom™ Progressive Mobility® Program.

Focusing on mobility after surgery has been shown to

REDUCE BARIATRIC PATIENTS' LENGTH OF STAY AND READMISSION RATES.⁸



Clinical Expertise You Can Trust



We're more than a rental vendor. Our therapy account managers and other clinical experts are here to help you find the right solution, advise on clinical best practices and provide the training you need to get the most from your investment.



CLINICAL SUPPORT AND PROGRAMS
We'll leverage the latest published literature and best practices to help you deliver the best—and safest—patient care.



PRODUCT SELECTION
We'll work with you to develop customized algorithms to find the best solution for your clinical needs.



TRAINING AND SUPPORT
Educate your caregivers on important product features with hands-on training from our Therapy Account Managers and self-guided online courses.

DEPENDABLE SERVICE— HOW AND WHEN YOU NEED IT

TIMELY, RELIABLE DELIVERIES

- With nearly 800,000 customer activities each year, we bring deep service experience and expertise to the table.
- Our 1,000 certified technicians maintain equipment to the strictest quality and disinfection standards, so it arrives fully functional and ready for patients.
- Hillrom's quality control system will not allow a bed delivery before a between-patient inspection or scheduled preventative maintenance is completed.
- Our service professionals are always available to support your day-to-day needs.

EASY ORDERING AND TRACKING

- Place and manage orders online any time with the Hillrom Rental site. Visit rental.hillrom.com for:
 - + Ordering and removal requests
 - + Customized protocols
 - + Real-time reporting for patient tracking and invoices
 - + Usage reports
- Or contact our customer care center 24/7/365



**93% OF DELIVERIES
ARRIVE PRIOR TO TARGETED
RESPONSE TIME.**



SERVICE MODELS TO FIT YOUR NEEDS

Choose the option that works for you:

- **Hillrom™ OnDemand:** Get what you need—fast—with products delivered and removed on request
- **Hillrom™ OnSchedule:** Plan ahead with scheduled Hillrom technician deliveries and removals
- **Hillrom™ OnHand:** Store products in your facility for immediate access
- **Hillrom™ OnStaff:** Store products in your facility—and have them maintained by a Hillrom technician for extra support and peace of mind



FINANCIAL PLANNING TO MAXIMIZE YOUR VALUE



See the bigger picture.

Through business reviews, we'll analyze your rental activity and recommend ways to maximize your ROI.

We'll help you balance owned vs. rented assets to capture long-term savings.

And we'll make it all easy to manage in real time with online ordering, protocol development, usage reporting and invoice tracking.

86%

ANNUAL RENTAL SAVINGS⁹

Over a 3-year span, Hillrom led a hospital in Nevada through the purchase of Progressa ICU beds, which led to significant rental savings.



Choose with confidence.

Avoid unnecessary rentals by choosing the right product the first time—with help from our clinical experts and product algorithms.

73%

ANNUAL RENTAL SAVINGS⁹

Hillrom collaborated with a hospital in Texas to optimize use of beds they owned, massively reducing rental spend in just one year.



Find the right financing for you.

Get a financial program tailored for you to help reduce costs and meet clinical and length-of-stay goals.

42%

ANNUAL RENTAL SAVINGS⁹

A hospital in South Carolina transitioned their bariatric daily rentals to a our Long-Term Rental program, cutting annual costs.

Healthcare can be unpredictable. Your rental partner shouldn't be.



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ABOUT HILLROM

Hillrom is a global medical technology leader whose 10,000 employees have a single purpose: enhancing outcomes for patients and their caregivers by advancing connected care. Around the world, our innovations touch over 7 million patients each day. They help enable earlier diagnosis and treatment, optimize surgical efficiency and accelerate patient recovery while simplifying clinical communication and shifting care closer to home. We make these outcomes possible through connected smart beds, patient lifts, patient assessment and monitoring technologies, caregiver collaboration tools, respiratory care devices, advanced operating room equipment and more, delivering actionable, real-time insights at the point of care. Learn more at hillrom.com.

References

- ¹ Black J, Berke C, Urzendowski G. Pressure ulcer incidence and progression in critically ill subjects: influence of low air loss mattress versus a powered air pressure redistribution mattress. *J Wound Ostomy Continence Nurs.* 2012;39(3):1-7.
- ² Fimiani J, Cohen E, VanGilder C. A pilot study of a new low air loss treatment surface in the critical care setting. Poster Presentation. Symposium on the Advances of Skin and Wound Care; April 25-29, 2008; San Diego, CA.
- ³ Klein KE, Bena JF, Albert NM. Impact of early mobilization on mechanical ventilation and cost in neurological ICU. 2015;191:A2293.
- ⁴ Hillrom Study. Powered transport. March, 2015.
- ⁵ Hillrom Study. Width Retraction Force. Test Request 15-002. March, 2015
- ⁶ VanGilder C, Janoff K, Cooper P. Cost of Caring for Stage 3 or 4 Pressure Injury in Post-Acute Care. Poster presented at: Biennial NPUAP Conference; March 9-10, 2017; New Orleans, LA.
- ⁷ Ochs RF, Horn SD, van Rijswijk L, Pietsch C, Smout RJ. Comparison of air-fluidized therapy with other support surfaces used to treat pressure ulcers in nursing home residents. *Ostomy Wound Management.* 2005;51(2):38-68.
- ⁸ Awad S, Carter S, et al. Enhanced Recovery After Bariatric Surgery (ERABS): Clinical Outcomes from a Tertiary Referral Bariatric Centre. *Obes Surg.* 2014;24:753-758.
- ⁹ Hillrom data on file.

For more information, please contact your Hillrom sales representative at 800-638-2546.

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Hill-Rom reserves the right to make changes without notice in design, specifications and models. The only warranty Hill-Rom makes is the express written warranty extended on the sale or rental of its products.