



# WORKFORCE TECHNOLOGY SOLUTIONS PLAYBOOK SERIES: VITAL SIGNS MACHINES

## **Solution Purpose: Improving accuracy and efficiency when obtaining and documenting vital signs**

- Eliminate human error with reading and recording vital signs
- Automatically populate medical record with vital signs information without manual data entry

## **Budget:**

- \$2,000 - \$6,000
- Vital signs solutions like these have been available for several years. These are mature products and are proven to be highly reliable. Purchasing groups and distributors carry multiple options. Providers are encouraged to contact their preferred Durable Medical Equipment (DME) provider for best pricing and service.

# VENDOR MATRIX

## BAXTER WELCH ALLYN CONNEX SPOT MONITOR (CSM)

## ROSIE® 4 OR ROSEBUD® VC

FEATURES		
TRAINING INCLUDED IN SET UP COST?	✓	✓
ACTIVE PRESENCE IN MN?	✓	✓
RELEVANT SYSTEM INTEGRATIONS	Epic, Cerner, Allscripts, eCW, NextGen®, MatrixCare®. Connectivity options are Wireless, Ethernet, Bluetooth or USB depending on the	PointClickCare®, MatrixCare®, American HealthTech®
PHYSICAL DIMENSIONS (WITH STAND)	48" x 12"	55" x 23"
VITAL SIGNS MEASURED	<ul style="list-style-type: none"> <li>• Blood Pressure</li> <li>• Temperature</li> <li>• SpO2</li> <li>• Pulse Rate</li> <li>• Respiration Rate</li> </ul>	<ul style="list-style-type: none"> <li>• Blood Pressure</li> <li>• Temperature</li> <li>• SpO2</li> <li>• Pulse Rate</li> </ul>
BATTERY LIFE (FROM FULL CHARGE)	17 hours	22 hours
BATTERY CHARGING TIME	4 hours	5.5 hours
AVAILABLE FOR LEASE	X	✓
KEY DIFFERENTIATOR <i>(PROVIDED BY SOLUTION REPRESENTATIVE)</i>	Our devices are accurate, simple, and connected with an easy-to-use touchscreen and industry leading SureBP and SureTemp vitals acquisition technology. Clinicians can take a full set in approximately a minute.	The ultimate solution for speedy and reliable monitoring of your vitals. In only a couple of seconds, this user-friendly vital signs monitor will give you reliable and accurate readings.
CONTACT	Zachary Clark 315-685-4305 <a href="mailto:Zachary_Clark@baxter.com">Zachary_Clark@baxter.com</a>	1-800-841-1109 <a href="https://nuroserosie.com/contact/">https://nuroserosie.com/contact/</a>
WEBSITE	<a href="#">Baxter Welch Allyn</a>	<a href="#">Nurse Rosie</a>

# IMPLEMENTATION

## Key Personnel for Successful Implementation

**Project Lead(s):** (responsible for internal coordination and vendor communication):

Personnel to consider for Project Lead role: nursing leadership, staff development, clinical educator

*Note: Recommend co-leads to maintain continuity if change in employment, illness, etc.*

**End-users:** (Individuals and groups who will use the vital signs machines)

- Clinical leadership: nurse directors, managers, and supervisors
- All clinical staff responsible for obtaining vital signs
- Health unit coordinators
- All residents

**Vendor Selection Team:** (Key stakeholders who should be part of the decision-making process because they have a vested interest or expertise)

- Project lead
- Clinical leadership
- Clinical staff representative(s)
- Health Information department leadership
- Operations/administration/executive director
- IT support

**Team/Staff to Support Product Launch:** (Key stakeholders who will play a vital role with training, troubleshooting and will be ambassadors of the changes needed)

- Project lead
- Operations/administration/executive director
- Clinical leadership
- Staff development/clinical education
- IT support
- Clinical staff representative(s)

**Team/Staff to Provide Follow-up/support:** (Individuals who play a key role with reinforcing the rollout success because of their job description and/or leadership responsibilities)

- Staff development/clinical education
- Clinical leadership
- Operations/administration/executive director

# IMPLEMENTATION

## Best-Practice Implementation

**Key software integration/compatibility:** One of the greatest benefits of this technology is its ability to populate the health record wirelessly and automatically with vital sign information when the data is collected without additional data entry. It is imperative that the model chosen fully integrates with your electronic health record software.

### Infrastructure/equipment requirements:

- Robust Wi-Fi throughout community
- Rolling stands are sold by distributors to allow vital signs machines to be easily transported throughout the community

### Expected timelines after vender is selected: *Approximately 3 months*

- 2 weeks for hardware setup and electronic health record integration
- 4 weeks for staff training, communication and policy and procedure review/revisions
- 4 weeks of advanced oversight and monitoring after roll-out to ensure success

### Location Needs:

- Store near a dedicated outlet so it can remain charged when not in use
- Store in location that will not impact fire code egress requirements
- Store in location that is convenient for clinical staff during every shift for ease of access

### Policies/Procedures impacted:

- Workflow for obtaining vital signs data
- Develop process/policy for returning vital signs machine to charge
- Develop cleaning process/procedure to maintain infection control
- Orientation/onboarding – embed training into new employee orientation at time of launch

### What to expect post-implementation:

- Reduction of data entry errors as vital signs automatically populates health record

### Tips:

- Remove old processes at time of launch
- Preschedule checkpoints for supporting coalition to reconvene after launch weekly/biweekly to strengthen change management and implementation success. This can be done at shift change to troubleshoot/educate as necessary.
- Review processes at quality assurance/performance improvement meetings for at least 3 months.

# IMPLEMENTATION

## What's next for this technology?

- All-in-one machines will become capable of recording more data and populating the medical record such as blood glucose, EKG, and other health data
- Wearables continue to advance in the ability to record vital signs data. It is likely that a low-profile wearable such as a smartwatch will become a reliable source for collecting vital signs information continuously. This data can then be leveraged to identify outliers and predictive patterns to address changes in health earlier.

## Playbook development and disclaimer:

This playbook was developed to assist care providers and operators in the understanding of vital signs machines but cannot possibly include all models that are available. Products mentioned in this playbook serve as illustrative examples and were included as a result of the following:

- Recommendations from LeadingAge members
- Information gathering from recommended solution providers
- Product demos and Q&A meetings with solution providers
- Information gathered directly from active users of the machines
- Provider case studies

Please use this playbook as a general guide in understanding functionalities and capabilities of these solutions as well as a means to implement your chosen solution more successfully. These solutions have not been tested or verified by LeadingAge Minnesota. Providers are strongly advised to verify functionalities of vendor solutions prior to final selection through demonstrations, site visits, reference checking and other due diligence.

Last updated June 29, 2023