

# insight

Volume 7 Issue 2

Bringing you the news at the heart of healthcare technology

## Reduce Blood Pressure Reviews

with P.M.S. (Instruments) Ltd and the TM-2655P Waiting Room Blood Pressure Monitor

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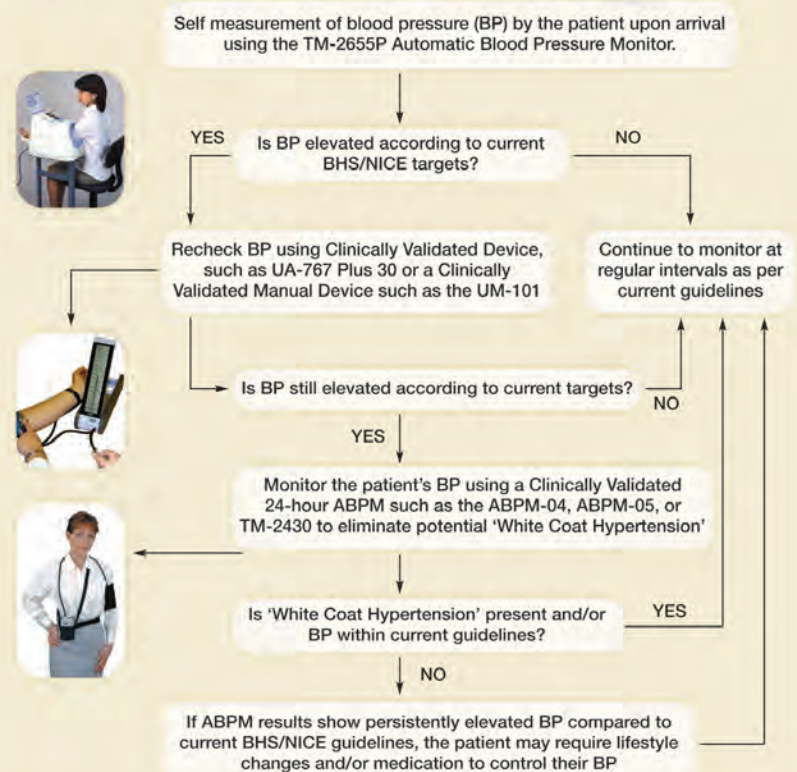


The clinically validated TM-2655P waiting room blood pressure monitor continues to gain in popularity and is helping many GP Practices make sure they attain their maximum number of QOF points. Many Practices have integrated it into their hypertension diagnosis and treatment clinics because it is so easy to use and patients feel comfortable when using it.

*“Patients think the idea is excellent and the machine is in frequent use”*  
*Practice Manager Hertfordshire.*

The TM-2655P prints blood pressure onto a slip of paper, which is handed to the Nurse or Doctor or, in some cases, the Receptionist. Many Practices operate a ‘drop in’ clinic where a patient does not need to make an appointment for routine blood pressure screening. These results are reviewed by clinical staff and an appointment is only made if the patient’s blood pressure is high or low. Practices using the TM-2655P report that it is possible to “save” up to 100 appointments per week! The simple algorithm opposite shows how it could work in your surgery. The TM-2655P is a great return on investment at the special price of £1795 + VAT .

### Suggested Algorithm for blood pressure measurement



# Pulse Oximeters

Pulse oximetry has provided a safe and simple method of assessing a patient's arterial blood oxygenation since the early 1980s. Today, pulse oximetry reaches many healthcare arenas, including subacute care, long-term care, outpatient clinics, procedure areas, GP surgeries and the home.

MediAid manufacture a range of professional medical grade pulse oximeters which have undergone stringent accuracy testing at the

Anesthesia Research Laboratory at the University of California Medical Centre in San Francisco. As UK distributors, P.M.S. (Instruments) Ltd have recently revised our UK range.

The Model 100 suitable for spot checking, is pocket sized and uses 2 AA batteries. It gives good results with hospital accuracy even on patients with poor perfusion and at £169.36 + VAT, is excellent value. The integral sensor will work on children from 4 to adults and additional sensors are also available.



