

insight

Newsletter

Volume 10 Issue 1

Bringing you the news at the heart of healthcare technology
24/7 solution? What advantage does ABPM have over clinic based BP readings?



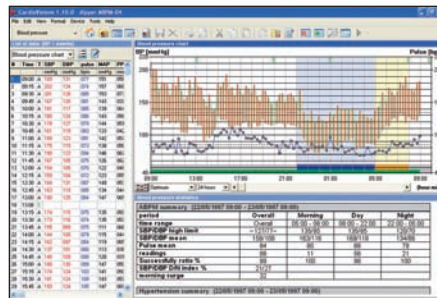
For over 100 years, surgery based blood pressure measurement using manual or validated automatic devices has been used to diagnose and manage hypertension.

Protocols and guidelines to establish whether a patient is hypertensive are based on recommendations produced by national and international bodies including the joint NICE/British Hypertension Society guidelines (DUE FOR REVISION August 2011) and the European Society of Hypertension.

Surgery based "snapshot" measurements are quick, cheap to carry out and should be accurate when carried out with validated blood pressure monitors but they do have disadvantages.

"White Coat" impact greater than previously thought.

The problem of "White Coat" Hypertension, where blood pressure can be elevated by up to 30mm/Hg and last for up to two hours, is well documented and it may be present in up to 20% of the population.



Research recently published in the BMJ by Professor Arduino Mangoni, from the University of Aberdeen, sheds new light on the issue and states that "Ambulatory blood pressure monitoring is the tool of choice to correctly diagnose high blood pressure."

A key question is will the new NICE guidelines on hypertension due in August 2011 recommend ABPM?

Compelling financial argument in favour of ABPM monitoring.

As well as a clinical argument for the wider adoption of ABPM monitoring in the current economic climate, there is also a compelling financial one. It is estimated that 90 million prescriptions for blood pressure lowering drugs are issued by the NHS, at a cost of £840 million per annum. If 20% of these are misdiagnosed, that represents potentially huge cost savings to the NHS for a relatively small initial investment.



New videos added to www.pmsinstruments.co.uk

New "How To" videos have been added to our website for popular products including AND Medical blood pressure monitors and Meditech ambulatory blood pressure monitors. There are currently 14 videos on the site with more planned.

New products

The **SB-220 Finger Tip Pulse Oximeter** is a professional spot check pulse oximeter weighing just 37g. It features a reversible bright OLED display, alarm function and automatic power off. At under £99 it is one of the few pulse oximeters at this price point to meet the ISO 9919:2005 accuracy standard and is designed for professional use.



Simply Accurate. The FLASHLIGHT PC based ECG system from Germany is a quality 12 lead resting ECG system. It features advanced time saving features such as an electrode quality monitoring feature which identifies noisy or poorly positioned electrodes.

Up to 180 seconds of ECG can be recorded electronically and the clinically validated HES ECG interpretation algorithm provides a detailed analysis of the ECG.



Once the ECG is saved to the patient clinical record, high quality PDF files are available to clinicians electronically, without the need to scan or purchase additional software modules or annual licences.



It is connected and powered by a 3 metre USB cable which can be easily extended. At £1795 + VAT the

FLASHLIGHT is proving popular with GP Surgeries looking for a modern, cost effective ECG solution from a specialist Company established for over 35 years.

For more information including videos please visit www.pmsinstruments.co.uk/Flashlight_ECG.htm

The new **Spirometry PC Software** from Care Fusion/Micro Medical has replaced the old SPIDA 5 and SPIDAXPERT software. It features a simplified menu and screen layout as well as direct software integration of Qof read codes with SystmOne (free) and EMIS LV + PCS (annual licence fee)



It is compatible with MK6 and MK 8 versions of the MicroLab and MicroLoop and special upgrade prices are available for customers using SPIDA 5 and SPIDAXPERT.

CardioVisions ABPM software now automatically links to patient record in SystmOne

The Beta release of our CardioVisions SystmOne direct integration software is now available.



CardioVisions 1.15.3 BETA with SystmOne integration allows you to program the ABPM-04 or ABPM-05 24 hour blood pressure monitor directly, from SystmOne without having to rekey patient data like name, date of birth, sex or identifier.

With SystmOne and the patient record open, this data is uploaded to the ABPM-04/ABPM-05 automatically.

When the patient returns and with the clinical record open, the CardioVisions report is automatically attached as a

Word compatible RTF file in the "Record Attachments" section which can be viewed by anyone with access to SystmOne.

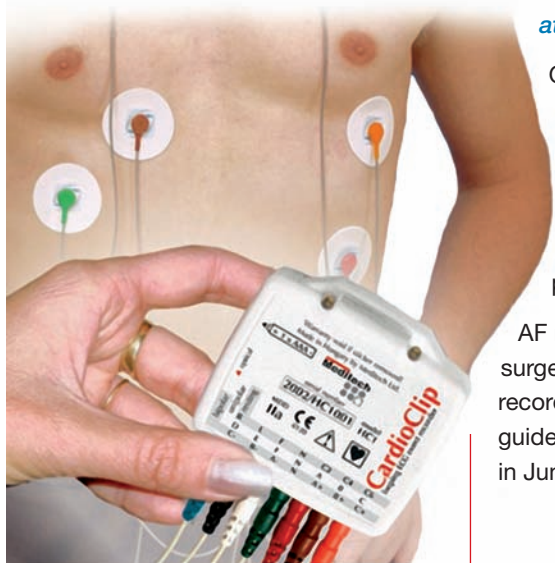
There is no charge for this feature and no annual licence fee. Other than the addition of the direct link, CardioVisions works in the same way.

