

# HOW CAN A DISPOSABLE CUBICLE CURTAIN HAVE A LOWER TOTAL COST OF OWNERSHIP THAN A TRADITIONAL CURTAIN?

## IT'S JUST A CURTAIN, RIGHT?

For decades, traditional fabric cubicle curtains have been the product of choice. Their use has more recently raised concerns in a COVID-era where perception of cleanliness, ease of maintenance, patient throughput, pathogen transference, safety, and patient experience scores are increasingly being analyzed in efficiency.

### Lower Upfront Investment

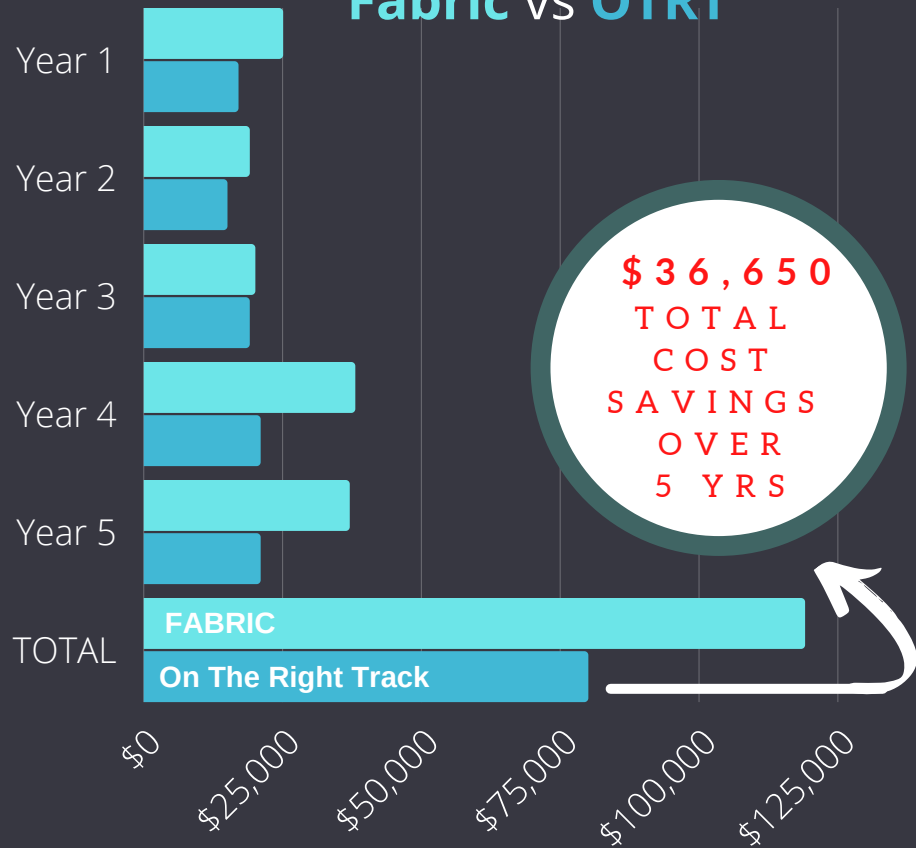
A health system can spend \$200-300 per bed for a fabric curtain, and this does not include the cost of spare curtains or those lost to laundering. Fabric curtains also entail a dated tracking system that requires 15 mins to do a changeout using a ladder. The OTRT disposable curtain costs about \$40 per bed and takes two minutes to remove/replace with no ladder needed.

### Reduce Maintenance & Operating Costs

It costs about \$15-\$20 per fabric curtain for laundry transport, washing, drying, folding, and storing. This equals an abundance of time, money, and scarce storage space. With OTRT, customers have recognized up to a 90% reduction in labor, replacement, and laundry costs.

