Hill-Rom® Med-Surg Solutions

Hill-Rom's 5 Clinical Focus Areas

Advancing Mobility

Medical technology designed to promote the early mobilization and safe transfer of patients

Wound Care and Prevention

Solutions to treat and prevent wounds

Clinical Workflow

Solutions that automate the clinical environment to improve safety and efficiency

Surgical Safety and Efficiency

Surgical products and positioning technology designed to promote safety and procedural efficiency

Respiratory Health

Airway clearance devices that help patients breathe easier across all care settings

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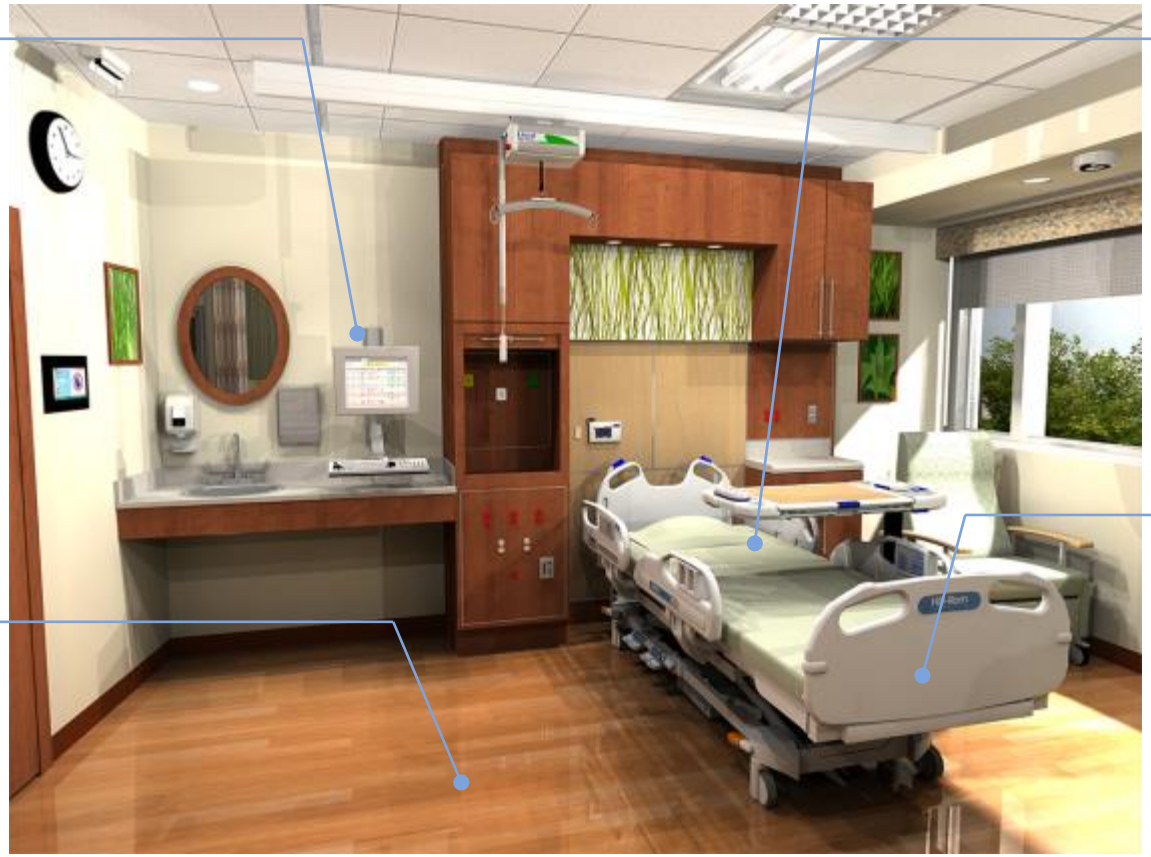
Hill-Rom® Med-Surg Solutions

Connectivity
Nurse Call and Smart Beds that make data actionable, visible, and useful

