



By Jewell Nursing Solutions

# Answers to Frequently Asked Questions About The Bedsore Rescue Cushion For Healthcare Facilities

**Question:** What is our investment to incorporate The Bedsore Rescue Cushion into our Pressure Injury Prevention program?

**Answer:** Since the cushion is multipatient use, the cost is predicated on how many patients are supported by the cushion and quantity purchased.

Facility pricing ranges from \$69 to \$89 each. Net investment will vary depending on how many patients are supported by the cushion. Average cost per patient ranges from ~\$10.00 per patient to ~\$45.00 per patient

**Question:** Why should we pay more for The Bedsore Rescue Cushion? Pillows and single patient use positioning wedges are much cheaper.

**Answer:** Disposable wedges and standard pillows are NOT cheaper than re-usable wedges. The cost to replenish disposables and basic pillows is astronomical. Consider the below table.

Example: Per 100 patients / month needing advanced positioning support						
Support Device	Cost ea (approx)	Volume needed	Spend 1st month	Spend 2nd month	Spend 3 <sup>rd</sup> month	Net cost 3 months
Simple Pillows	\$5.00	400	~\$2000	~\$1000	~\$1000	\$4000
Assuming 4 pillows per patient. Estimated replacement volume ~ 50% each month						
Disposables wedges	\$36.00	100	\$ 3600.00	\$3600	\$3600	\$10,800
Must replace every cushion(s) used						
<b>Bedsore Rescue Cushion</b>	<b>\$89.00</b>	<b>20</b>	<b>\$1780</b>	<b>\$890</b>	<b>\$445</b>	<b>\$3115</b>
Replacement volume ~10 lost, damaged, discarded cushions						



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## Cost Comparison

### Devices used for 30 degree later positioning

Suppliers prefer to sell you disposables *because* they can charge less for each but make a lot in restock costs. The below table illustrates how this works.

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**Question:** Do you have evidence/proof that Bedsore Rescue Cushion Prevents Pressure Injuries? (Aka, does it work?)

**Answer:** Wedges do not prevent pressure injuries. Caregivers do.

There is no direct evidence that any type of wedge(s) or pillows prevent pressure injuries. There is a whole lot more required to prevent pressure injured than just turning and repositioning.

But you can consider the Bedsore Rescue Cushion the best tool for the job!

Turning and repositioning (T&P) is proven to reduce pressure injury rates, but only when done consistently and correctly. Effect T&P programs will also reduce length of stay. When effectively taught upon discharge, turning and repositioning may also contribute to reducing re-admission rates.

**Question:** Ok then, do you have evidence that The Bedsore Rescue Cushion works better than other wedges?

**Answer:** Yes. We have the only study out there that compares pressures to bony prominences of various cushions, and the pillow.

But don't take our word for it. Ask any patient or clinician that has used it. The Bedsore Rescue Cushion has the highest patient and caregiver satisfaction rate of any wedge support cushion in the industry. They say it works, why would they lie?



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**Question:** Why does The Bedsore Rescue Cushion work better than pillows and other wedges?

**Answer:** The patented Bedsore Rescue Cushion works better because it is designed to fit the human body.

The design features make The Bedsore Rescue Cushion more stable and comfortable while providing longer term pressure reduction.

The most important functions of a 30 degree lateral support device are

1. Pressure relief from bony prominence / wounds
2. The duration of pressure relief (stability)
3. Even distribution of support weight
4. Comfort and pressure injury pain relief

The Bedsore Rescue Cushion is the only cushion specifically designed achieve these functions. To provide the highest quality of 30 degree lateral support and pressure reduction.

When used properly, the Bedsore Rescue cushion will support a person in a stable, comfortable and well distributed 30 degree lateral position.

- 1) Better stability = less wedge slipping
- 2) Better comfort = less patient shifting
- 3) Less slipping + less patient shifting = longer “hold times” in pressure reduced position
- 4) Longer hold times = less pressure
- 5) Less pressure = less pressure injuries



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**Question:** Whats wrong with basic pillows and other support devices?

