

# CORKU

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

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)

- ❖ 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



- ❖ 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

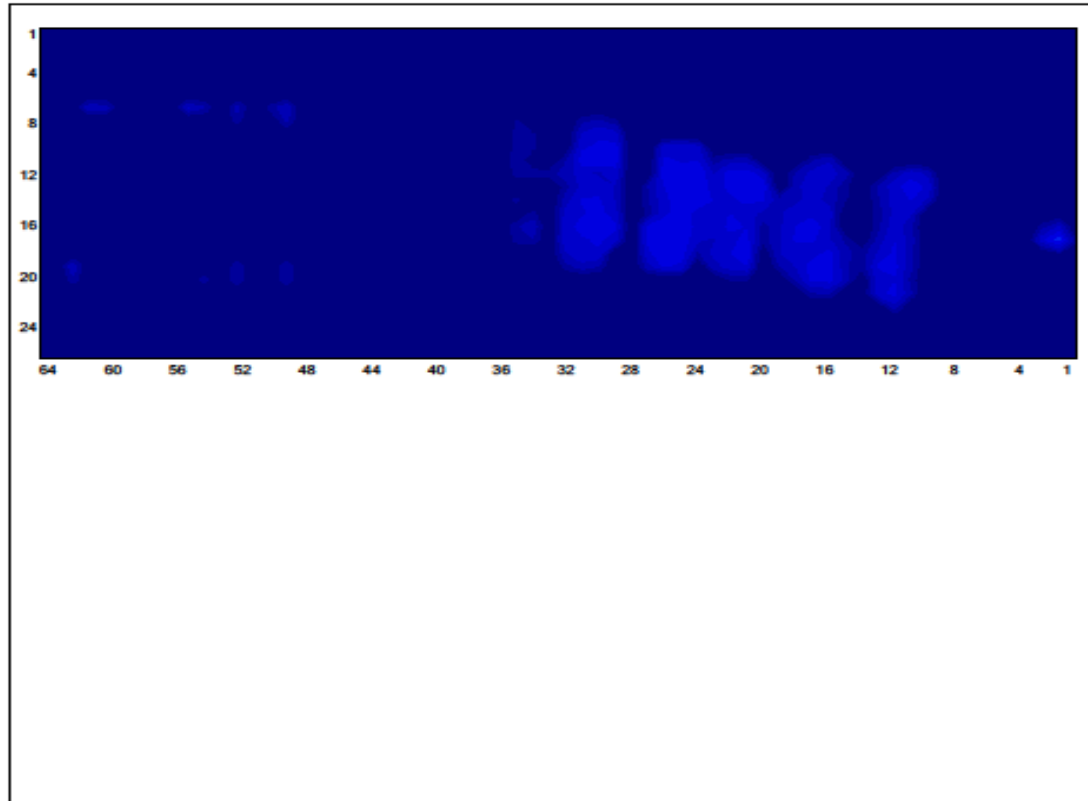
- ❖ Pressure mapping performed with X-Sensor Pressure Mapping System
- ❖ Measures over 3600 points
- ❖ Main goal of pressure reduction is to keep average pressure less than 32 mmHg

# PRESSURE MAPPING

PRODUCTS : SPECIALTY MATTRESSES

**XSENSOR**<sup>®</sup>Technology Corporation

File: Elite air\_20140819\_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
10.0 - 200.0	

Sensor/Group	Value
50095	
Avg Pres.	22.4
Peak Pres.	35.9
Min Pres.	10.3
Area (in²)	359.38

General Notes

Image
No Images

- ❖ 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**
  - ❖ 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.