Clinical Resources
Robust Clinical Programs, including Falls Prevention resources



Surfaces
Powered and non-powered surfaces designed to prevent skin breakdown, and optimize patient comfort

Med-Surg Frames
Full portfolio of frames to meet your specific need

Hill-Rom provides a complete Med-Surg solution

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Med-Surg Bed Overview

A Full Med-Surg Portfolio

Focused on Patient Safety, Patient Comfort, and Ease-of-Use

CareAssist® ES Bed

Dependable and Practical

Advanta™ 2 Bed

Proven and Intuitive

VersaCare® Bed

State of the Art Innovation

CareAssist® ES Bed

Dependable and Practical

SAFETY

SafeView® System
3-Mode Bed Exit

EASE-OF-USE

OneStep® Siderails
Four-Corner Brake and Steer
Point-of-Care® Controls
Automatic Battery Backup

COMFORT

SlideGuard® Technology
Built-in Bed Extender

CONNECTIVITY

17 Data Points – brakes set, bed in low position, siderail position

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Advanta™ 2 Bed

Proven and Intuitive

SAFETY

CareGrip Handle
SafeView® System
3-Mode Bed Exit

EASE-OF-USE

OneStep® Siderails
Four-Corner Brake and Steer
Point-of-Care® Controls
Automatic Battery Backup

COMFORT

SlideGuard® Technology
Built-in Bed Extender

CONNECTIVITY

25 Data Points – brakes set, bed exit alarm on, HOB angle

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VersaCare® Bed

State of the Art Innovation

SAFETY

Exit Alarm Silence
Low Height and Low Chair
SafeView® System

EASE-OF-USE

Point-of-Care® Controls
OneStep® Siderails
HandsFree® Foot Controls
Automatic Battery Backup

COMFORT

FlexAfoot™ Mechanism
Integrated Bed Extender

CONNECTIVITY

30 Data Points – HOB Angle, Patient turn frequency, Wireless (2015)

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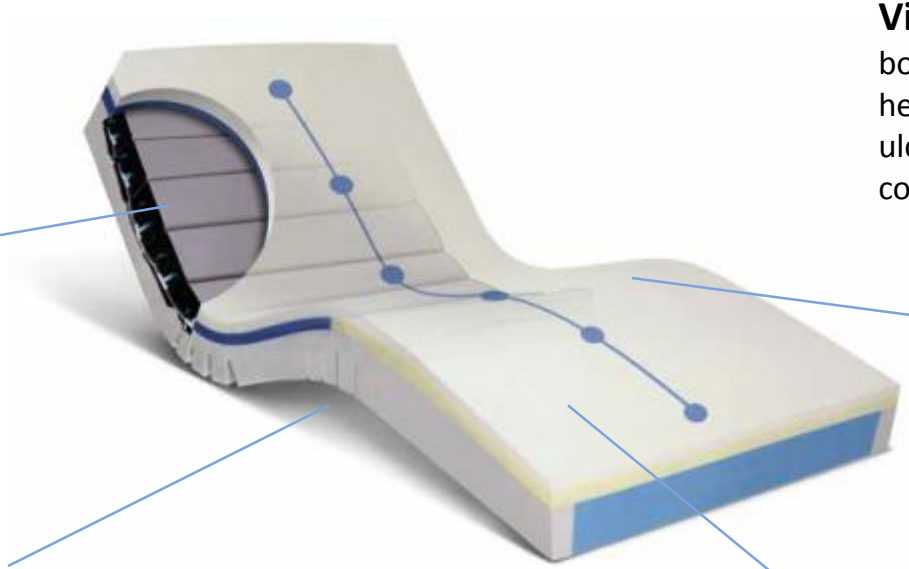
Surfaces

AccuMax Quantum™ Non-Powered Surface Technology

Targeted and customized therapy for optimal patient support

Controlled Release ™ valve technology automatically adjusts during patient movement, creating custom pressure relief.



