



## Hill-Rom At Home 2009 Rental Solutions

**Hill-Rom**

Enhancing Outcomes for Patients and Their Caregivers.™

# WELCOME HOME ... WELCOME TO HILL-ROM

Hill-Rom has been an industry leader and trusted partner in health care since 1929. That is when our founder, William A. Hillenbrand decided to “bring the home into the hospital.” Since then we have committed ourselves to enhancing outcomes for you and your caregivers.

Caregivers worldwide look to us for solutions because patient care and safety are our top priorities. We are committed to providing both high quality and innovative products and solutions; with support from a dedicated team of clinical experts and service personnel.

Today we are bringing the hospital to your home with the same passion, dedication and innovation that went into bringing the home into the hospital almost 80 years ago.

You can count on the people, processes and technology of Hill-Rom: in hospitals, extended care facilities, and in the home.

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## The service and support Hill-Rom is known for, delivered right to your door.



Long the service leader in hospital beds, Hill-Rom brings the same customer care to the home. Our clinically trained Hill-Rom. At Home sales professionals are available to assist in ensuring that your needs are met. Our nation-wide service team makes every delivery and handles every aspect of installation efficiently and professionally.

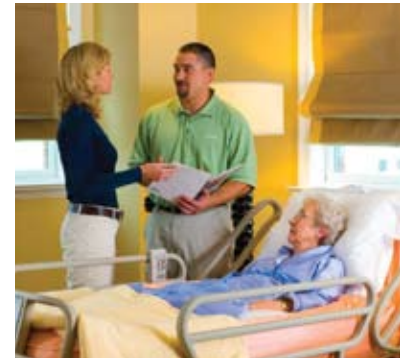
**Note:** Safety requirements, cleaning instructions, warranty information and other key specifications are located in individual Hill-Rom product user manuals. Please consult the user manual for additional information regarding our products.

# Bringing the Hospital into Your Home

## People

Choosing the right partner and products makes all the difference. Clinically trained Hill-Rom At Home sales professionals understand the nuances of balancing payor requirements for medical necessity with your clinician's need to meet care goals and objectives.

We consult with you and your health care professional to match the right products, based on the treatment objectives set by your caregiver.



## Processes

With more than 200 service centers nationwide, Hill-Rom has the largest service network in the health care industry. Specifically-trained delivery and service technicians deliver, set up and train caregivers to use our products with unmatched professionalism and efficiency.

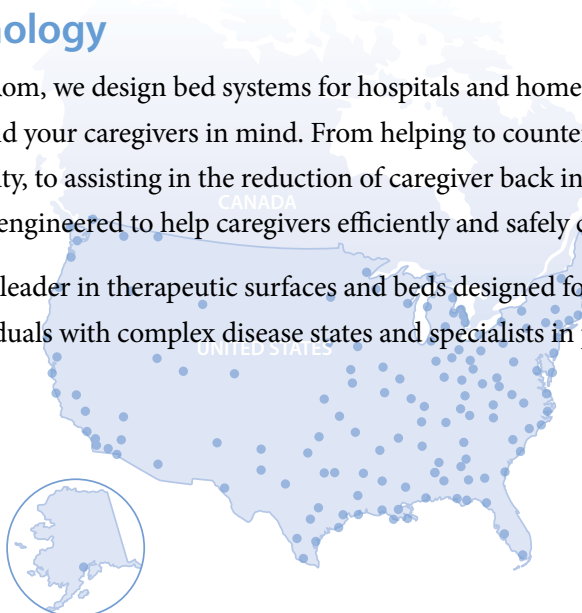
We ensure you and your caregivers understand how to use our products safely before leaving your home. Technical phone support is available 24 hours a day, 7 days a week.



## Technology

At Hill-Rom, we design bed systems for hospitals and homes with the needs of you and your caregivers in mind. From helping to counteract the effects of immobility, to assisting in the reduction of caregiver back injuries, Hill-Rom beds are engineered to help caregivers efficiently and safely care for you.

We are a leader in therapeutic surfaces and beds designed for the treatment of individuals with complex disease states and specialists in pressure ulcer care.



## Advanced Surface Management in the Home



### Clinitron® At•Home Air Fluidized Therapy

The longer it takes for a wound to heal, the greater the risk of infection, re-hospitalization or surgery. Clinitron® At•Home Air Fluidized Therapy is ideal for the treatment of advanced pressure ulcers, burns or intractable pain.

Air fluidized therapy provides significantly better healing than conventional therapy for Stage III and Stage IV pressure ulcers.

Air flows gently through microspheres, setting them in motion to create a fluid-like effect to provide the lowest interface pressure of all special support therapies. This virtually eliminates shear and friction, to enhance healing and prevent further tissue damage.



