



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 partnered with CareAgents by K&B to address high fall rates and reduce insurance premiums. CareAgents recommended VirtuSense, a predictive technology solution that uses digital sensors to anticipate and prevent falls. Following implementation, the provider achieved a 75% reduction in falls with injury and a 48% decrease in overall falls.

CHALLENGE

Resident falls are the leading cause of insurance claims in the senior living industry and a common source of serious injury or death. Prevention remains a critical—but challenging—task, as staff cannot continuously monitor every resident.

A Georgia-based senior living provider offering skilled nursing, short-term rehabilitation, respite care, hospice, and memory care sought an innovative solution to mitigate this risk. Operating two facilities with more than 300 certified beds, the provider needed a reliable, technology-driven approach to reduce falls among its most vulnerable residents.

SOLUTION

To address the provider's fall prevention needs, CareAgents recommended its partner, VirtuSense. Together, they implemented VSTAlert—a cutting-edge solution that uses in-room sensors powered by AI and LIDAR technology to monitor resident movement and detect intent to exit a bed or chair, alerting staff before a potential fall occurs.

VirtuSense collaborated closely with the provider, tailoring the implementation to residents' needs, securing staff buy-in, delivering system training, and managing equipment installation.

While CareAgents initially required VSTAlert in only one facility, the provider was so impressed by the results that they expanded the solution to both locations, installing 30 sensors in total.

RESULTS

Within just three months of implementing VSTAlert, the provider saw a 75% reduction in falls with injury and a 48% decrease in overall falls at one facility, with similarly positive trends emerging at the second location. The technology also enhanced the provider's reputation among referral sources, who now express increased confidence in recommending the facilities to prospective 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.

Disclaimer: This case study is for informational purposes only and reflects the results of one senior living provider's experience. CareAgents by K&B, KBSI, Inc., and Roosevelt Road Specialty do not guarantee similar outcomes or reductions in insurance claims for other clients. Insurance coverage and risk management solutions may vary based on individual circumstances. Always consult with your insurance advisor to determine the best approach for your specific needs. This case study does not constitute a promise or guarantee of premium reductions or claims outcomes.

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VSTAlert in action and
hear from a
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