If you would like to receive a copy of the CardioVisions SystmOne direct link software to trial, please email sales@pmsinstruments.co.uk with your Practice details or call 01628 773233.

Using Technology to detect Atrial Fibrillation in Primary Care

Atrial fibrillation is the most common sustained cardiac arrhythmia in the UK, affecting more than a million people and it becomes more prevalent with age.

Paroxysmal Atrial Fibrillation produces



episodes that last for less than 7 days before returning to sinus rhythm. Without diagnosis and intervention by anticoagulation AF can become permanent and lead to Stroke.

ECG event monitoring is cost effective and can identify patients at risk from AF.

Our range of pre and post ECG event recorders which includes the Merlin watch, CardioClip and InstantCheck are being used successfully throughout Primary Care to screen and identify patients with paroxysmal AF.

AF may not always present during a surgery based ECG and the use of event recording is recommended in NICE guideline CG36 which is due for review in June 2011.

Manual vs Automatic blood pressure measurement

The introduction and wide adoption of clinically validated digital blood pressure monitors in the UK has seen less emphasis on the traditional auscultatory method of recording blood pressure with a stethoscope. Mercury sphygmomanometers are not banned but they are becoming increasingly rare.

Recording blood pressure manually is a key clinical skill given official recognition by the MHRA, which has previously issued Medical Device Alert MDA/2005/069. This states that

“Calibrated non-mercury devices, which do not rely on oscillometry, should be made available in all clinical areas.... where oscillometry is inappropriate

(e.g. arrhythmias, pre-eclampsia and certain vascular diseases)”

Devices like the popular UM-101A allow clinicians to retain their key clinical skills with all the advantages of a Mercury column but none of the disadvantages.



Peak Performance. P.M.S (Instruments) Ltd supply CASE Xtreme Alps 2010



P.M.S (Instruments) Ltd supported the Centre for Altitude Space and Extreme Environment Medicine (CASE Medicine) expedition to one of the highest peaks in Europe in August. A Hokanson strain gauge venous plethysmography system was used by a team of doctors and scientists, who were conducting research at altitude, in an attempt to understand hypoxia in critically ill patients and the effects of altitude on blood flow.

The research team from UCL London conducted a series of low level experiments before moving to the Margherita Hut at the summit of Monte Rosa in Italy which is 4559m above sea level. More information is available on CASE and Xtreme Alps by visiting www.case-medicine.co.uk/

Other News And Tips

Do I need to calibrate my Micro Medical spirometer regularly?

The accuracy of the Digital Volume Transducer (turbine) manufactured by Micro Medical (now Carefusion) is unaffected by changes in environmental conditions such as temperature, air pressure and humidity.

It is also unaffected by moisture build up from the patient's breath during repeated blows. For these reasons Micro Medical spirometers do not drift from their factory setting and do not require routine calibration adjustment. However in accordance with international guidelines, accuracy can be quickly verified as and when required by using a 3 litre calibration syringe. 3 litre syringes are available from P.M.S (Instruments) Ltd.

What do you do when you calibrate and service my ABPM monitor or waiting room blood pressure monitor?

Our Service and Calibration activities are certified in accordance with our ISO-9001 approved Quality Assurance standard and externally audited on a regular basis. When a piece of equipment is returned to us for service or repair, it is subject to an approved individual Work Instruction which consists of a series of up to 70 detailed steps our Service Engineers must follow and which the product must pass.

Depending on the product, we record information which can include number of inflations, ECEV deflation speed, safety circuit test, exhaust speed and

condition of filters. These tests require an internal inspection and access to the specialist software and test modes of a product and are essential to ensure it is accurate, safe to use and reliable.

Depending on the model it can take up to an hour to adjust, calibrate and service a monitor to our standard and is not something that can be undertaken on site as part of a basic functional test.

We offer an efficient collection and return service and quick turnaround time. Using our calibration and service facilities, also entitles customers to the use of our free Premier after sales software support service.



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Program version : 04.26, 02.12.11.
Pages : 248
Calibration bit : 0
Last measure : 04(06)
Device clock : 27/07/2010 09:38:44
Serial number : 04526
Batteries : US.12V AD-646
Sys(0) : 04 26 00 F8 02 12 11 00 00 00 02 07 27 09 38 44
Sys(1) : 35 CB 7C 7B 7C 7D 7C 7D A3 FF FF FF 04 52 62 BF
    
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Our calibration label is your guarantee the product is accurate and safe to use. Unauthorised access by a third party may void this calibration. Who better to service your equipment than the Company that sold it to you?

I have lost my CardioVisions software CD can you send me another?

The latest version of CardioVisions can be downloaded free from our website www.pmsinstruments.co.uk

How do I protect my ABPM cuffs from getting grubby?

Our popular hygienic single patient use cuff barriers are a cost effective solution and can be used with any blood pressure monitor. Adult cuff barriers cost £49 + VAT for a box of 300. For your free sample please call 01628 773233.



“The service is consistently excellent and it will encourage us to use PMS for other purchases”

GP Surgery, Wales