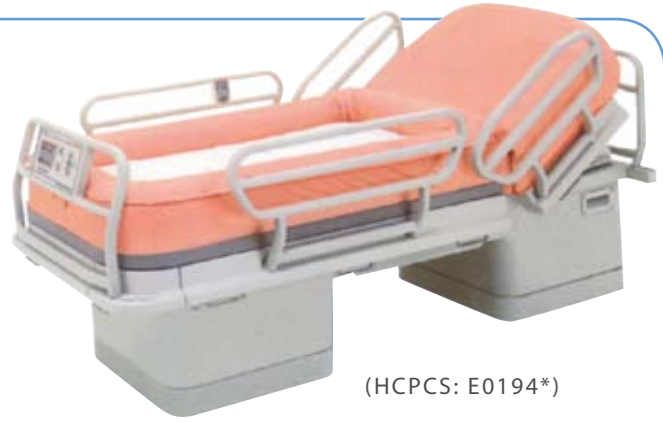
### Designed for Your Comfort and Caregiver Efficiency

- Articulating head section; cushion pressure adjusts automatically as head is lowered or raised.
- Convenient hand-held control pendant provides greater autonomy.
- Low position of 26" facilitates transfer; use of 4" spacers provides comfortable care for bed-bound individuals.
- Can be elevated to 34" for more comfortable care of the bed-bound individuals.

### Designed for home:

- Weighs 40% less than institutional models; safe to use in most homes, including mobile homes.
- Modular construction allows for easy assembly in most home settings.
- Wide footprint allows for better stability.

# The Right Choice for Prevention and Healing



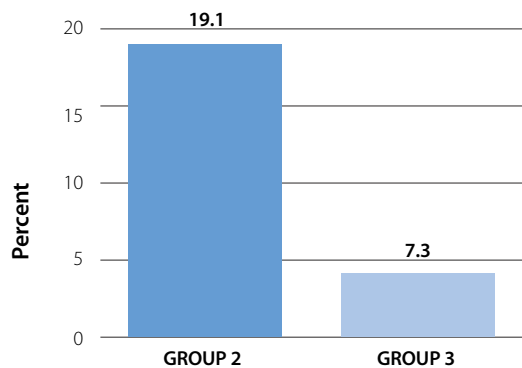
(HCPCS: E0194\*)

Long the “gold standard” in wound care, Air Fluidized Therapy (AFT) provides more benefits than any other therapy surface. AFT allows individuals to heal faster – pressures well below capillary closing improved blood flow to the skin, reducing pain and accelerating healing. The result? Fewer re-hospitalizations and lower cost of care.

## At a glance

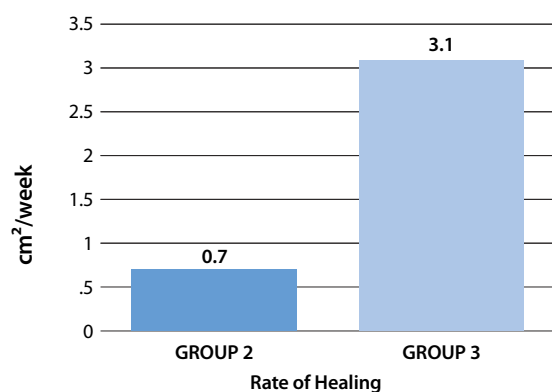
- AFT accelerates wound healing, reducing the cost of care.
- Relieves pressure on wound sites, allowing for increased capillary blood flow.
- Maintains a cleaner, more comfortable micro-environment to inhibit bacterial growth.
- Minimizes shear, friction and maceration to promote healing.
- Regulates thermal environment to minimize temperature fluctuation.

Subjects with Hospitalizations or Emergency Room Visits



Statistically significant differences were found between those on Group 2 and Group 3 surfaces (p=0.0195).  
 Source: May/June 2004 Remington Report.  
 Note: Group 2 and Group 3 refer to CMS categories of Support Surfaces

Healing Rate for Stage III/IV Ulcers (7-10 day periods)



Statistically significant differences were found between Group 2 and Group 3 surfaces (p=0.0211).  
 Source: May/June 2004 Remington Report.  
 Note: Group 2 and Group 3 refer to CMS categories of Support Surfaces



## Home Care Bed Frames

The Hill-Rom® 70 Semi-Electric Bed specializes in safety and simplicity. It combines warmth and style with essential care features – all in a bed that’s easy to operate. It can be used in conjunction with therapy surfaces and prevention mattresses that appear on pages 8 and 9.