Models M5340 and M34 can be used for longer term monitoring and sleep studies. These models have user settable alarms, internal rechargeable batteries and a wide range of additional probes which mean they can be used on paediatric patients, children and adults. The Model M5340, including internal rechargeable battery and adult sensor, now costs £395.00 + VAT.



# New InstantCheck ECG

## Perfect for Opportunistic Screening for Atrial Fibrillation

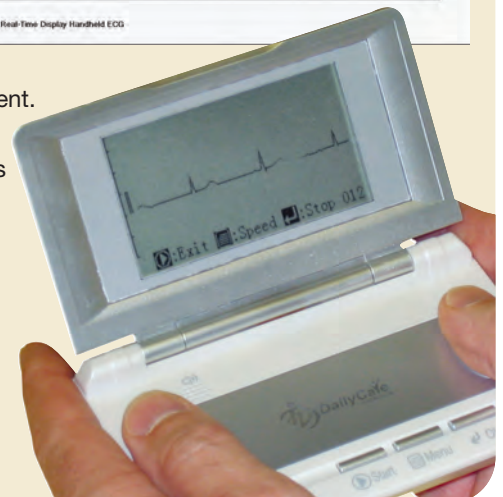
Our new InstantCheck hand held ECG monitor is proving especially useful for the opportunistic screening of atrial fibrillation (AF). A recent study suggested that screening for AF in routine GP appointments could vastly improve its detection BMJ ( 2 August 2007 335-383).

The Study recommended that patients should have their pulse taken and if it is irregular, an ECG should be performed as a confirmatory test. The P.M.S. InstantCheck is a more modern, quantifiable approach to AF screening and can also be loaned to patients for long term monitoring of difficult to detect arrhythmias.

Up to one hundred 30 second strips can be recorded with the date and time of an event. The patient simply places both thumbs gently on the in-built electrodes; there is no need to hold the product against the chest. Using the software included, these events can be transferred to a PC for analysis, printing, emailing or attaching to popular clinical software systems.

With up to 30 QOF points in the atrial fibrillation section of QOF, the InstantCheck makes the diagnosis of AF more quantifiable and easier to determine than just checking a pulse manually for irregularity.

At £380.00 + VAT, the InstantCheck is a cost effective, modern, solution to AF screening.



# Physio-Control AED Defibrillators

Trust the brand that 70% of UK ambulances use!

The LIFEPAK reputation for quality and reliability has earned the trust of the experts in emergency medical care. Physio-Control are one of the world's largest manufacturers of Defibrillators with more than 350000 external defibrillators in use worldwide.

There are 3 models in the current range LIFEPAK AED range:

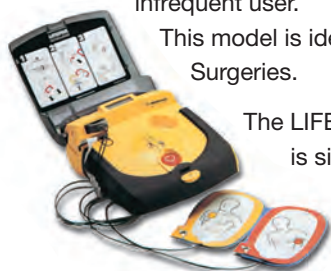
The LIFEPAK Express starts at £995.00 + VAT and is designed for the minimally trained,



infrequent user.

This model is ideal for GP Surgeries.

The LIFEPAK CR Plus is similar to the Express, but does not require the



user to push a button to deliver a 'Shock'. It costs £1495 + VAT.



The LIFEPAK 1000 is designed for advanced users, has a manual over-ride and displays ECG on its in-built screen. This model

has replaced the popular LIFEPAK 500 and it starts at £2200 + VAT

All these Defibrillators meet the 2005 Resuscitation Council Guidelines and are supplied with a comprehensive five-year warranty.

A Physio-Control Defibrillator was successfully used to resuscitate Sir Ranulph Fiennes, the well known explorer, when he had a massive heart attack in 2003, whilst boarding a flight at Bristol Airport. For a copy of the Sir Ranulph Fiennes 'A Good Day to Die' movie for Windows, please contact us.

## Is it time to upgrade your ABPM?

AND TM-2421 discontinued but spares still available

In January 2007, the AND TM-2421 ambulatory blood pressure monitor was discontinued. The TM-2421 replaced the original TM-2420 and we sold our first unit fourteen years ago in 1993. The TM-2421 has been used in numerous clinical trials and many hundreds are still in day to day clinical use. We are still able to service and maintain the TM-2421 and



expect to be able to do so for the foreseeable future.