Viscoelastic foam contours to body increasing envelopment, helping reduce risk of pressure ulcers and increase patient comfort.

Targeted pressure redistribution zones provide additional protection for vulnerable areas.

Patented Heel Pillow™ and heel gradient designed to reduce interface pressure in sensitive heel area.

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AccuMax Quantum™ Surfaces

Therapy choices for the prevention and treatment of pressure ulcers

AccuMax Quantum™ VPC

AccuMax Quantum™ Convertible

AccuMax Quantum™ Complete

Non-Powered Pressure Redistribution

Alternating Pressure

Low Air Loss and Turn Assist

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AccuMax Quantum™

Clinically shown to help reduce facility-acquired pressure ulcers

AccuMax Quantum™ Surfaces **helped decrease facility-acquired pressure ulcers by**

61.5%

over an 8 month period

according to a study conducted at Saint Joseph Medical Center, Joliet, IL[2]

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P500 Powered Surface

Advanced technology for pressure ulcer management

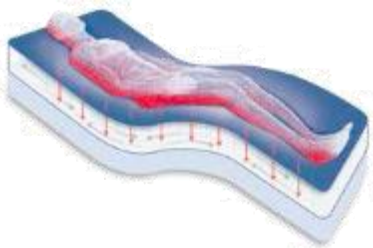
Weight-based Pressure Redistribution

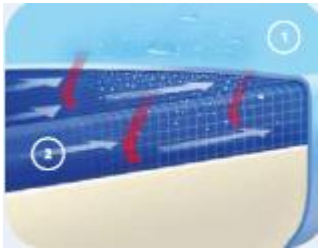
Automatically adjusts to patient and bed positioning for optimal redistribution and comfort

Optimal Heat and Moisture Management

Advanced Microclimate® Technology :

- Combines airflow beneath surface with material technology to help remove heat and moisture, keeping patient's skin cool, dry and comfortable





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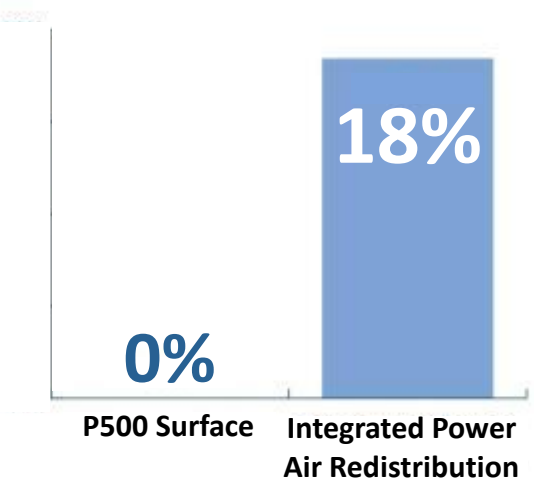
P500 Surface

Clinically proven performance in preventing pressure ulcers

The P500 Surface **decreased the incidence of pressure ulcers** associated with the bed surface in a surgical ICU



when compared to an integrated power air redistribution mattress. [3]

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Connectivity

Smart Beds

Beds that can communicate up to 30 data points

- **Bed exit is turned on**
- **Bed is in the lowest position**
- **Siderails are up**
- **Brakes are locked**

- **HOB is above 30 degrees**
- **The patient weighs 185 lbs**
- **The patient has been turned twelve times in the last 24 hrs**