(HCPCS: E0260/E0261\*)

### Hill-Rom® 70 Semi-Electric Bed

#### Safety

- Low height of 10.5", maximum height of 25" (not including the mattress).
- Electric head and knee elevation allow for easier positioning.
- High/low handle retracts when not in use.
- Four wheels lock for easy relocation and positioning.
- Multiple mattress stops enhance safety by helping to keep the mattress from sliding.

#### Simplicity

- Easy-to-use control pendant.
- Siderails can be easily removed.
- Easy-to-adjust high/low mechanism makes bed height changes easy.
- Modular design allows for easy installation in the home.
- Accommodates prevention mattresses and treatment surfaces.

#### Style

- Attractive product design and color scheme complement furniture already in the home.
- Inviting head and foot boards can easily be removed for quick access.

### Hill-Rom® 70 Semi-Electric Bed Specifications

#### Length:

Weight capacity <sup>1</sup> .....	380 lbs.
Sleep surface width .....	35.5"
Sleep surface length .....	80"
Height range not including surface .....	10.5" to 25"
Pendant control .....	Yes
Modular .....	Yes

<sup>1</sup> Includes patient weight, weight of mattress and any accessories.

## Home Care Bed Frames – Bariatric

The Hill-Rom® 1048 Bariatric Bed is an economical, fully-electric bariatric bed that has a safe working load of up to 700 lbs. (includes individual's weight, weight of the mattress and any accessories attached to the bed frame). It can be used in conjunction with therapy surfaces and prevention mattresses that appear on page 10.



(HCPCS: E0301/E0302  
E0303/E0304\*)

### Hill-Rom® 1048 Bariatric Bed

#### Safety

- Fully electric: easy-to-operate for both you and your caregiver.
- Safe working load of 700 lbs. (includes individual's weight, weight of the mattress and any accessories attached to the bed frame).
- Low height of 15.5"; maximum height of 32" (not including the surface).
- Head of bed angle indicators.

#### Simplicity

- Easy-to-use control pendant.
- Integrated siderails can be raised or lowered easily.
- Accommodates prevention and treatment surfaces.
- Two-piece split frame for easy delivery and set up.

#### Style

- Clean, contemporary product design – 48" x 84".
- Inviting head and footboards.

### Hill-Rom® 1048 Bariatric Bed Specifications

#### Length:

Overall with headboard and footboard:..... 90"

Sleep Surface:..... 84"

#### Width:

Sleep Surface:..... 48"

Siderails on:..... 50.5"

Height range not including surface:..... 15.5" to 32"

## Therapy Surfaces – Wound

Powered surfaces are designed to meet the needs of less mobile family members and loved ones who require the prevention or treatment of pressure ulcers. These products range from shear and friction reduction to surfaces that provide increased comfort and accelerated wound healing.



(HCPCS: E0277\*)

### Silkair® Low Air Loss Therapy Mattress Replacement

- Minimizes tissue pressure with four self-adjusting pressure zones.
- Covers a wide variety of patient weights.
- Reduces skin friction with an ultra smooth coverlet.
- Weight Limit: 300 lbs.

### Sentry® 1200LA Alternating Pressure

- Reduces tissue pressure while stimulating peripheral circulation.
- Provides automated pressure relief.
- Protects against bottoming out.
- Weight Limit: 350 lbs.



(HCPCS: E0277\*)



(HCPCS: E0277\*)

### FlexiCair Eclipse®

- Prevents different stages of pressure ulcers with low air loss therapy.
- Keeps individuals cooler and dryer with a special coverlet.
- Provides pressure relief with five-zoned low air loss mattress.
- Enhances ease of use with simple controls.
- Weight Limit: 300 lbs.

### Silkair® Overlay

- Fits easily over any standard size mattress.
- Minimizes tissue pressure with four self-adjusting pressure zones.
- Reduces skin friction with an ultra smooth coverlet.
- Weight Limit: 250 lbs.



(HCPCS: E0372\*)



## ▶ Prevention Mattresses – Wound

The NP50 mattress replacement offers a therapeutic redistribution of pressure for those at risk or who have existing pressure ulcers.

### Hill-Rom® NP50 Prevention Surface

- Cost-effective wound prevention mattress.
- Fluid-proof design with nylon ticking and vinyl base.
- High density foam construction conforms to a body.
- NP50 accommodates weights up to 350 lbs.

**Note:** Prevention Mattresses are not available for rent.



(HCPCS: E0184\*)

## ▶ Therapy Surfaces – Pulmonary & Wound

### V-Cue® Pulmonary Mattress Replacement

- Must be used in conjunction with a bed frame that includes siderails.
- Prevents and treats pulmonary complications related to immobility.
- Provides Turn Assist function.
- Provides pressure ulcer treatment with Low Air Loss and Continuous Lateral Rotation Therapy (CLRT).
- Weight Limit: 400 lbs.

