

# insight

## Newsletter

Volume 9 Issue 2

Bringing you the news at the heart of healthcare technology

## What are the benefits of 24 hour ECG event recorders in primary care?

There are two main types of ECG recorders worn by patients in an ambulatory setting away from the surgery. They are known as Holter ECG recorders like the CardioMera or Event Capture ECG recorders like the CardioClip, but may also be known generically by some as CardioMemos. They are small portable devices worn or carried by the patient and used to record

the electrical activity of the heart for periods of 24 hours or more.

They are generally used to investigate suspected symptoms of arrhythmia including palpitations, light-headedness or syncope (partial or complete loss of consciousness), which has not been detected during a shorter 12 lead, surgery based ECG.

Thankfully the days of storing data onto magnetic tape, with the inherent noise and poor quality data this resulted in, have long gone and products like the CardioClip and CardioMera now store data digitally either on internal flash memory or on removeable SD data cards.

Data is uploaded to a computer where software like Cardiovisions automatically analyses the recording classifying it by beat type, identifying and labelling specific arrhythmias and in some cases, providing a textual summary for the clinician. *(continued overleaf)*

### Holter or Event Recorder?

Continuous full disclosure Holter ECG monitors were first used in the 1970s and typically operate for 24-48 hours recording every single heartbeat during this period.

This can mean that upwards of 100000 beats are recorded over a 24 hour period.

They are especially useful if the wearer does not feel or is not aware of the ECG abnormality and are typically more expensive than Event recorders.



### What to look for when buying:

- Does the device have built in electrodes or a separate lead?
- What is the recording capacity of the device?
- What is the battery capacity of the device?
- Is staff training and software support available?
- Is an after sales and repair service available?
- Can reports be attached to clinical management systems?

(Continued from front page)

CardioVisions reports are customisable and have the ability to be attached to the patient's clinical notes electronically.

Cardiovisions software can run on a desktop PC and a separate dedicated PC is not required. This makes the analysis of the recording much quicker

Event ECG recorders like the CardioClip are different and are designed for patients who experience symptoms very infrequently and require monitoring over several days or even weeks.

This type of recorder is usually patient activated by pushing a button, but some can be programmed to record automatically at preset intervals or will trigger automatically

at the onset of certain arrhythmias.

Some Event recorders like the InstantCheck record post event data only. Others operate in a "loop" memory mode so that the device records 30 seconds of pre event and 30 seconds of post event data. This is useful should the patient lose consciousness and allows the clinician to view the ECG immediately leading up to the event.



## Top marks for A&D digital blood pressure monitor

The UA-767+30 was voted the top monitor with 9/10 in a recent review of 8 digital blood pressure monitors in the Daily Mail.



## NEW professional scales enhance TM-2655P waiting room blood pressure monitor and helps implement new NHS Health Check



The popular TM-2655P waiting room blood pressure monitor can now be connected to our A&D 6121A professional health scales.

This adds to the flexibility of the TM-2655P and allows users to record blood pressure and weight quickly, creating a simple patient self weigh and blood pressure solution, whilst saving clinical consultation time.

A unique interface cable from the scale connects to the rear of the waiting room monitor. The patient stands on the scales and the date, time and weight is automatically output to the TM-2655Ps internal printer in seconds.

When not in use the scales automatically power down.

The scales are Class III approved for professional medical use and have a low profile and small footprint.

Many practices are using the blood pressure monitor and scales combination to operate a 'drop in' clinic, where a patient does not need to make an appointment for routine weight or blood pressure screening. Some practices report saving up to 100 appointments per week.

Moreover the TM-2655P waiting room blood pressure monitor and 6121A scales combo can also help GP practices deal with the new NHS Health Check which aims to prevent heart disease, stroke, diabetes and kidney disease and is available to eligible 40-74 year olds.

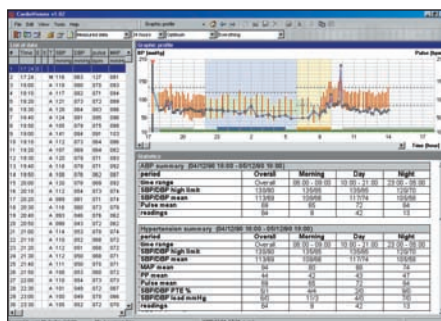
Please call 01628 773233 or visit [www.pmsinstruments.co.uk](http://www.pmsinstruments.co.uk)

# Celebrating 20 years of supplying 24 hour ambulatory blood pressure monitors in the UK

**W**e introduced our first 24 hour ambulatory blood pressure monitor to the UK in 1989.

The A&D TM-2420/2020 was extremely popular as it was easy to use, comfortable to wear and one of the first clinically validated ABPMs. With thousands sold, later models of this product are still in use and its replacement the TM-2421/2021 was only discontinued in January 2007.

