

THE COST IMPLICATIONS OF  
DEPLOYING MULTIPLE PRIVACY  
CURTAIN PANELS PER TRACK

OR Sustainability Expert

FIRST  
CASE



KAREN GOELST  
CEO & FOUNDER OF KLEENEDGE

*First Case OR Sustainability Expert™:*

## THE COST IMPLICATIONS OF DEPLOYING "MULTIPLE PRIVACY CURTAIN PANELS" PER TRACK

*Karen Goelst | CEO & Founder of KleenEdge*

After operating at or over capacity during the COVID-19 pandemic, many healthcare facilities realized that trying to remain compliant with their Isolation Room (ISO) privacy curtain exchange protocol during terminal clean would require a switch to a "no-ladder" disposable curtain solution.

This, as with their ceiling mounted tracks the curtain exchanges, was requiring tall ladders and taking far too long, significantly hampering room turnover and bed availability. Due to this many switched to cost-saving disposable solutions only to later realize that the "perceived" inexpensive curtain they signed up for in fact was quite costly.

When looking at "no-ladder" solutions that deploy a standardized curtain size (whether fabric or disposable) one should not just consider the per panel cost, but more importantly HOW MANY curtain panels are required based on your track lengths.

Snap Mesh curtains for instance are widely deployed as (at face value) they help facilitate periodic and ISO curtain exchanges. However, when you are having to snap multiple curtains together, both horizontally and vertically, the process is quite laborious.

Since 75% of US patient bed track lengths are 9'-14', (requiring 3 panels) costs quickly add up:

- Disposable panel 66"-70" = \$36-\$72 per track
- Fabric panel 66"-70" @ = \$210-\$420 per track

When looking at options please consider your track size + overall number of panels required as this will significantly impact inventory requirements and subsequent annual replacement costs.

Have more questions for this expert? Contact Karen at [kgoelst@KleenEdge.com](mailto:kgoelst@KleenEdge.com)

*OR Sustainability Expert Series™ Biography:*

# Karen Goelst

## Founder & CEO



With a 20-year background in architectural specialties and textiles, Karen Goelst became passionate about solving the issues surrounding privacy curtains following her 15-year-old son's hospital stay with MRSA.

Staying at his bedside she noticed everybody touched the fabric privacy curtain, but the label showed that it hadn't been exchanged for 14 months. Thankfully her son recovered, but this realization started her journey in trying to understand why curtains weren't getting exchanged, when other touchpoints in the room were thoroughly disinfected. Karen founded KleenEdge to ensure this infection risk did not impact other families.

KleenEdge builds its privacy curtain solutions on 4 pillars:

- Protocol software that monitors curtain exchange compliance
- Sustainable cost-saving recyclable curtains
- No-ladder solutions to promote lean workflows and safety
- Patient and staff safety

Launched in 2018, the company received early accolades for its innovative Protocol Compliance Software, receiving AHE's Product Innovation Award, as well as getting patents for the QuickLoad and TeleTrack "no ladder" curtain exchange cubicle track solutions. KleenEdge's solutions have helped many healthcare facilities dramatically reduce operational costs, while having peace of mind knowing that their curtain exchanges are compliant and deliver the highest standard of care for their patient's safety.



**FIRST  
CASE**  
THE OPERATING ROOM PODCAST

