



EMPOWERING OUR PARTNERS

PRODUCTS : SPECIALTY MATTRESSES



Elite Balance Air, True Balance Air
SPECIALTY MATTRESS TRAINING

GOALS FOR TRAINING

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 2

- ❖ Definition
- ❖ Qualifications
- ❖ Product sizes
- ❖ Product Specifications
- ❖ Review

KNOWLEDGE ASSESSMENT

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 3

1. What is the HCPCS Code is the EBA?
2. What is the HCPS Code is the TBA?
3. What group does this mattress belong to?
4. What is the warranty on this product?



ELITE BALANCE AIR (EBA)

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 4



- ❖ E0277
- ❖ Definition: Powered pressure-reducing air mattress

QUALIFICATIONS*

*Check with insurance company for their specific guidelines and criteria.

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 6

- ❖ Physician's detailed written order
- ❖ Relevant medical records verifying that the beneficiary met medical necessity criteria for a group 2 support surface as specified in the Local Coverage Determination (LCD). These records should show:
 - ❖ The beneficiary had multiple stage II pressure ulcers located on the trunk or pelvis, **and** had been on a comprehensive ulcer treatment program for at least one month prior to use of the group 2 support surface, **and** the ulcers worsened or remained the same over the previous month; **or**
 - ❖ The patient had large or multiple stage III or IV pressure ulcer(s) on the trunk or pelvis; **or**
 - ❖ The patient had a recent (within the past 60 days) myocutaneous flap or skin graft for a pressure ulcer on the trunk or pelvis and the patient was on a group 2 or 3 support surface immediately prior to a recent (within the past 30 days) discharge from a hospital or nursing facility.
- ❖ Delivery documentation with the beneficiary's name and address and the description (manufacturer, model number, etc.) of the equipment provided.

(Standard Size)

- ❖ 35 inch mattress, with weight limit of 350 pounds.
Size is 78" (L) x 35" (W) x 8" (H)

(HD)

- ❖ 42 inch mattress, with weight limit of 550 pounds.
Size is 78" (L) x 42"(W) x 8" (H)

(MAX)

- ❖ 48 inch mattress, with weight limit of 750 pounds.
Size is 78" (L) x 48" (W) x 8" (H)

SPECIFICATIONS

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 8

- ❖ Cell on cell technology: This means that the lower 4 inch cell will stay inflated for 24 hours. (Split Cell Technology)
- ❖ Cell material: Nylon-PU
- ❖ Mattress base material: Polyester-PU
- ❖ Alarms: power loss, low pressure, service with error codes
- ❖ 19 cells
- ❖ A revolutionary easy turn CPR valve
- ❖ AB alternation
- ❖ Top 3 cells have a pillow function, these cells stay static and don't alternate
- ❖ 18 knitting cell retainers
- ❖ 7 pressure settings

MODES OF THERAPY

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 9

- ❖ AB alternation with set times of alternation of 10, 15, 20, and 25 minutes
- ❖ Static mode: No alternation occurs during this mode and all cells inflate to preset pressure
- ❖ Auto firm: All cells are inflated max inflate
- ❖ Auto firm and static mode has an auto return back to alternation
- ❖ Auto weight detection function

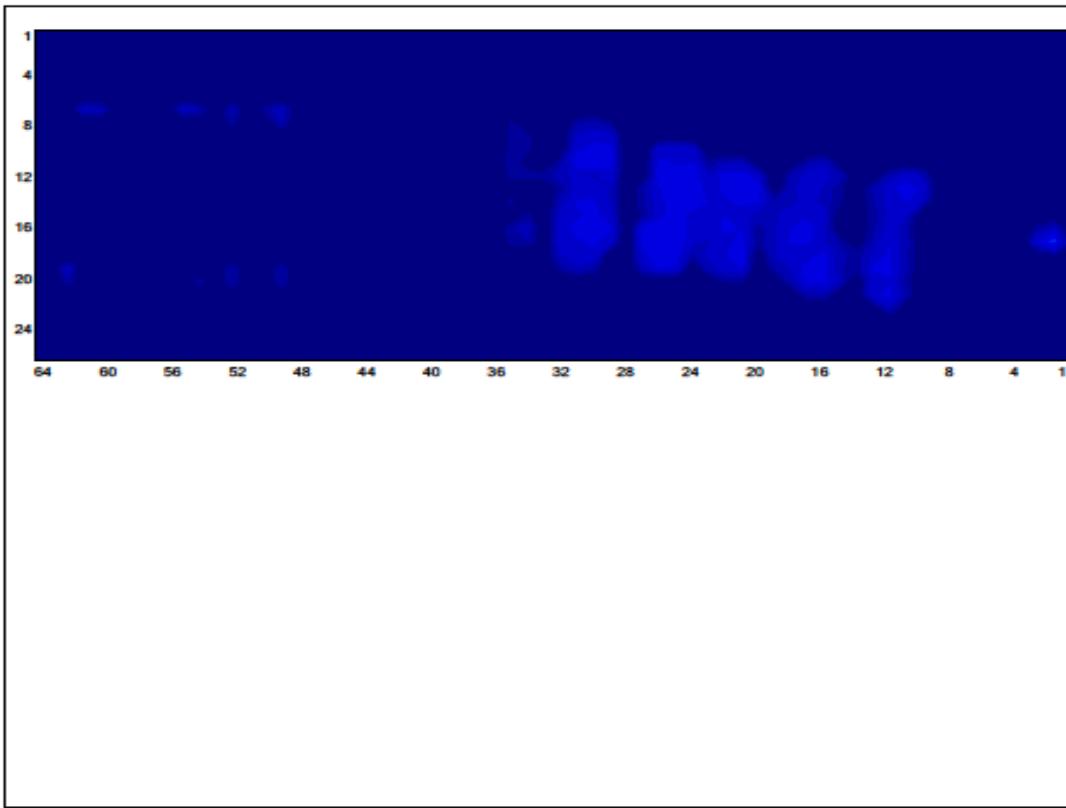
- ❖ Pressure mapping performed with X-Sensor Pressure Mapping System
- ❖ Measures over 3600 points
- ❖ Main goal of pressure reduction is to keep average pressure less than 32 mmHg