**Note:** Shown on hospital bed frame – available separately.



(HCPCS: E1399C\*)

**Note:** Not all surfaces are included. Please consult your Hill-Rom Representative on product selection.

## Bariatric Therapy Surfaces and Prevention Mattresses

The specialty surface and mattress below are compatible with the Hill-Rom® 1048 Bariatric Bed.



(HCPCS: E0277\*)

### Synergy® Air Elite – 48" Mattress Replacement

- Reduces individual-to-mattress interface pressure with rhythmic inflation and deflation.
- Provides alternating pressure and air flow.
- Increases personal comfort with adjustable cushion pressures within therapeutic limits.



(HCPCS: E0184\*)

### Hill-Rom® NP50 Prevention Surface (Bariatric)

- Cost-effective wound prevention mattress.
- Fluid-proof design with nylon ticking and vinyl base.
- High density foam construction conforms to a patient's body.

**Note:** Prevention Mattresses are not available for rent.

### Hill-Rom® 1048 Bariatric Bed

The Hill-Rom® 1048 Bariatric Bed is an economical, fully-electric bariatric bed that has a safe working load of up to 700 lbs. (includes patient weight, weight of the mattress and any accessories attached to the bed frame). It can be used in conjunction with therapy surfaces and prevention mattresses. See page 7 for additional information.



(HCPCS: E0301/E0302  
E0303/E0304\*)

## Bariatric Integrated System

The Triflex™ II System can be used for the care and support of bariatric individuals. Paired with surfaces, it aids in pressure ulcer prevention and treatment.



### Triflex™ II System

- Expandable 37"– 48" width frame: weight limit 1,000 lbs.
- 3-piece interchangeable foam mattress.
- 'Fold and roll' for storage.
- Pendant and scale included.

## Frames/Surfaces Matrix

	HCPCS Code*	Hill-Rom. 70 Semi-Electric Bed	Hill-Rom. 1048 Bariatric Bed
HCPCS Code*		E0260/E0261	E0301/E0303 (350-600 lbs.) E0302/E0304 (600+ lbs.)
<b>INTEGRATED THERAPY SYSTEM</b>			
Clinitron. At•Home	E0194		
<b>THERAPY SURFACES – WOUND</b>			
Silkair. Low Air Loss Therapy Mattress Replacement	E0277	●	
Sentry. 1200LA Alternating Pressure	E0277	●	
FlexiCare. Eclipse	E0277	●	
Silkair. Overlay	E0372	●	
<b>PREVENTION MATTRESSES – WOUND</b>			
Hill-Rom. NP50 Prevention Surface	E0184	●	
<b>THERAPY SURFACES – PULMONARY &amp; WOUND</b>			
V-Cue. Pulmonary Mattress Replacement	E1399C	●	
<b>BARIATRIC THERAPY SURFACES AND PREVENTION MATTRESSES</b>			
Synergy. Air Elite-48" Mattress Replacement	E0277		●
Hill-Rom. NP50 Prevention Surface (Bariatric)	E0184		●

\*The information provided in this document is for educational purposes only and is not intended to serve as reimbursement advice. It is the responsibility of the provider to consult with the Medicare Program or other applicable health plan for appropriate coding and reporting of all items and services. In all cases, items and services billed must be medically necessary, actually furnished as reported and appropriately documented in conformance with applicable standards. Billing codes (e.g., E0290) and coverage criteria are subject to change. For questions concerning correct Medicare coding, please contact the Statistical Analysis Durable Medical Equipment Regional Carrier (SADMERC). For other questions on Medicare coding or coverage criteria, contact the respective DMERC.

# Steps to Home Delivery

Hill-Rom receives requests for product placement from a variety of sources including Discharge Planners, Home Care Agencies, Physicians, Clinicians, Facilities, Payor Sources, Caregivers and Patients themselves.

## Step 1.

**Contact a Hill-Rom Representative if you are interested in renting products.**

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## Step 2.

**Hill-Rom personnel are available to discuss product options and assist in the selection of appropriate products.**

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## Step 3.

**Hill-Rom will help identify documentation needed for placement and work with health care teams to collect the documentation. Examples include:**

- physician orders
- clinical records
- statements of medical necessity

**Note:** documentation requested varies based on product and payor requirements.

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## Step 4.

**Hill-Rom will verify insurance and seek authorization from payor sources (where authorized and subject to payor requirements).**

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## Step 5.

**Hill-Rom will schedule product delivery and training.**

- Confirm delivery date and time
- Follow-up with patient and caregiver to ensure product satisfaction
- Train patient and caregiver on product usage

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.

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USA Purchase **800-833-4291**  
Canada **800-267-2337**

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