As a specialist supplier of 24 hour ambulatory blood pressure monitors, we now have 6 ABPM models in our range from A&D Medical and Meditech, including the popular ABPM-04, Premium ABPM-05,



Bluetooth ABPM-05, TM-2430 and models like the CardioTens which combine 24 hour blood pressure and ECG in one unit.

Our 24 hour monitors are used extensively in Primary Care, Secondary Care in Clinical Research Studies and by Pharmaceutical companies.

If you are thinking of replacing an old ABPM, or want to discuss the



benefits of ABPM monitoring for the first time, please call 01628 773233 or visit [www.pmsinstruments.co.uk](http://www.pmsinstruments.co.uk).

## What does an ABPM do?

- Identifies patients with white coat hypertension and masked hypertension
- Reduces drug prescribing
- Helps decision-making for insurance proposals
- Helps decision-making for employers
- Shows efficacy of treatment
- Increases efficient prescribing of drugs
- Decreases prescribing of drugs
- Identifies patients with nocturnal hypertension at high risk of stroke
- Predicts outcome more accurately than other blood pressure measurements

## New extra large cuff available for Meditech monitors.

**R**esponding to customer feedback, an extra large cuff (XXL) is now available for the popular range of ambulatory blood pressure monitors from Meditech.

The cuff is available for the ABPM-04, ABPM-05 and CardioTens.

It is latex free and suitable for a patient with an arm circumference of 42-55cm.



## Hygienic Cuff Barriers for 24 hour blood pressure monitors prove popular.

Introduced in February 2009, our single patient use blood pressure cuff barriers have proven a hit.

They use a latex-free, soft FABRICEL® tissue fused with leak-proof polyethylene film. Three sizes paediatric, adult and large adult are available.

Supplied in a box of 300, the most popular adult size costs £49 + delivery and VAT and they are a quick low cost solution to having to wash cuffs between patients.

The single patient use cuff barriers can be applied in seconds against the patient's arm and the blood pressure cuff is applied over the barrier. They prevent the cuff coming into direct contact with the patient's arm, but are thin enough not to affect readings.



Customers rate the barriers highly for routine blood pressure measurements as well. For samples please call 01628 773233 or email [sales@pmsinstruments.co.uk](mailto:sales@pmsinstruments.co.uk)

## Other News And Tips

### NHS Supply Chain Contract Success

As a result of a recent Tender process, P.M.S. (Instruments) Ltd have been awarded an NHS Supply Chain Contract for Patient Assessment Devices meaning our products are now available in their new catalogue.



Our most popular products available from the NHS Supply Chain are listed below.

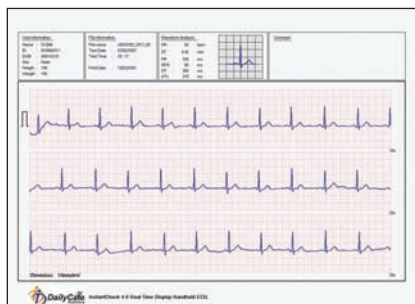
Cardionics Escope	
Electronic Stethoscope	FFE175
ERKA Switch	
Handheld Aneroid	FFE176
ERKA Vario Desk Aneroid	FFE177
Meditech ABPM-04 Ambulatory Blood Pressure Monitor	FE178

### InstantCheck hand held ECG software update

The PC software for our popular hand held InstantCheck patient activated ECG recorder was recently upgraded.

The InstantCheck is ideal for opportunistic screening of Atrial Fibrillation and the patient records ECG by placing their thumbs on the

built in contact electrodes. Up to 100 30 second ECG strips can be recorded. When the ECG data is downloaded to a PC, it can now be attached to a patient's record, as a JPEG file, in most popular clinical management systems. The InstantCheck costs £380 + delivery and VAT. More info is available from [www.pmsinstruments.co.uk](http://www.pmsinstruments.co.uk).



### P.M.S. (Instruments) Ltd premier after sales service, repair and technical support

As an ISO-9001 Quality Assured Company certified to repair and service specialist medical equipment, professional and efficient after sales service and technical support is at the core of our business.

When a patient is with you and you have a query about a product, you need immediate professional support from trained knowledgeable technicians and that's just what you get from P.M.S. (Instruments) Ltd.

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

**GP Surgery, Wales**

Our Premier Support technical support includes the following:-

- High priority telephone and remote Citrix Go To Assist support.
- Telephone or remote help with software installation on new PC's.
- Help with installation of software updates by telephone or remotely.
- Diagnosis of hardware faults remotely saving time and downtime.

We have become aware that some companies, touring surgeries and claiming to fully service and calibrate our equipment, are performing little more than a simple functional test before issuing a certificate.

It is essential that preventative maintenance, which may include an internal inspection and replacement of parts like filters and internal batteries, is carried out to ensure the accurate and safe operation of products like the TM-2655P and ABPM-04.

A basic functional test does not constitute appropriate inspection, calibration and maintenance.