**Answer:** Simple pillows and other support devices are not designed to fit a person's body and cannot maintain extended pressure relief.

1. Conventional and disposable wedges are not designed to conform around a person's body and torso, so they are uncomfortable *and* unstable.
2. Conventional and disposable wedges do not support a persons back and torso *evenly*. They do not support from under the back, but rather push from the side. As the patient's body weight pushes against the cushion, it slips away and loses support.
3. The true angle achieved by a conventional wedge and/or disposable wedges can vary from 0 degrees to 90 degrees. These angles will cause unwanted pressure to bony promences.
4. Conventional cushions often apply direct contact pressure to pressure wounds.
6. Smaller 2-piece sets do not distribute support weight evenly. They must be made with a firm foam so that it is stiff enough to lift the smaller surface area. Not only does the firmness make them hard and uncomfortable, they can compromise circulation and skin damage. They can actually CAUSE a pressure injury.

When there is poor pressure reduction, instability and / or patient complaints, caregivers and patients 'give up' on them. They end up on the table or in the garbage can. The next day a different well-meaning caregiver may go to the storeroom to get a new single patient cushion(s), repeating the cycle of ineffectiveness and waste!



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**Question:** What about those fluidized adjustable support devices? The say these are top of the line for support.

**Answer:** Fluid positioners have more complications than any other type of lateral positioner. And they are the most expensive advanced positioners on the market.

Fluidized positioners have many complications too. Including but not limited to:

1. Because the caregiver must mold the fluidized positioner each time they use it, the placement and angle is very inconsistent. The degree of angle is unpredictable and can be set accidentally way off.
2. Uniform distribution of support weight is unlikely.
3. It is near impossible to set without “lumps”, causing uneven pressure points that can compromise circulation and lead to pressure injury.
4. More likely than not, they are very uncomfortable for the patient.
5. Fluidized positioners are sold as single patient use only. They are significantly more expensive, both the each price and for total needed for purchase.
6. Fluidized positioners are covered with material that does not allow vapor exchange, so fragile skin can sweat and tear if exposed directly to the material.



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**Question:** Is there a risk of infection associated with re-usable positioning cushions?

**Answer:** The Bedsore Rescue Cushion is covered with a polyurethane coated medical fabric that has been anti-microbially treated. It can be effectively de-contaminated between each use with antibacterial wipes and / or soap and water.. (see specifications chart for details)

1. The risk of contamination from The Bedsore Rescue cushion is lower than the risk of contamination from pillows and disposable wedges (when used over many days under the same patient) because these devices covers are not usually treated to inhibit bacterial growth.
2. If contamination is suspected due to compromise in cover integrity or submersion, we recommend the cushions be discarded. Since The Bedsore Rescue Cushion is priced competitively to disposable cushions, it is affordable to discard cushions when necessary.

**Question:** How do I know our staff will use The Bedsore Rescue cushion frequently and correctly?

**Answer:** The high satisfaction rate of both patients and caregivers can and does facilitate better compliance with turning and repositioning protocols.

1. The Bedsore Rescue Cushion is unique, user friendly and effective. It fits well into a caregiver's work process. The superior performance, ease of use and better patient satisfaction of the Bedsore Rescue Cushion will improve the staff confidence in the product. Compliance will improve because staff like it and trust it to work well.
2. Included with every cushion are detailed instructions about how to place the cushion for best results. Instructions include information caregivers are not usually given, such as suggestions for managing situations when turning is difficult.



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3. Included instructions can be provided to patients and family to assist with pressure injury prevention education upon discharge.

Jewell Nursing Solutions is the only pressure injury prevention company owned and operated by nurses. We provide comprehensive caregiver trainings for best evidence practice for pressure injury prevention and dressing management.

More questions? Want to get yours now? Please call us at (650) 294-8557

Or write us at [AskaNurse@BedsoreRescue.com](mailto:AskaNurse@BedsoreRescue.com)



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