

# Better care begins with better design



Did you know that nearly half of the adult population in the US has hypertension?<sup>1</sup> That leaves them at higher risk for heart disease. We know how important it is for you to help your patients live their healthiest, happiest lives. That's why capturing an accurate blood pressure (BP) measurement is so important—better BP is better care.



# Better patient positioning is better BP

Standardization can be tough. According to the US Advisory Board, most health systems today find standardization across a network of sites challenging.<sup>2</sup>

#### ONE OF THE BIGGEST AREAS OF OPPORTUNITY?

#### **ACCURATE BP MEASUREMENT**

- Nearly 1 of every 2 US adults have high BP.1
- 16% of Americans are at risk for errors in BP measurement of +/- 5 mmHg, leaving them vulnerable to the effects of missed diagnoses and misdiagnoses, including increased risk of stroke or heart attack and adverse drug reactions.<sup>3</sup>
- 30 million Americans would be affected by overestimating true blood pressure by 5 mmHg, leading to inappropriate treatment and unnecessary cost.<sup>4</sup>

#### COSTS RELATED TO AN IMPROPER BP MEASUREMENT CAN ADD UP QUICKLY.

1,900

Typical number of patients for one physician<sup>5</sup>

\$135,000

Average annual cost of hypertension per practicing physician<sup>6</sup> \$733

Annual cost of overtreatment for hypertension per patient<sup>7</sup>

#### **EASILY POSITION PATIENTS FOR BETTER BP MEASUREMENT**

Only Midmark can offer a fully integrated point of care workflow designed to promote proper patient positioning for a more accurate blood pressure measurement and a more efficient vital signs workflow with the ability to import data directly into the EMR, eliminating transcription errors.

#### 1. PROPER SUPPORT

Powered movement of the back section ensures the patient's back is supported.

#### 2. LOW HEIGHT

Barrier-free low chair height allows the majority of patients (even females with heights in the 3<sup>rd</sup> percentile) to place their feet flat on the floor.<sup>8</sup>

#### 3. PROPER ARM PLACEMENT

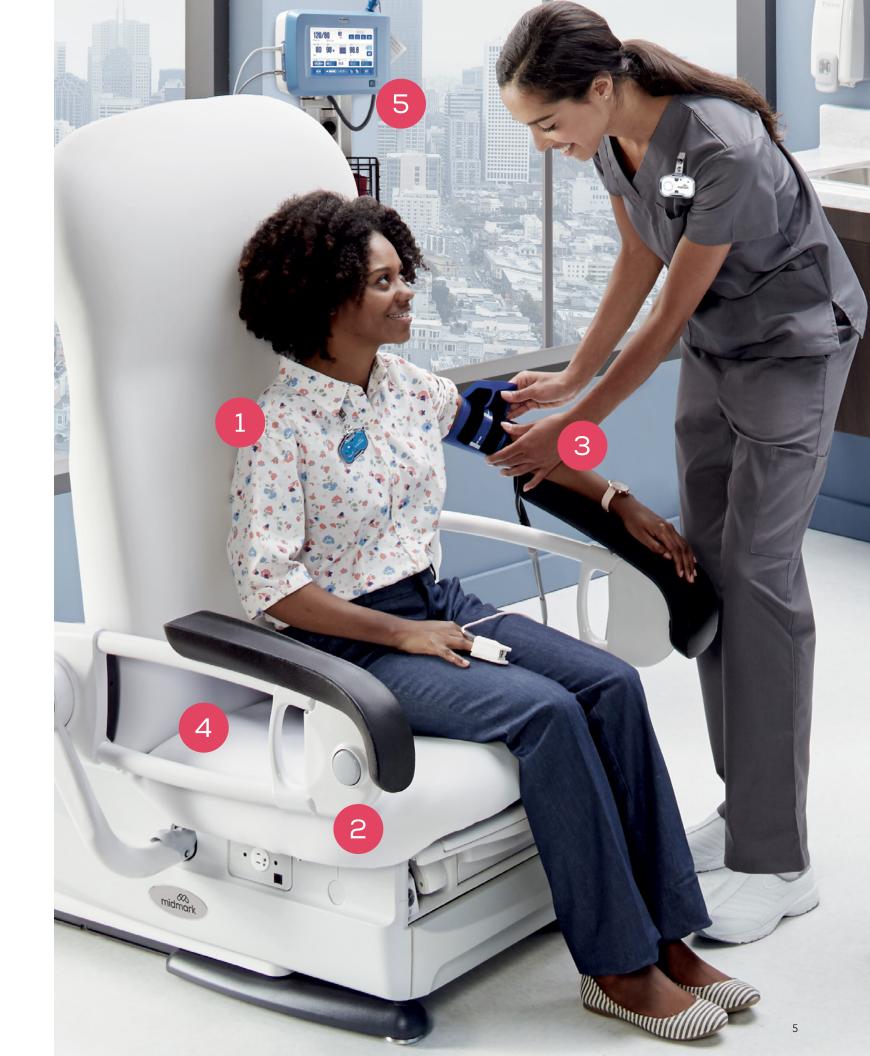
Easily support the patient's arm with cuff at heart level using the Patient Support Rails+ accessory.