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Smart Connectivity

Data that is actionable, visible and useful

Connect at the Bedside

Connect to NurseCall

Connect to the EMR

- ADT information
- Risk assessments
- Head of bed angle
- Patient weight

Connect to Clinical Applications

Enhance Outcomes

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Smart Applications

Hill-Rom NaviCare® Status Board

Choice of Unit to View

Patient/ Room Calls

Bed Exit History

Customizable Columns

Staff to Patient Assignments

Rooms With Located Caregiver

Patient Surveillance/ Bed Status

Patient Weight

HIPAA-Encrypted Patient Name

Wait Times

Hospital Admin | System Views | Status Board

Cardiology

Code Blue -- Cardiology, Room 108

Full Screen | Settings

Room	Patient	Protocol	Assigned Staff	Call Type	Wait Time	Staff In Room	Bed Exit	Bed Rails	Bed Low	Brake On	HOB	Weight
101	Ju...R	Lungs	Barbara W. Steve W.	Can't Place Calls							35°	49.89kg
102	Bo...P		Kylie J.	Normal	0:0:21						42°	—
103	Li. S	Lungs	Kylie J.								10°	72.57 kg
104	St...M	Lungs	Kevin T.								90°	99.79 kg
N 105	Ke...B	Lungs	Emily P.	Bed Disconnect		Emily P.	—	—	—	—	—	—
N 108	Ad...L		Doris D. Albert F.	Emergency	0:0:08	Edward H.					38°	63.5 kg
107											0°	—
N 108	Jo...H		Doris D. Albert F.	Code Blue	0:0:02	Doris D. Albert F.	—	—	—	—	—	—

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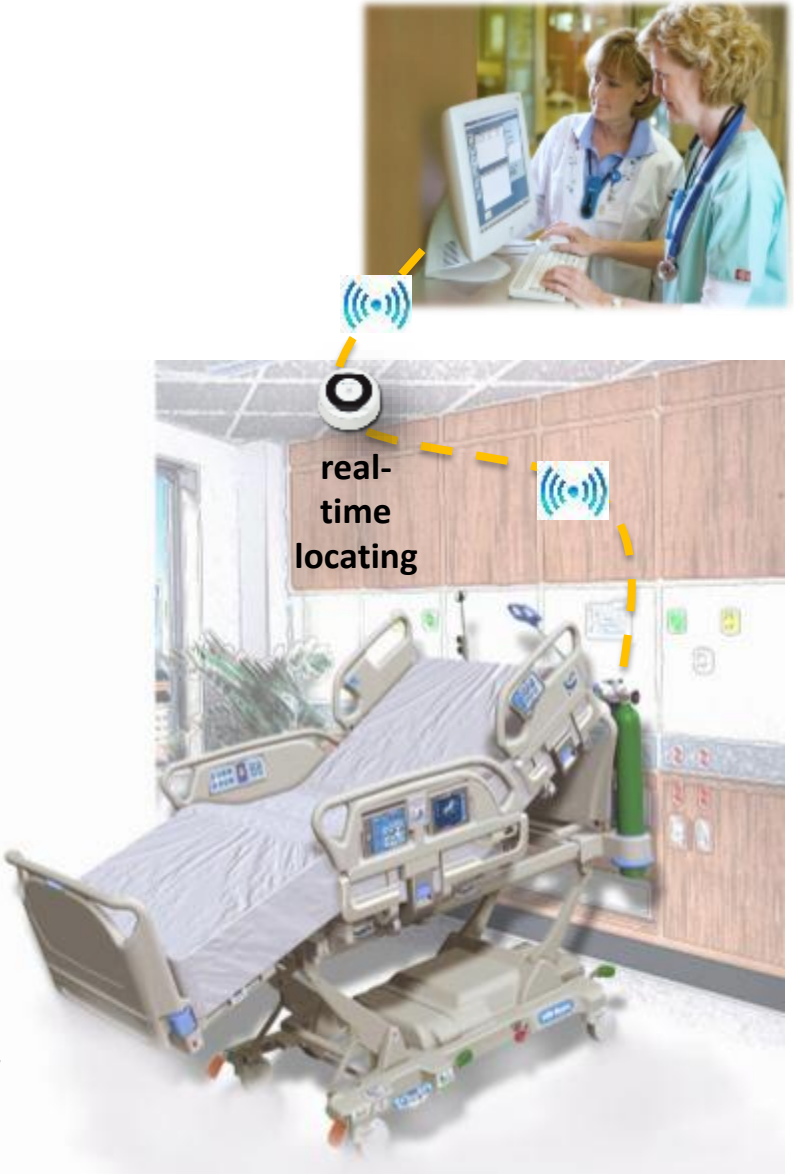
Wireless Bed Connectivity

