

“The decision to use the **AeroEclipse® BAN** has had an incredible impact on how we care for our patients. I believe it offers an unmatched balance of effectiveness, efficiency, and affordability compared to any other product of its kind on the market. It has had a measurable, positive impact on patient and therapist satisfaction levels as well as our length of stay and response to therapy. It’s (simply put) one of the best things I’ve ever done as a manager for my patients and my therapists.”

**Ken Thigpen, BS, RRT**  
Administrative Director,  
Pulmonary Services  
St. Dominic Hospital  
Jackson, Mississippi  
23 years experience

## **AeroEclipse® II Breath Actuated Nebulizer (BAN) – Cost Effective to Use Simple to Evaluate Easy to Implement**

**And with these tools, your work is easier –**

### **Financial Impact Calculator**

Published studies show the **AeroEclipse® BAN** can save your department thousands of dollars. Ask your Monaghan Representative to run an account-specific cost comparison based on *your* data. (See example on reverse side.)

### **Established Protocols**

Dozens of successful protocols from leading facilities make selecting the most effective clinical pathway for your facility easy. (For examples see the insert “**Protocol Summaries of the AeroEclipse® II BAN**”.)

### **Custom Protocol Cards**

Once you establish your dosing and protocol, your Monaghan Representative will reproduce it on laminated 4x6-inch cards designed to fit neatly into the scrub pockets of therapists, nurses and doctors.

### **In-Service VHS and DVD (English/Spanish)**

Whether you are training your entire staff for the first time, orienting new arrivals or running clinical competencies, these tools are invaluable as a basic introduction to the technology and its use.

### **In-Service Training**

Highly trained Monaghan Representatives will guide you and your staff through the efficient use of the **AeroEclipse® II BAN**.

### **Department Poster**

A full color poster is useful to your staff for easy reference, information and focus.

### **Patient Instructional Pads (English/Spanish)**

The **AeroEclipse® II BAN** is new to your patients as well. Patient tear-off pads aid in explaining the use and benefits of the **AeroEclipse® II BAN** to your patients.



**monaghan™**

# Cost Calculator Example

Account Information	Medication	
	Hourly Staff Salary	\$26.66
	Total Patients per Year (Nebulizer)	4000
	Average Length of Stay/Visit	5.2
	Average # of Tx per Day	4
	Cost of Drug per Tx	\$0.56
	Minutes per Tx Current Nebulizer	13.25
	Minutes per Tx <b>AeroEclipse</b> ® II BAN	5
	Average Nebs/Stay, Current Nebulizer	1.75
	Average Nebs/Stay <b>AeroEclipse</b> ® II BAN	1
	Unit Cost of Current Nebulizer	\$0.87
	Unit Cost of <b>AeroEclipse</b> ® II BAN	\$5.00

Nebulizer	
Per Patient Tx LOS	20.8
Total Tx per Day	227.95
Total Tx per Year	83,200

BRAND/MODEL	STAFF COSTS				PER TX	PER PATIENT STAY
	<i>Minutes per Treatment</i>		<i>RCP Cost per Minute</i>			
<b>AeroEclipse</b> ® II BAN	5	x	\$0.44	=	\$2.22	\$46.21
Conventional Neb	13.25	x	\$0.44	=	\$5.89	\$122.46
<b>DRUG COSTS</b>					PER TX	PER PATIENT STAY
<b>AeroEclipse</b> ® II BAN					\$0.56	\$11.65
Conventional Neb					\$0.56	\$11.65
<b>EQUIPMENT COSTS</b>						PER PATIENT STAY
	<i>Nebs per LOS</i>		<i>Cost per Device</i>			
<b>AeroEclipse</b> ® II BAN	1		\$5.00	=		\$5.00
Conventional Neb	1.75	x	\$0.87	=		\$1.52
	<i>Total Device Cost</i>		<i>Tx per LOS</i>		PER TX	
<b>AeroEclipse</b> ® II BAN	\$5.00	/	20.8	=	\$0.24	
Conventional Neb	\$1.52	/	20.8	=	\$0.07	
<b>TOTAL COST</b>					PER TX STAFF/DRUG/EQUIP	PER PATIENT STAY STAFF/DRUG/EQUIP
<b>AeroEclipse</b> ® II BAN				\$3.02	\$62.86	
Conventional Neb					\$6.52	\$135.63
<b>SAVINGS WITH AeroEclipse</b> ® II BAN					SAVINGS/TX \$3.50	SAVINGS/PATIENT STAY \$72.77
<b>AeroEclipse</b> ® II BAN	Annual Tx 83,200	x	Cost per Tx \$3.02	=	Annual Cost \$251,435	<div style="border: 1px solid black; padding: 5px; display: inline-block;"> <b>Annual Savings \$291,080</b> </div>
Conventional Neb	Annual Tx 83,200	x	Cost per Tx \$6.52	=	Annual Cost \$542,515	



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