PRESSURE MAPPING

PRODUCTS : SPECIALTY MATTRESSES

XSENSOR[®] Technology
Corporation

File: Elite air_20140813_184611
Frame: 495
Range: 10.0 to 200.0 mmHg
Avg/Peak: 22.4 / 35.9 mmHg
Area: 359.38 in²



Pressure Imaging by XSENSOR Technology

mmHg	
200.0	0
193.9	0
187.7	0
181.6	0
175.5	0
169.4	0
163.2	0
157.1	0
151.0	0
144.8	0
138.7	0
132.6	0
126.5	0
120.3	0
114.2	0
108.1	0
101.9	0
95.8	0
89.7	0
83.5	0
77.4	0
71.3	0
65.2	0
59.0	0
52.9	0
46.8	0
40.6	0
34.5	1
28.4	51
22.3	71
16.1	53
10.0	54
0.0	1434

SensorGroup	Value
Stress	
Avg Pres.	22.4
Peak Pres.	35.9
Min Pres.	10.3
Area (in ²)	359.38

General Notes

Image
No Images

WARRANTY

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 12

- ❖ EBA comes with a 1 year manufacturer warranty

- ❖ What is the alternation pattern of the EBA?
- ❖ What is the auto weight detection?
- ❖ What are the 3 sizes?
- ❖ What are the alternation times?
- ❖ What is the pillow function?
- ❖ What is cell on cell technology?

TRUE BALANCE AIR (TBA)

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 14



- ❖ E0373
- ❖ Definition: Nonpowered advanced pressure reducing mattress

QUALIFICATIONS

*Check with insurance company for their specific guidelines and criteria.

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 16

- ❖ Physician's detailed written order,
- ❖ Relevant medical records verifying that the beneficiary met medical necessity criteria for a group 2 support surface as specified in the Local Coverage Determination (LCD). These records should show:
 - ❖ The beneficiary had multiple stage II pressure ulcers located on the trunk or pelvis, **and** had been on a comprehensive ulcer treatment program for at least one month prior to use of the group 2 support surface, **and** the ulcers worsened or remained the same over the previous month; **or**
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- ❖ Delivery documentation with the beneficiary's name and address and the description (manufacturer, model number, etc.) of the equipment provided.

TRUE BALANCE AIR

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 17



True Balance Air

Optimum support for the treatment and prevention of pressure ulcers

Highly effective, non-powered pressure redistribution mattress with combined high density foam and self-adjusting air cells

Features of the True Balance Air

- ❖ Anti-Microbial and hypo-allergenic replaceable cover is easy to clean
- ❖ Zipper-flap closure for easy access to mattress
- ❖ Posterior high density foam layer prevents bottoming-out from occurring
- ❖ Interconnected air cells for even, quiet, non-powered pressure redistribution
- ❖ Sloped heel design for optimal heel pressure reduction
- ❖ Standard fire barrier for regulatory compliance

FEATURES AND SPECIFICATION

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 19

Specs

- ❖ Size of mattress: 80" (L) x 36" (W) x 7" (H)
- ❖ 8 air cells: 25.5" (L) x 6" (W) x 3.5" (H)
- ❖ Maximum weight capacity: 350 lbs.
- ❖ Material: Urethane cover and Tri-Laminate vinyl bottom cover; High density, anti-microbial foam
- ❖ Medicare HCPCS Code: E0373

FEATURES AND SPECIFICATION OF HD

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 20

- ❖ Size of mattress: 80" (L) X 42" (W) x 11" (H)
- ❖ 8 air cells: 33" (L) X 6" (W) X 3.5" (H)
- ❖ Maximum weight capacity: 600 lbs.
- ❖ Material: Urethane cover and Tri-Laminate vinyl bottom cover; High density, anti-microbial foam
- ❖ 1 Year Warranty
- ❖ Medicare HCPCS Code: E0373