#### 4. EFFICIENCY

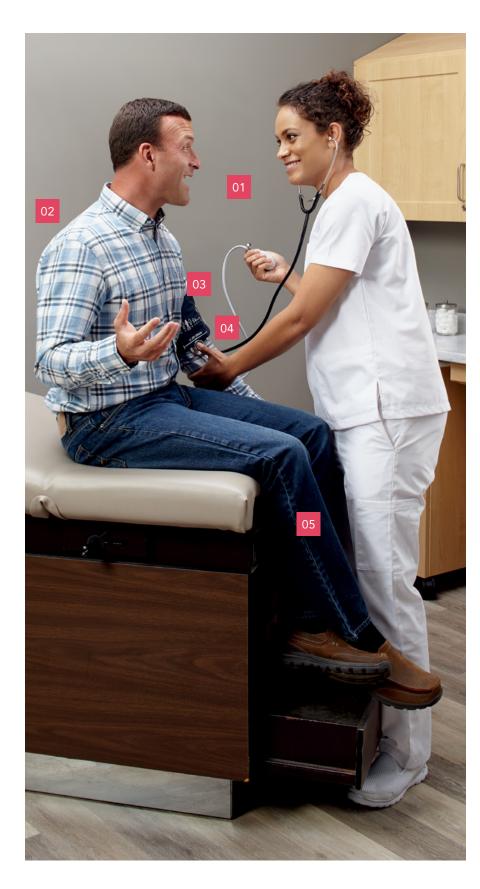
Connect IQvitals® to the 626 with integrated IQscale® to weigh patients quickly and discreetly from the exam chair. Then, send data to the EMR with the push of a button.

#### **5. CONNECTED DEVICES**

The Midmark IQconnect™ framework provides a seamless connection from your devices to the EMR. Operate all of your devices from one single pane of glass—the computer screen.



