



ROTEC

THE ECONOMIC IMPACT OF ADVANCED BARIATRIC BEDS ON HEALTHCARE FACILITIES

Rotec's VersaTech Bariatric Bed: The Leader
in Patient Outcomes and Cost-Savings

More than ever, healthcare systems are looking to streamline costs while maintaining the best patient care possible. That's especially true in the ever-growing bariatric care industry, which is projected to grow at a compound annual growth rate of 6.6% until it hits a record \$3.1 billion value by 2031.¹

While budgets for new equipment are particularly tight, relying on aging traditional bariatric beds comes at a surprisingly massive cost for our nation's caregivers, patients, and hospital systems alike. Making the investment in advanced bariatric beds like Rotec's VersaTech Bariatric bed can pave the way for significant cost-savings across the board, and a great return on investment for healthcare facilities and hospital bed distributors.

Bariatrics will be a \$3.1 billion industry by 2031.¹



Reducing Staff Injuries: A \$20 Billion Possibility

The Costly Current State

Nurses work long hours and are exposed to repeated potential for injuries; on any given shift, nurses are tasked with lifting, repositioning, and transferring patients, increasing the likelihood of musculoskeletal disorders.²

**Caregiver back
injuries cost \$20
billion every year.⁴**

At the end of the day, nurses are much more likely to sustain an injury while on the job than any other profession; five times more likely, in fact, than construction workers.² The risk of injury only grows when you consider the steady increase in patients of size that are under a bariatric nurse's care.

The wellbeing of caregivers is a worthwhile goal in and of itself, but the financial impacts that healthcare facilities incur due to those musculoskeletal injuries can't be ignored. Among RNs who suffer on-the-job injuries, more than half of them must take a median of 7 days off from work to recover.³

While the types of injuries that nurses sustain by handling patients are various, looking at back injuries alone begins to reveal the price tag of caregiver injuries. OSHA estimates that back injuries among hospital staff cost healthcare systems a staggering \$20 billion annually.⁴

A Brighter Financial Future

Musculoskeletal injuries carry a hefty price tag in both lost labor and a direct impact in dollars. Implementing an advanced bariatric bed is one of the keys to combatting overexertion in caregivers and keeping injuries to a minimum.

One of the biggest benefits to upgrading to an advanced bariatric bed is that they minimize a caregiver's manual handling of patients. Take, for instance, Rotec's VersaDrive System, a motorized drive assist system which can be optionally implemented with Rotec's VersaTech Bariatric bed.

Activated by the simple press of a button, the VersaDrive System allows hospital staff to maneuver bariatric patients smoother and safer than ever before. It features sophisticated integrated sensors that detect walking speed, the intended direction of movement, and the intention of going forward or backward.

The result is a significant reduction of exertion when transporting bariatric patients throughout the hospital facility. By reducing that risk of musculoskeletal injury, healthcare systems can help their caregivers reclaim working days and stave off the multi-billion-dollar impact of back injuries, among others.





Patient Falls: A \$64,526 Incident, Every Time

The Costly Current State

Of course, bariatric caregivers are only one half of the equation. Bariatric patients, too, face the risk of injury during the course of care, largely due to falls. Not only do patients of size have a higher risk of falling,⁵ but those falls also come with serious repercussions for the patient's outcome, and for hospitals' bottom line.

A 2016 study showed that falls cause patients of size to spend an average of 1.54 extra days in the hospital compared to patients of average weight.⁶ That extra day and a half of care can add up quickly; the American Hospital Association estimates that it costs bariatric patients an additional \$4,620 in hospital bills, which may not be reimbursable.⁷

When considering the financial impact of falls for hospital systems themselves, worse patient outcomes and longer lengths of stay are only scratching the surface. Research from 2023 showed that the average cost of a fall is \$64,526, with \$36,776 of that figure coming at a direct cost to the hospital system.⁸ Considering that falls are unreimbursable "never events" as classified by the Centers for Medicare & Medicaid, every fall has the potential for serious financial impact for hospitals.

**Each patient fall costs
\$64,526, with \$36,776
direct costs.⁸**

A Brighter Financial Future

Advanced bariatric beds are designed with fall prevention at their foundation, and no bed is more equipped to combat the risk of falls than Rotec's VersaTech Bariatric bed. Sitting at just 8" (21 cm) from the floor at its lowest height, Rotec's VersaTech Bariatric bed is by far the lowest bariatric bed on the market.

That ultra-low profile empowers bariatric patients to go from sitting to standing on their own without caregiver aid. And if a fall does occur, Rotec's VersaTech Bariatric bed sits a full 3–5" (8–13 cm) lower than competing beds, significantly reducing the risk of injury from a potential fall.

Rotec's VersaTech Bariatric beds deliver greater peace of mind to patients and caregivers alike with a maximum capacity of up to 1100 pounds and the industry's lowest profile to ensure safer, easier use.

The net result is that bariatric patients avoid more falls and retain their mobility better than competing bariatric beds. By doing so, those patients avoid complications associated with immobility, like cardiac arrest, pulmonary embolism, or acute renal failure.⁹

\$64,526 per fall is a large, unnecessary cost for hospital systems to bear. With Rotec's VersaTech Bariatric bed, administration can cut down on those preventable costs and make a big difference for patient outcomes.

Rotec's VersaTech Bariatric bed promotes patient mobility to reduce the risk of:

- Pressure ulcers
- Rashes
- Dermatitis
- Tape-related skin tears
- Cardiac arrest
- Pulmonary embolism
- Acute renal failure⁹





Rotec's VersaTech Bariatric Bed: A Long-term Return on Investment

Rotec's VersaTech Bariatric bed empowers faster patient recovery, while helping to reduce patient falls and caregiver injuries, making it a sound decision for healthcare systems and medical bed distributors looking for a great return on investment.

Extremely Durable

Thanks to their extremely durable design that surpasses industry standards, Rotec's VersaTech Bariatric beds are a trusted, long-lasting solution for bariatric care.



1,100 lb Load Capacity
Higher than the industry average



10+ Year Lifespan
Long life for great ROI

Designed for Patient Comfort

Rotec's VersaTech Bariatric beds offer unparalleled comfort, with advanced adjustability and the widest range of motion among competing bariatric beds.



36"-48"
width



80"-88"
length



0-70° backrest /
headrest angle

Boost Your Reputation

When patients feel safe, they are 2.5 times more likely to recommend a care facility.¹⁰ Rotec's VersaTech Bariatric beds are a big win for patient safety and the reputation of your facility.



8" Ultra-low Profile
For leading patient safety



2.5x the Referrals
When patients feel safe



About Rotec

With over 40 years of dedication to applying industry best practices in close collaboration with healthcare professionals, Rotec consistently meets the highest standards of care. We firmly believe that patients and their families deserve nothing but the best care, maximum comfort, autonomy, and dignity. We understand that nurses and caregivers rely on equipment that provides them with the confidence and security to deliver optimum well-being to their patients. Our patented innovations stand as a testament to our unwavering dedication and expertise.

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