## 5 Year Cost Analysis 350 Bed Health System

### Fabric vs OTRT



*"You have to look at the overall total cost of ownership. When you are dealing with disposable, you may think 'Well this is going to cost me an extra year' - but you're not looking at the cost of what the other product was prior. Take a look at your total cost, take a look at the time that it's taking your environmental services team, take a look at the time to get them laundered, take a look at the replacement cost."*

**- Joseph Milinarich, associate vice president of quality, safety, and patient experience, Geisinger Health System**

# CHANGEOUT® CURTAIN TRACKER SOFTWARE

SIMPLIFY COMPLIANCE  
MANAGEMENT

OTRT's curtain changeout software uses bar-code scanning and a phone to help you keep track of which curtains need to be changed. Their experience shows the system maximizes the life of curtains.

## TIME FOR A PARADIGM SHIFT

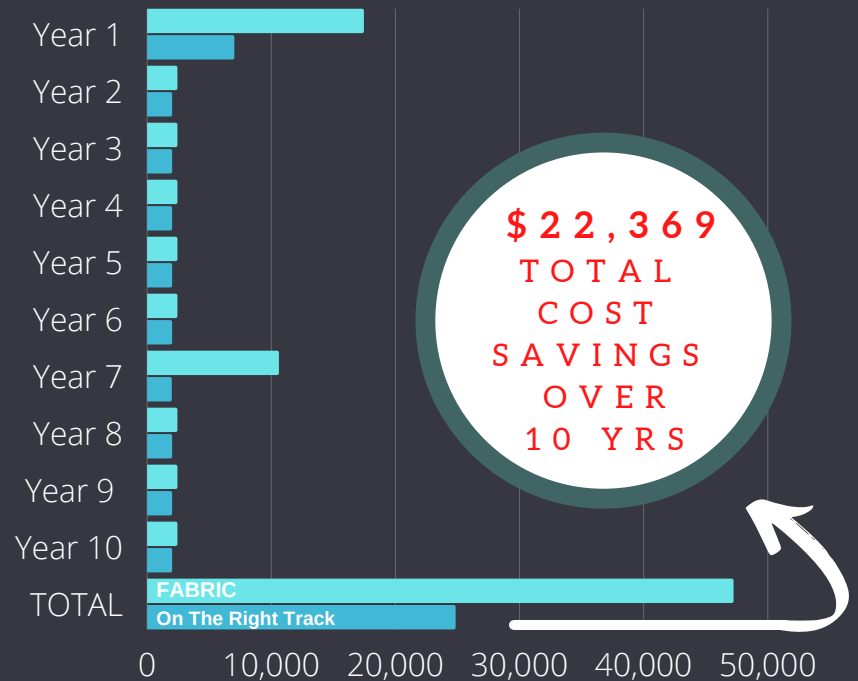
### Cut Storage and Inventory

OTRT curtains come in a standard 69-inch width. An integrated snap system allows you to snap multiple panels together to cover any width. When only a portion of the curtain becomes soiled, caregivers can remove/replace the soiled panel rather than the entire curtain. Additionally, storage is a breeze with a "one size fits all" single SKU. Most traditional fabric curtains are stocked in multiple sizes, widths, and colors, taking up valuable storage space and taking time to sort through. Textiles also tend to get discontinued over time causing more 'mismatch' throughout a facility.

### Boost Patient Throughput & Perception of Cleanliness

Perception of cleanliness is critical to the HCAHPS patient satisfaction score used by The Centers for Medicare and Medicaid Services (CMS) to calculate a facility's Medicare and Medicaid reimbursement. HCAHPS scores for cleanliness are affected by both the reality of clean and the perception of clean. As patients and family members perceive the facility, so goes the ratings and the financial consequences. Perception becomes a reality (The Centers for Disease Control and Prevention. Healthcare-associated infections. 2014)

## 10 Year Cost Analysis 250 Bed Health System Fabric vs OTRT



\*Actual health system ROI with factors such as labor rate, material cost, changeout time, cleaning costs, etc.,

### Let us show you what your ROI looks like!

*"With this new system, I'd say we've saved 7,000 hours of maintenance time annually in relation to the cubicle curtains. We estimate 3,500 person-hours are saved annually, just in time spent taking down and rehangng curtains. The balance of time saved is from laundering. Not to mention utility savings, water and detergent."*

- Eric Nowak, vice president of environmental services, Geisinger Health System