FEATURES

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 21

Anti-Microbial and hypo-allergenic replaceable cover is easy to clean
Zipper-flap closure for easy access to mattress



FEATURES – MATTRESS LAYERS

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 22



FEATURES – MATTRESS LAYERS

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 23



FEATURES – FIRE BARRIER

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 24

Standard fire barrier for regulatory compliance



FEATURES – FOAM LAYER

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 25

Posterior high density foam layer provides even pressure retribution for optimal patient comfort



FEATURES – AIR CELL LAYER

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 26

Eight horizontal, interconnected air chambers automatically adjust to a patient's position for optimum pressure redistribution.



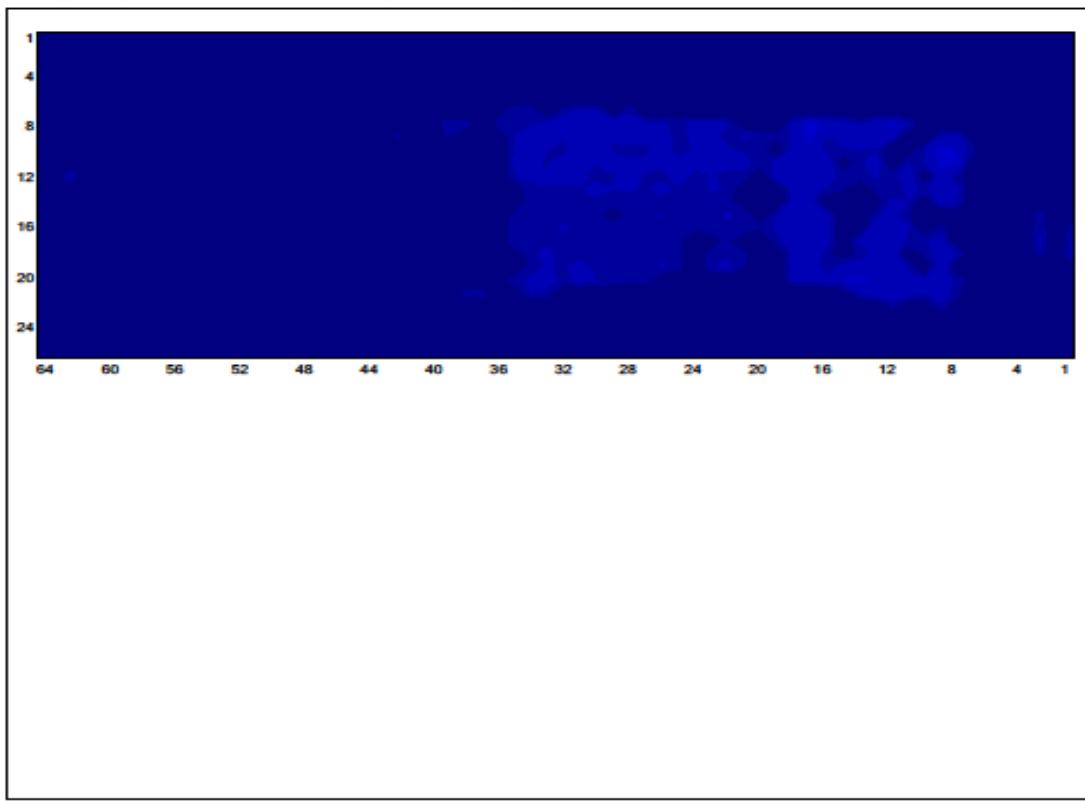
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PRESSURE MAPPING

PRODUCTS : SPECIALTY MATTRESSES

XSENSOR[®] Technology
Corporation

File: True Balance
Frame: 1317
Avg/Peak: 16.2 / 24.6 mmHg
Range: 10.0 to 200.0 mmHg Area: 517.19 in²



Pressure Imaging by XSENSOR Technology

mmHg	
200.0	0
193.9	0
187.7	0
181.6	0
175.5	0
169.4	0
163.2	0
157.1	0
151.0	0
144.8	0
138.7	0
132.6	0
126.5	0
120.3	0
114.2	0
108.1	0
101.9	0
95.8	0
89.7	0
83.5	0
77.4	0
71.3	0
65.2	0
59.0	0
52.9	0
46.8	0
40.6	0
34.5	0
28.4	0
22.3	10
16.1	149
10.0	172
0.0	1333
10.0 - 200.0	

SensorGroup	Value
S00005	
Avg Press.	16.2
Peak Press.	24.6
Min Press.	10.1
Area (in ²)	517.19

General Notes

Image
No Images

WARRANTY

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 29

- ❖ TBA comes with a 1 year manufacturer warranty

- ❖ How many cells are in the TBA?
- ❖ What are the cells filled with?
- ❖ What does it mean it has a heel slop?
- ❖ Is the TBA considered a Group II?

QUESTIONS?

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 31