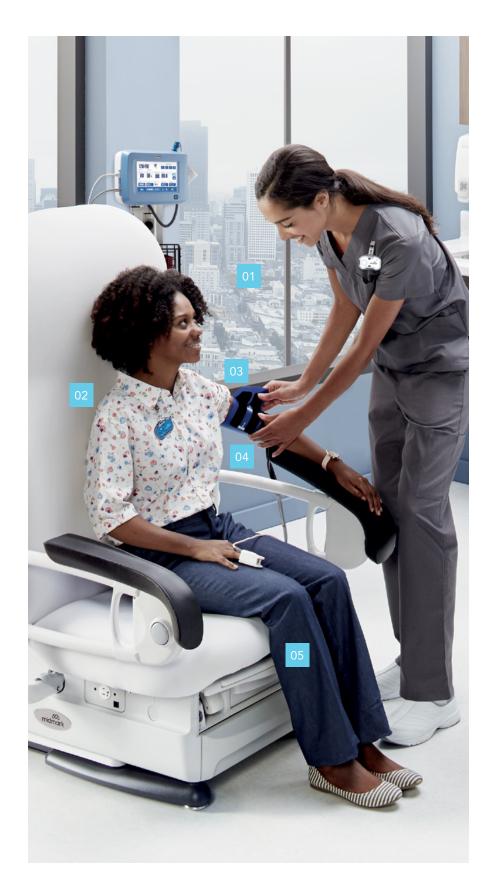
# What happens today?



While a patient's position during blood pressure acquisition may seem insignificant, variations in positioning and technique can lead to fluctuations of 5 to 15 mmHg in systolic blood pressure. Reviews suggest that even a difference of 5 mmHg can affect close to 16% of patients, either inadvertently placing them on medication or missing a diagnosis of hypertension.

- 01 Talking
- 02 Back not supported
- 03 Cuff placed over clothing
- 04 Arm not supported with cuff at heart level
- 05 Legs crossed and feet not flat on floor

# There's a better way.

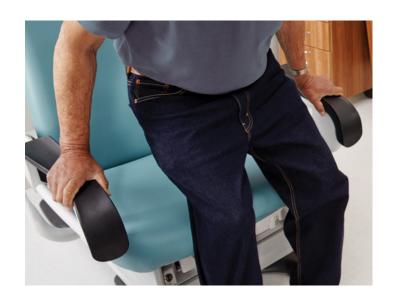


The good news is new technologies and equipment have been designed to ensure clinical standards for blood pressure capture can be easily followed across the health system.

Midmark has developed a suite of products that are designed to function as a fully integrated, point of care ecosystem to help health systems standardize and promote proper blood pressure capture through improved patient positioning.<sup>10</sup>

- 01 Not talking
- 02 Back supported
- 03 Cuff placed on bare arm
- 04 Arm supported with cuff at heart height
- 05 Legs uncrossed and feet flat on floor

# Accessible design ensures equal care for all







# Help patients help themselves

One key factor impacting accessible design in the exam space is the examination chair. The federal agency providing leadership and guidance for accessible design, the US Access Board, recommends an exam chair with a low, uncompressed seat height of 17" to 19". Midmark Barrier-Free exam chairs are the only chairs on the market that can lower to a height of 15.5" (uncompressed upholstery). A low seat height and wide, flat transfer surface enable patients to transfer onto and off of the exam chair with minimal assistance.







# Models + Options

	14.6" Seat Height (Compressed) 15.5" Seat Height (Uncompressed)	Clean Assist Roller System	Active Sensing Technology	Lockout Hand + Foot Controls	Wireless Hand + Foot Controls	Wired Hand + Foot Controls	Heated Upholstery	IQscale	650 lb Weight Capacity	Standard Rail Accessory Receivers	Tamper-Resistant Electrical Receptacles	Drawer Heater + Pelvic Tilt
Midmark												
626-001	•	•	•	•		•			•	•	•	•
626-002	•	•	•	•		•	•		•	•	•	•
626-003	•	0	•	•	•			•	•	•	•	•
626-004	•	•	•	•	•		•	•	•	•	•	•
626-005	•	0	•	•		•		•	•	•	•	•
626-006	•	•	•	•		•	•	•	•	•	•	•

# Optional Features (Available on select models)



#### **IQSCALE®**

Capture the patient's weight discreetly from the comfort and security of the exam chair and import data directly into the EMR with the integrated IQscale.





#### **HEATED UPHOLSTERY**

The heated upholstery option provides soothing heat to help relax the patient while on the exam chair.

# STANDARD FEATURES



**CLEAN ASSIST ROLLER SYSTEM** 

The retractable roller base allows you to safely move the chair for cleaning.