- **A wireless bed connectivity solution for the Progressa® bed and VersaCare® bed (Rev K+) is planned for launch in 2015**
  - The intent is to build the solution into new beds, and also make available via the purchase of an upgrade kit for previously purchased beds
- **This wireless solution is intended to enable customers to use Hill-Rom clinical applications (e.g. Status Board) as well as third-party software solutions**



Availability of the wireless bed connectivity solution and its ultimate functions is dependent on compliance on FDA regulatory requirements for commercial distribution, including possibly obtaining prior marketing authorization from the FDA.

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Beyond Just Wireless: How Do You Turn Data into Results?

Hill-Rom's Commitment to Clinical Applications

Planned Applications for Data Integration

Wirelessly associate a bed with a location and patient, and send bed data to the EMR, Nurse Call, etc.

Planned Applications for Workflow Automation

Define desired rounding frequency and use real-time locating and dashboards to identify protocol adherence

Planned Applications for Patient Safety

Define patient risk protocols (falls, skin, etc.), and utilize dashboards and alerts to identify protocol adherence

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Clinical Program Offerings

Hill-Rom® Clinical Solutions

- **People:** 60+ Clinical Outcomes Managers provide hands-on implementation support
- **Programs:** Evidence-based protocols and CE training
- **Technologies:** Innovative technologies for the patient care environment
- **Results:** *Impact Tracker™* Quality Improvement program helps measure clinical and financial outcomes in a unit or across a system

Progressive Mobility® Program

Fall Prevention Program

Safe Transfers and Movement™ Program

Hand Hygiene Monitoring

Safe Skin® Program

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Inpatient Fall Prevention

The challenges falls present:

- Up to 1,000,000 hospital patients fall per year[4]
- 11,000 deaths from fall related injuries… 30 people every day[4]
- Average cost of a fall w/serious injury in hospital $27,000[5]… and this is not reimbursed[6]
- 96% of hospital patient falls are preventable[7,8]

Hill-Rom can help:

- ✓ A protocol that targets risk factors with meaningful interventions
- ✓ Interdisciplinary approach based on current Evidence Based Practice
- ✓ Built in collaboration with national thought leaders
- ✓ Supported by more than 60 Clinical Outcome Managers around the country

Hill-Rom Fall Prevention Program toolkit

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Fall Prevention Program Toolkit Resources

Understand Your Challenge	• CE Course: Fall Prevention & Injury Reduction Overview • Impact Tracker™ QI Tool
Gain Administrative Support	• Business Case Presentation template • Financial Impact ROI Model
Design Your Program	• CE Course: Patient Risk Assessment with the Morse Fall Scale • Fall Prevention Protocol
Choose and Use Equipment	• RoomBuilder® Tool for design and build • Product selection and training support
Implement Your Program	• Fall Prevention Program Protocol Posters & Pocket Guides • Fall Prevention Program Population Case Studies
Measure Quality Improvement	• Impact Tracker™ QI Tool

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Appendix

CareAssist® ES Bed

SAFETY

SafeView® System
Green or amber light displays bed safety status

3-Mode Bed Exit
Advanced bed exit system for optimal safety notification

EASE-OF-USE

OneStep® Siderails
Only one hand to raise or lower; siderails drop away from tubes or leads

Four-Corner Brake & Steer
Easy access when patient is exiting or entering the bed

Point-of-Care® Controls
Located on bedside where patient and caregiver interaction occurs

Automatic Battery Backup
Articulation and nurse call features are functional when not connected to AC power

COMFORT

SlideGuard® Technology
Designed to help minimize torso compression and improve patient comfort[1]

