



CareAgents by K&B

# CASE STUDY | Senior Living Provider

## REDUCING FALLS WITH INJURY BY 75% USING PREVENTATIVE TECHNOLOGY

### EXECUTIVE SUMMARY

A senior living provider operating two nursing homes in Georgia sought an insurance and risk management solution for reducing resident falls and lowering insurance premiums. CareAgents by K&B recommended VirtuSense, which worked with the client to implement digital sensors that predict falls before they happen. After deploying the technology, the client saw a 75% reduction in falls with injury and a 48% reduction in overall falls.

### CHALLENGE

In the senior living industry, resident falls are the leading driver of insurance claims and a frequent cause of serious injury or even death. Prevention is critical, yet often difficult, as staff cannot physically monitor residents at all times.

A senior living provider in Georgia offering skilled nursing care, short-term rehabilitation, respite care, hospice care, and memory care sought an innovative solution to address this challenge. With more than 300 certified beds across two facilities, the provider needed an effective way to reduce falls among their at-risk residents.

### SOLUTION

CareAgents recommended its partner, VirtuSense, as the solution to the senior living provider's challenge. VirtuSense collaborated with the provider to implement VSTAlert, a fall prevention solution that utilizes in-room sensors driven by AI and LIDAR technology. These sensors analyze residents' movement and detect intent to exit a chair or bed, automatically alerting staff before a potential fall occurs.

VirtuSense worked hand in hand with the provider throughout the implementation process to develop an understanding of the residents' unique needs, gain buy-in from frontline and management staff, provide training on the VSTAlert system, and coordinate installation and setup of all necessary equipment.

Although CareAgents required the provider to implement VSTAlert in just one facility, the provider was so impressed with the technology that they elected to leverage it in both of their facilities, installing a total of 30 sensors.

### RESULTS

Within just three months of implementing VSTAlert, the provider achieved a 75% reduction in falls with injury and a 48% reduction in overall falls in one facility and is also seeing positive results in its second facility. The provider also observed a positive response from their referral sources, who now feel more confident recommending the facilities to potential residents.

### BECOME AN APPOINTED BROKER

CareAgents and its partners are reshaping the senior living industry with leading technological solutions that track and manage key loss drivers, including falls and pressure injuries. Learn how to become an appointed broker by contacting Bryan Baird at 571-250-6191 or [bbaird@kbspecialtyins.com](mailto:bbaird@kbspecialtyins.com).

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