# 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

## 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



Sloped design for optimal  
heel pressure reduction

# 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

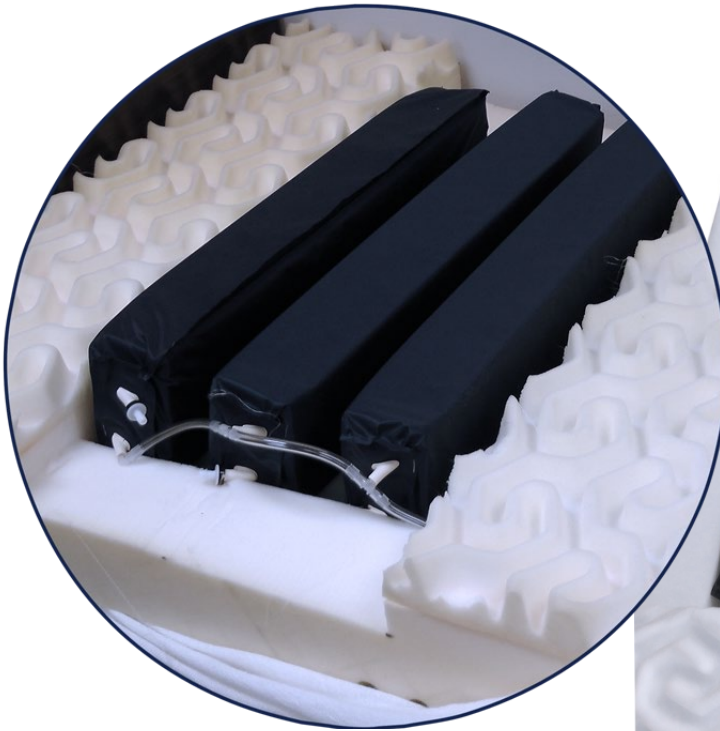


# FEATURES – AIR CELL LAYER

PRODUCTS : SPECIALTY MATTRESSES

SLIDE 26

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



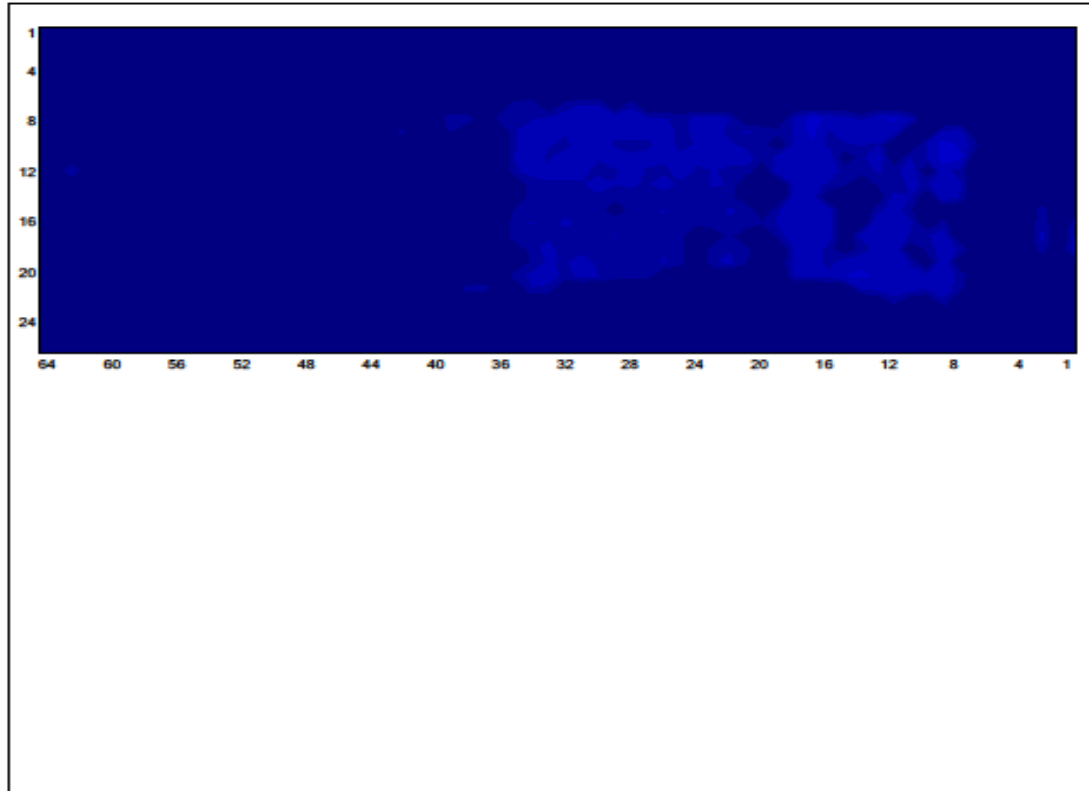
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# PRESSURE MAPPING

PRODUCTS : SPECIALTY MATTRESSES

**XSENSOR**<sup>®</sup> Technology Corporation

File: True Balance  
Frame: 1317  
Range: 10.0 to 200.0 mmHg  
Avg/Peak: 16.2 / 24.6 mmHg  
Area: 517.19 in<sup>2</sup>



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	

Series/Group	Value
S0005	
Avg Pres.	16.2
Peak Pres.	24.6
Min Pres.	10.1
Area (in <sup>2</sup> )	517.19

General Notes

Image
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- ❖ 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