If you are looking to replace your TM-2421, the AND TM-2430 is a direct replacement.



Alternatively the ABPM-04 and ABPM-05 are also popular models and feature on the British Hypertension Society website of approved models. Prices start at £1200 + VAT and all of these monitors now use the Oscillometric (no microphones) method to record blood pressure and PC software.

## Do Not Under Value Cardiac Auscultation

Although an echocardiogram is indicated in any person with a murmur, cardiac auscultation is still important in assessing valve problems, in particular aortic stenosis. The new range of E-Scope electronic stethoscopes amplify sounds by approximately 30 times more than traditional hearing acoustic models.



Specialist models are available for hearing impaired clinicians using In the Ear or Behind the Ear hearing aids with accessories including silhouette induction coils for severe hearing loss. The E-Scope can also be connected to a PC or PDA and used in conjunction with our PocketMonitor software to record and playback heart sounds to identify innocent and pathologic murmurs.

Further information is available at <http://www.pmsinstruments.co.uk/Stethoscopes.htm>



## The AND UM-101 Mercury-Free Manual Sphygmomanometer Receives Clinical Validation

The AND UM-101 Mercury-Free Manual Sphygmomanometer recently passed a full clinical validation study according to the European Society of Hypertension International Protocol and is suitable for use within a clinical environment. The Paper was presented at the European Society of Hypertension meeting in Milan by Dr G Stergiou.

The UM-101B Stand Model has also been recently introduced. This model is particularly useful for use on hospital wards or outpatients clinics where portability is required. The UM-101 desk model costs £99 + VAT and the UM-101B stand model costs £235 + VAT. Additional information is available from our website <http://www.pmsinstruments.co.uk/blood.htm>



### Other News And Tips

#### Drive for Defibrillators in Every GP Practice

'Every GP Practice should have a Defibrillator' according to the British Heart Foundation, who recently published figures showing that half of all patients who arrest in a Practice equipped with a Defibrillator, survive. Of 555 reported attempts by GPs to resuscitate a cardiac arrest sufferer, shockable rhythms were present in nearly 85% of cases and among these, 70% of patients survived after discharge.

#### Ambulatory Blood Pressure Monitors and Children

A recent review in the Journal of Hypertension, 25(10)1979-1986, October 2007 stated that ambulatory blood pressure monitoring is a valuable tool in the assessment of 'white coat' hypertension and masked hypertension in children and adolescents. It is an interesting new research area, which requires further exploration.

#### How Many Home Blood Pressure Readings Should Be Taken?

Another paper in the Journal of Hypertension, 25(10)1979-1986, October 2007, suggests that the optimal schedule for home blood

pressure monitoring should be 12-14 measurements but even more measurements, up to 25, are desirable. Morning and afternoon measurements should be obtained and this can be easily achieved using the clinically validated UA-774 monitor, which has a dual, 60 reading, memory.

#### Need a replacement manual or the latest software update?

The latest software versions of the popular E-Lite PC based ECG system and CardioVisions ABPM software are available for free download from our website [www.pmsinstruments.co.uk](http://www.pmsinstruments.co.uk) The site also contains pdf copies of most product manuals if you need replacements.

#### Top Tech Tips From Software Support.

How do I attach ABPM-04 and ABPM-05 Cardiovisions reports to my clinical software system?

There are two ways; the easiest is to use the Rich Text Format (RTF). To use this format any PC where you intend to view/print the file must have Microsoft Office / Word / WordPad or other text processor that can read an RTF format installed.

1. Using "Windows Explorer" create a new folder, called, for example *ABPM Examinations*, on a drive on your network/server that everyone can access.
2. Open the relevant examination in CardioVisions and go to the Report Editor view. Click on **Tools** menu, followed by **Export data** and then **Export Report**.
3. In the **Save In** window select the *ABPM Examinations* folder you created in step 1.
4. In the **File Name** field type in a name for the file. It is suggested you use a naming convention such as: last name, first name, id number and the date of the examination; for example *Bond James 007 13 09 06*. Click **Save**.
5. From within the Patient Management System or similar, open the relevant patient notes and simply paste or click on the paperclip or the attach file icon. Open the *ABPM Examinations* folder and select the appropriate file. The file is now attached to the Clinical Management System.