

CREST
HEALTHCARE SUPPLY®

reliable | responsive | innovative

Solving the Problem of Broken Bed Communication Cable Pins



Solving the Problem of Broken Bed Communication Cable Pins

If you constantly have to replace Bed Communication Cables because of bent and broken pins, a patented CableSaver™ Bed Communication Cable System may be the solution you are looking for. Frequently replacing broken bed communication cables takes precious time and money from the resources of healthcare facilities. The CableSaver™ Bed Communication Cable System is proven to outlast standard cables 20:1 saving you time and money.

Easy-to-Install and Use

The CableSaver system is easy to install and use. The CableSaver system replaces standard bed communication cables with a pinless Centronix connector that separates when pulled, eliminating broken pins and station damage. The adapter is easily attached to the front of your existing station and features both a Centronix and standard 37-pin receptacle, allowing you to phase in CableSaver cables over time.

“CableSaver is a great idea. They attach very easily
and have a good Centronix connector”.

Joel, North Memorial Hospital, July 2009

This system is easy for Maintenance to install and for everyone to use. Installation is complete in three easy steps and usage is just as simple.

See for yourself by viewing the CableSaver Installation Video.

<http://tinyurl.com/cablesaver>





CableSaver installs to your 37-pin station in three easy steps.

1. Disconnect your existing communication cable from your station and any screws necessary for attaching the adapter.
2. Using a screwdriver and the included screws, attach the CableSaver adapter, and spacer if needed, to your wall station.
3. Reconnect your bed using the CableSaver cable.

It really is that simple! The CableSaver connector separates easily without damage, providing a built-in safeguard if someone is unfamiliar with bed communication cables and forgets to disconnect them prior to moving a bed.



Money Savings

Using CableSaver is a proven money-saving option over standard communication cables. Customers have reported replacing 75% less cables after switching to CableSaver. Imagine replacing two cables each month instead of 12. At an average price of \$20 per standard bed communication cable you can save \$120 every month by switching to CableSaver.

This example facility from the Minneapolis area **saved \$1,444** in one year by switching to CableSaver. That is an average of \$120 every month.

Table 1: Sample Cable Usage & Cost Savings

	Standard Cables		CableSaver™		
Yearly Usage	Units Used	Estimated Cost	Units Used	Cost	Savings
January - March	36	\$720	6	\$359	\$361
April - June	36	\$720	6	\$359	\$361
July - September	36	\$720	6	\$359	\$361
October - December	36	\$720	6	\$359	\$361
Total	144	\$2,880	24	\$1,436	\$1,444

Imagine saving over 50% of your bed communication cable budget every year!



Time Savings

Facilities can also see time savings which translate to large cost savings. On average it takes Joel, an Engineer at North Memorial Hospital, 10 minutes to change a cable. Multiply that by 12 per month and that takes two hours every month. Switching to CableSaver could help reduce that labor time to 20 minutes per month because of the reduced replacement frequency. With an average hourly labor rate for an Engineer being \$30 per hour, switching to CableSaver could equal \$600 in labor savings per year.

Table 2: Time and Labor Savings

Yearly Usage	Standard Cables			CableSaver			Savings
	Units Used	Time	Labor Cost	Units Used	Time	Labor Cost	
January - March	36	6 hours	\$180	6	1 hour	\$30	\$150
April - June	36	6 hours	\$180	6	1 hour	\$30	\$150
July - September	36	6 hours	\$180	6	1 hour	\$30	\$150
October - December	36	6 hours	\$180	6	1 hour	\$30	\$150
Total	144	24 hours	\$720	24	4 hours	\$120	\$600

Frequent cable replacement can also inconvenience patients. Every time a patient is in a room where a cable needs to be replaced they have to deal with being shifted around, whether that involves being moved to another room or having their bed, IV pole, etc. moved and adjusted. Reduction of cable replacement can assist in improving patient safety and satisfaction.

“Today, leading-edge health care organizations are striving to create environments that are more conducive to healing, while also working to eliminate barriers to patient safety and environmental risks.”

Alternative Health Journal,

[Healthcare’s Green Initiative: The Healthy Hospital Movement](#)

August 3, 2009

Healthcare organizations are constantly working to create a healthy, comfortable environment for patients and less interruptions are part of that change. CableSaver reduces the need to replace cables thus reducing patient interruption.

Conclusion

Whether your facility is looking for a simple, easy-to-install bed communication cable solution for the Maintenance department, an easy-to-use solution for the nurses, a way to reduce patient interruption or a cost effective solution to meet budget restrictions of the entire facility – CableSaver Bed Communication Cable System is the answer. Imagine saving a total of over \$2,000 in product and labor costs in just one year like the examples above. Don't waste another minute replacing 37-pin communication cables that don't last. See how CableSaver can help you.



CREST
HEALTHCARE SUPPLY®

reliable | responsive | innovative

www.cresthealthcare.com

Follow us on [Twitter CrestHC](#)

And check us out on [Facebook](#) for
Deals, info and industry news!