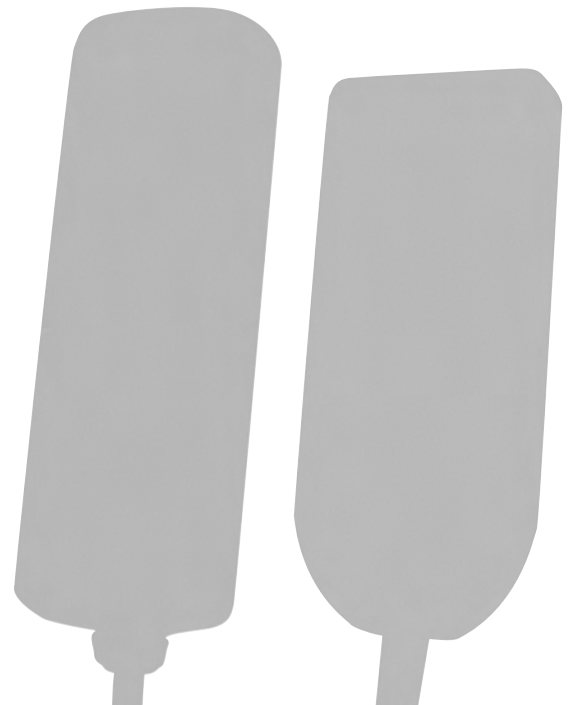




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Bed Control Comparison

An evaluation of function, durability and price

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Introduction

How do you choose which replacement bed control will be the best fit for your facility? Obvious system requirements must be considered, but deciding what to look at after that can be complicated. There are aftermarket and OEM (Original Equipment Manufacturer) controls available for most bed types and brands. Between these two choices there are often sizeable price differences, so budget should be one deciding factor. Features and durability can also make a significant difference in both the user and maintenance experience and are important when selecting a bed control.

Crest Healthcare Supply conducted a number of tests on the Crest HD2 Bed Control and three other OEM and aftermarket bed controls. These tests point out some interesting details and comparisons to help you make an informed decision on your next bed control purchase.

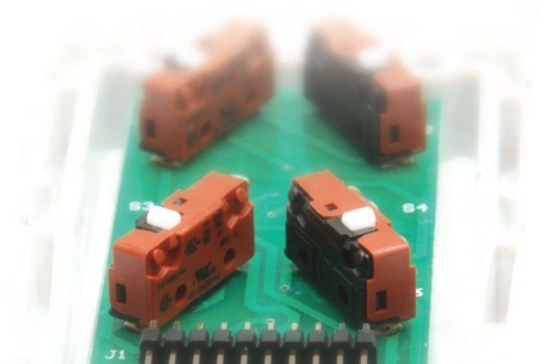
Switch Type and Amp Comparison

A mechanical switch allows for more amps to be used within the bed control so that it can withstand more electrical current. When comparing switch ratings, the Crest HD2 Bed Control was the clear leader within our testing. The HD2's switch ratings were two times higher than aftermarket brand C and almost 50 times higher than aftermarket brand A and OEM brand B. The HD2 features a 12A mechanical switch, whereas brand C has a 5A mechanical switch and brands A and B only offer a membrane switch with less than 1A rating.

Since the HD2 features a 12A mechanical switch it is the most heavy-duty option of all aftermarket and OEM versions tested.



12A mechanical switch



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Drop Test

To compare overall durability a drop test was performed by dropping the bed control samples from a height of 4 ft. onto concrete 100 times. Functionality was tested every 10th drop. OEM brand B completely fell apart beginning after just 18 drops while the rest of the samples remained intact and useful. Aftermarket brands A, C and the HD2 received some cosmetic damage, but functioned properly at the end of the test. The durability of the Crest HD2's case design will help ensure it will withstand drops and daily use in your facility.



Swing Test

A swing test was also conducted to test the integrity of the cables and strain reliefs. Wire continuity was tested approximately every 100th cycle. The HD2 Bed Control and aftermarket brand A made it to 1,000 swings completely intact without damage. The OEM brand B cable's sheath broke and the wire pulled through at 700 swings. Aftermarket brand C failed at just 80 swings when its cable pulled through the strain relief.



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Cost Effectiveness

Replacement aftermarket bed controls offer the features and functionality to effectively replace OEM versions at a more economical price point. The HD2 offers a similar or more attractive price range compared to other aftermarket brands which can be as much as \$31 higher per bed control.

OEM versions cost about \$15 to \$50 more than the HD2 Bed Control. Finding a bed control that functions the same and costs less is a beneficial solution to constant budget pressure within a facility.

Price Ranges of Bed Controls

HD2 Bed Control	Aftermarket Brand 1	Aftermarket Brand 2	Aftermarket Brand 3	OEM Brand 1	OEM Brand 2	OEM Brand 3
\$54 — \$56	\$70 — \$80	\$41 — \$85	\$49 — \$54	\$65 — \$94	\$73 — \$85	\$62 — \$98

If you are looking for a replacement for an OEM or aftermarket bed control the Crest HD2 Bed Control is a cost-effective answer.



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Conclusion

Whether looking at cost effectiveness, functionality or durability the Crest HD2 Bed Control is a valuable solution. The HD2 held up well in the product testing completed including swing and drop testing. When looking at switch type and amp comparison the HD2 Bed Control is superior to the other aftermarket or OEM options. The HD2 offers a much lower price than OEM options and is in-line or lower than other aftermarket versions.

The product tests prove the durability of the HD2 Bed Control which help it last longer in your facility. When comparing the average price of an aftermarket and OEM bed control to the HD2 you will save an average of \$8 per aftermarket bed control and about \$25 per OEM bed control. If an average facility purchases 20 replacement bed controls per year they would save \$160 compared to aftermarket options and \$500 compared to OEM options by purchasing HD2 instead.

Average Savings When Purchasing HD2 Bed Controls

	HD2 Bed Control	Other Aftermarket Options	OEM Options
Average Price	\$55	\$63	\$80
Savings with HD2	NA	\$8	\$25
Avg. Used/Year	20	20	20
Annual Cost	\$1,100	\$1,260	\$1,600
Annual Savings w/HD2	NA	\$160	\$500

With this combination of savings and robustness the Crest HD2 Bed Control is the optimal solution for your replacement bed control needs.



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