HAND + FOOT CONTROL

Hand/foot control designed to make patient positioning quick and effective.



STIRRUPS + PELVIC TILT

Helps position patients properly and comfortably for lower body examinations.



**ACTIVE SENSING TECHNOLOGY®** 

Pauses table movement when disrupting impact is detected.



#### QUICK EXAM® + RETURN TO HOME

Quick Exam elevates the chair to the exam position. Return to Home returns the chair to its home position.



#### ACCESSORY RECEIVERS

Standard receivers allow for the integration of accessories without the use of tools.



#### TAMPER-RESISTANT RECEPTACLES

Receptacles on both sides of the chair provide a power connection for devices.



#### PREMIUM COMFORT SYSTEM®

Elastomeric material stretched over a seat cutout for a chair-like feel.



#### DRAWER HEATER

Point of care storage with the option to warm supplies used for lower-body examinations.



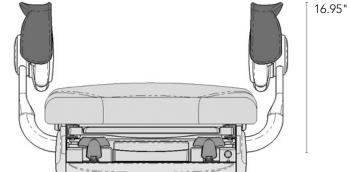
#### LOCKOUT OF HAND + FOOT CONTROLS

Prevent unintended movement of the chair when staff is away by using the lockout feature. Simply press and hold the Stop and Back Down buttons simultaneously.





#### 28.6"



Patient Support Rails+ Dimensions

# ACCESSORIES



PATIENT SUPPORT RAILS+
Helps achieve proper positioning
of the patient's arm for blood
pressure capture.



PATIENT SUPPORT RAILS
Provides patients with a 1¼ inch
diameter continuous gripping surface
for entering, exiting or repositioning
on the exam table.



WIRELESS CONTROLS
Locate the hand and foot control
anywhere in the room, removing cords
and eliminating obstacles.



ARTICULATING KNEE CRUTCHES

The unique ball-socket design allows for a maximum range of adjustment, designed to ensure optimum knee and leg support. Available in a non-articulating option.



RITTER 253 LED LIGHT
The 253 is designed with easy access controls, high intensity light and an adjustable focal spot. Available in chair mount and mobile options.



STAINLESS STEEL TREATMENT PAN Ideal for lower-body procedures or other situations in which removal of fluid and debris is necessary.



26 Barrier-Free Examination Chair

Accessories help

add versatility +

function to your

exam chair

# COLOR OPTIONS

# STANDARD UPHOLSTERY COLORS Mist 813 Stone 814 Restful Path 858 Iron Ore 851 Lunar Gray 845 Obsidian 857 Oasis 843 Soothing Blue 855 Dream 847 Mineral 844 Healing Waters 848 Shaded Garden 853 Citrus 849 Sandy Retreat 850 Curative Copper 846 Cranberry 859 Dark Linen 856 Latte 860 Robust Brown 852

Deep Earth 854

#### **ULTRAFREE\* UPHOLSTERY COLORS**



#### \*ULTRALEATHER® BY ULTRFABRICS

### **SPECIFICATIONS**

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Patient Weight Capacity: 650 lb (295 kg)

Height:

Uncompressed: 15.5" Low/37" High (39 cm/94 cm)

Compressed: 14.6" Low (36 cm) oversized casters

Premium Upholstery Dimensions (top):  $28" W \times 60" L$  (71 cm/152 cm)

Length with Footrest Extended: 76" (193 cm)

Pelvic Tilt: 5 1/5°

Heated Drawer: 24.6 Watt

Heated Drawer Temperature: 92°F to 112°F at 115 VAC input voltage, 70°F ambient

Paper Roll Holder: Holds 24"x 3.56" dia. paper roll (61 cm x 9 cm)

Electrical Receptacle: Electrical Draw: 4 A Hospital-grade, electrical receptacles on left and right sides

Table Weight: 435 lb (197 kg)