Built-in Bed Extender
Lengthen or shorten the bed to meet your patient's needs

CONNECTIVITY

Actionable Connectivity Data
Up to **17** data points including brakes set, bed in low position, siderails up, exit alarm on, patient weight

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Advanta™ 2 Bed

SAFETY

SafeView® System
Green or amber light displays bed safety status

3-Mode Bed Exit
Advanced bed exit system for optimal safety notification

CareGrip Handle
Ergonomically correct grip helps provide stability when patient is exiting bed

EASE-OF-USE

OneStep® Siderails
Only one hand to raise or lower; siderails drop away from tubes or leads

Four-Corner Brake & Steer
Easy access when patient is exiting or entering the bed

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Designed to help minimize torso compression and improve patient comfort[1]

Built-in Bed Extender
Lengthen or shorten the bed to meet your patient's needs

CONNECTIVITY

Actionable Connectivity Data
Up to **25** data points including HOB angle, HOB alarm set, CPR set

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VersaCare® Bed

SAFETY

Exit Alarm Silence
Conveniently silence 3 mode bed exit alarm , resets once patient is properly positioned back in bed

Low Height & Low Chair
One button chair activation, maintain low height

SafeView® System
Green or amber light displays bed safety status

EASE-OF-USE

OneStep® Siderails
Only one hand to raise or lower; siderails drop away from tubes or leads

Four-Corner Brake & Steer
Easy access when patient is exiting or entering the bed

Point-of-Care® Controls
Located on bedside where patient and caregiver interaction occurs

Automatic Battery Backup
Articulation and nurse call features are functional when not connected to AC power

COMFORT

SlideGuard® Technology
Designed to help minimize torso compression and improve patient comfort[1]

Built-in Bed Extender
Lengthen or shorten the bed to meet your patient's needs

CONNECTIVITY

Actionable Connectivity Data
Up to **30** data points including integrated surface turned on, turn assist , surface max inflate, and wireless connectivity (2015)

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Hill-Rom® Frame Innovations

Patient Comfort

Built-in Bed Extenders/FlexAfoot™ Feature

Detached Bed Extenders

HISTORY

Separate attachment required additional time and work to locate and install.

INNOVATION — Built-in Bed Extenders / FlexAfoot™ Feature*

SOLUTION

Hill-Rom's Built-in bed extender and FlexAfoot™ features allow nurses to easily customize the length of the bed.

BENEFIT

Helps prevent patients from sliding down in bed.

Helps minimize the need for repositioning.

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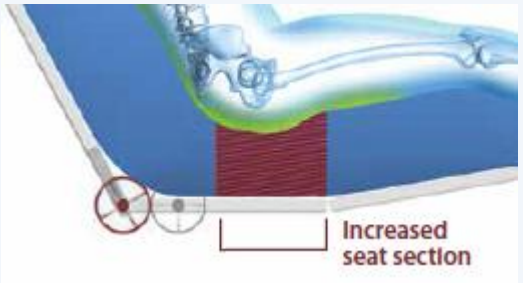
Patient Comfort

SlideGuard® Technology

Retractable Bed Frame	INNOVATION	SlideGuard® Frame Technology*



HISTORY

Developed by Hill-Rom in 1964: kept patient near non-moveable bedside cabinets.

Increased pressure between shoulder and buttock area.

SOLUTION

Adapts to the changing profile of patient when raising the HOB, helping reduce patient migration to foot end of bed.

BENEFIT

Demonstrated 29% less torso compression than fixed pivot frame.[1]

May also improve patient comfort.

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Patient Safety

3-Mode Bed Exit

Single-Mode Bed Exit

HISTORY

Developed in 1985: designed to alert caregivers when a patient exited the bed.

Provided one level of sensitivity. Alerted caregiver only after patient exited, potentially leading to fall.

INNOVATION 3-Mode Bed Exit

SOLUTION

Bed exit system based on patient's weight; three sensitivity options detect whether patient is:

- lying on bed
- sitting on edge of bed
- out of bed

BENEFIT

Allows nurses to choose the appropriate alarm setting.