Shipping Weight: 485 lb (220 kg)

#### **ELECTRICAL RATINGS**

115 VAC, 50/60 Hz, 12A

#### OPTIONS

Heated Upholstery Temperatures: Low: 95°F/High: 102°F

Wide Premium Top: 32" W x 60" L (97 x 152 cm)

IQscale®: Scale Capacity: 650 lb (294.8 kg) Scale Resolution: 0.2 lb (0.1 kg) Scale Accuracy: 30 - 100 lb (13.6 - 45.4 kg) ± 0.2 lb (0.1 kg)

100 - 300 lb (45.4 - 136.1 kg) ± 0.4 lb (0.2 kg)

300 - 500 lb (136.1 - 226.8 kg) ± 0.6 lb (0.3 kg)

500 - 650 lb (226.8 - 294.8 kg) ± 0.8 lb (0.4 kg)

Vital Signs Device ports on left and right sides, plus rear of table.

#### **ACCESSORIES**

Patient Support Rails+

Patient Support Rails

Articulating Knee Crutches

Standard Knee Crutches

Stainless Steel Treatment Pan

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# SOURCES

- 01 http://www.acc.org/latest-in-cardiology/articles/2017/11/08/11/47/mon-5pm-bp-guideline-aha-2017
- $02\ https://www.advisory.com/research/health-care-advisory-board/white-papers/2016/the-system-blueprint-for-clinical-standardization$
- 03 Calculated by 50,000,000 affected\* / 307,000,000 US 2009 population\*\* Data from: \*https://www.ncbi.nlm.nih.gov/pmc/articles/PMC2911816/ and \*\*Census.gov
- 04 https://www.ncbi.nlm.nih.gov/pmc/articles/PMC2911816/
- 05 Panel size sourced from Journal of the American Board of Family Medicine July August 2016; Vol. 29, No. 4
- 06 \$733 x (9.8% of 1,900) = ~\$135,000, where 1) \$733 = cost of overtreatment per patient. Cost data from Agency for Healthcare Research and Quality (AHRQ). Article: "Expenditures for Hypertension Among Adults Age 18 and Older, 2010: Estimates for the U.S. Civilian Noninstitutionalized Population". Includes cost of ambulatory visit and prescription (payer is either the patient, insurance company or ACO), 2) 9.8% = percentage of population affected by overestimation of high blood pressure errors, calculated by 30,000,000 affected by overestimation\* / 307,000,000 the 2009 US population count\*\*. Data from \*https://www.ncbi.nlm.nih.gov/pmc/articles/PMC2911816/ and \*\*Census.gov, and 3) 1,900 = typical patient panel size per physician. Panel size sourced from Journal of the American Board of Family Medicine, July-August 2016; Vol. 29, No. 4
- 07 Cost data from Agency for Healthcare Research and Quality (AHRQ). Article: "Expenditures for Hypertension among adults age 18 and Older, 2010: Estimates for the U.S. Civilian Noninstitutionalized Population"
- 08 According to BIFMA standards, the 3rd percentile female popliteal (knee) height is 13.4" plus 1.2" shoe height
- 09 https://www.ncbi.nlm.nih.gov/pmc/articles/PMC2911816/
- 10 https://wire.ama-assn.org/delivering-care/one-graphic-you-need-accurate-blood-pressure-reading



Designing better care.™



CARB 93120.2 Phase 2 Compliant

The color examples shown are the best representation of the original material. Actual color may vary slightly. We strongly recommend that you contact Midmark Customer Experience at 1.800.MIDMARK to request a sample before placing your order.

Midmark is an ISO 13485 and ISO 9001 Certified Company. Certain products are not included. See the complete list at: midmark.com/ISO

For more information, contact your Midmark dealer or call: 1.800.MIDMARK Fax: 1.877.725.6495 Update to: Outside the USA call: 1.937.526.3662 or visit our website: midmark.com

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