Helps reduce patient falls related to unsupervised bed egress, in conjunction with a hospital's falls protocol.

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Patient Safety

SafeView® Patient Alert System

Patient Alert System

HISTORY

System alerts if a specific condition has changed and needs attention.

Lights on end of footboard shine on the wall; may be difficult for caregiver to see and may illuminate entire room.

INNOVATION > SafeView® Visual Safe Bed Indicator

SOLUTION

Monitors bed status when not in “protocol” positions.

Visual notification of compromised safety conditions.

BENEFIT

Helps reduce patient falls related to unsupervised bed egress, in conjunction with a hospital’s falls protocol.

Lights on bottom of footboard for easy recognition of patient’s bed status.

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Patient Safety

Bed Exit Alarm Silence

Bed Exit Alarms

HISTORY

Developed in 1985: senses patient's center of gravity shift; alerted when patient was leaving bed.

Caregivers had to remember to reset the bed exit alarm. If alarm is not reset, potential for a patient fall.

INNOVATION — Bed Exit Alarm Silence*

SOLUTION

Can reset exit alarm instead of turning it off.

Auto resets alarm once patient is properly positioned.

BENEFIT

Supports hospital's fall prevention protocols.

Assists in keeping the alarm engaged without relying on repetitive caregiver intervention.

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Caregiver Ease-of-Use

Four Corner Brake and Steer

Central Brake and Steer

HISTORY

Developed by Hill-Rom in 1974 to eliminate the need to lock four individual casters.

Located under patient's exiting point; could be difficult to access, and patient could accidentally activate.

INNOVATION → Four-Corner Brake and Steer

SOLUTION

Brakes located on all four corners and away from the patient exiting point.

BENEFIT

Controlled with one-press foot pedal; easily accessed by caregiver.

Reduces chance of patient activation.

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Caregiver Ease-of-Use

Point of Care® Bedside Controls

Foot End Controls

HISTORY

Caregivers need to walk away from patient's side to access.

Possibility of damage during transport can lead to downtime and expensive repairs.

INNOVATION — Point-of-Care® Controls

SOLUTION

Controls on both siderails reduce requirement to walk around bed.

BENEFIT

Caregiver can remain at patient's side while operating the bed.

Better protected, may reduce downtime and help eliminate costs due to repair.

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Caregiver Ease of Use

OneStep® Siderails

Intermediate Siderails

HISTORY

Hill-Rom developed in 1974; siderails could be placed in half-down position.

Difficult to raise/lower, often left in the lowered half-down position; did not provide maximum protection to patients.

INNOVATION — OneStep® Siderails

SOLUTION

Siderail can be raised/lowered with one hand; helps eliminate confusion and reduce risk of injury.

BENEFIT

Provides correct leverage to facilitate safe bed entry and exit by patients.

Provides access to patient controls when HOB is raised and siderail in full up position.

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Caregiver Ease of Use

Low Height

One Button Chair Position

HISTORY

Hill-Rom developed in 1991 to acclimate patients to sitting upright until they had the strength to leave the bed.

Height of the bed in chair position presents a challenge for patient egress.

INNOVATION — Full / Low Chair Position

SOLUTION

Allows the patient to be placed in a chair position without raising height of the bed.

BENEFIT

May help avoid stress, strain, and discomfort associated with repositioning.

Low positions help make it easy for patients to get in and out of bed.

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Caregiver Ease of Use

HandsFree® Foot Controls

Caregiver Controls	INNOVATION HandsFree® Foot Controls*

HISTORY

Located only on siderails to reduce the need to walk around beds.

Caregivers needed an alternative to adjust bed while hands engaged in patient care activities.

SOLUTION

Raise and lower height and head of the bed using hands-free controls.

BENEFIT

Located on both sides and enables hands-free height adjustment.

Foot controls feature a built-in 'Enable' control that requires activation before operation.

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