



Welcome to our April 2022 newsletter. This exciting newsletter is full of the latest developments that will keep you up-to-date with our industry. It is best to view this in your browser.

ATSNZ COMMITTEE CHANGES



Late 2021 Geoff Purtil was appointed Senior Vice President and General Manager, EMEA and Asia Pacific for Invacare. This role would make his ability to serve on the committee more difficult and he regretfully let us know that he could not continue.

Go we say goodbye and thank you to Geoff for his years on the ATSNZ

committee (since inception) and the valuable contribution he has made to objectives advancement for assistive technology suppliers.



Judy Wallace, General Manager of AI Wheelchair Services, was asked to take up the vacancy Geoff left on the committee, and we are pleased to be able to inform you that Judy has agreed to fill the vacancy until the next election.

Judy brings both a suppliers and a subcontractors perspective to the table. We welcome Judy to the team, and we look forward to working together.

ATSNZ DISABILITY EXPO 2022



SAVE THE DATE

CALL FOR ABSTRACT SUBMISSIONS
to present at the Expo are now open!

Visit www.atsnzexpo.nz/Abstracts for further information

A focus on mental health & what that means in relation to assistive technology.

OVER 70% of exhibition spaces sold! Don't miss out.

The ATSNZ Disability Expo will be THE event for showcasing products and services designed for the rehabilitation, aged care, home care markets and leisure and recreation markets.

www.atsnzexpo.nz

ATSNZ Disability Expo
28 - 29 September 2022
Vodafone Events Centre, Manukau Auckland

Proudly supported by:
Auckland Unlimited, Aotearoa Health Research Council, Aotearoa Disability Services

The call for abstracts has recently gone out and will be open until Sunday 12 June, 11pm. We are hoping for a good range of excellent abstract submissions across different topics. Tania Bowkett (C1 South) will be leading the selection committee for us again this year.

We are encouraging people to submit abstracts on the link between assistive technology and mental health amongst other topics. We had an opportunity to promote this at the end of the Oceania Seating Symposium on Thursday 7 April, which we took advantage of. Due to technical issues, we repeated the first half of our announcement, so all OSS attendees have no excuse to ignore our call for abstracts and invitation to come to our expo. Details around the submission process can be found on our expo specific website.

<https://www.atsnzexpo.nz/abstracts>

Our expo management team at Icon Events is feeling very positive about the sales of booths and provide updates regularly on the website under the Exhibitors/Book your Space tab. Here you can access the floorplan and see who has already signed up to be part of our show. The second page lists the companies and where they will be located. Icon Events are in discussion with several other potential exhibitors that haven't fully committed yet but are looking very likely to do so.

Icon Events are sending out a monthly newsletter in which exhibitors can include a piece about their company. Do make use of this opportunity that is extended to all exhibitors. Permobil and Abecca featured in the April newsletter. Each newsletter will include a few exhibitors.

ATSA INDEPENDENT LIVING EXPO 2022



atsa independent living expo

BRISBANE
11-12 MAY 2022
ROYAL INTERNATIONAL CONVENTION CENTRE
RNA Showgrounds, Brisbane

SYDNEY
25-26 MAY 2022
SYDNEY SHOWGROUND
Sydney Olympic Park, Halls 5 & 6

REGISTER NOW
FREE Entry, Seminar Program & Coffee Voucher

Australia's foremost assistive technology event
BY THE INDUSTRY FOR THE INDUSTRY

1300 789 845
www.atsaindependentlivingexpo.com.au

Organized by: atsa, interpoint, link
Media Partners: freedom@live

A reminder about our sister organisation's expos in May.

ATSA Independent Living Expo has exhibitors displaying a wide range of products and services in assistive technology, mobility solutions, pressure care, employment support, accessible recreation/holiday ideas,

modified motor vehicles and a lot more.

AOTEAROA DISABILITY FIGURES



Disability Figures

Figures NZ launched a website with disability specific data that may be of interest to our members.

Visit <https://disability.figure.nz/> to see what they have loaded onto the site.

Aotearoa Disability Figures brings together data, research and reports for disabled people in Aotearoa. You will find data on disabled people's wellbeing, employment, housing, education, health, and more. You can also read reports that contain data about disabled people in NZ and other topics.

There is a page on Technology and access which focuses on telecommunications and internet, so there is no assistive technology under this heading. <https://figure.nz/search/?query=disability%20technology&ref=dfnz>

There are graphs for wheelchair exports and imports for 2010–2019 under the Trade Linked to Disability page. <https://figure.nz/search/?query=disability%20trade&ref=dfnz>

Figures NZ is very enthusiastic about launching this service. It does show what is currently easily available. They are working closely with Statistics New Zealand and are looking to improve the site, expanding and providing more information as it becomes available. The results of the Disability Survey, planned for 2023, will eventually make it way to this site in due course.

TRIALS IMPROVEMENT PROCESS



A major focus for ATSNZ is to improve the trial process. Many members have indicated that trial timeframes are too lengthy and that costs are incurred that are not compensated, providing a high level of concern amongst suppliers.

We've had some good feedback from Enable who have updated their

communications to assessors.

They have updated their Initial Trial approval letter to include:

- MOH requirements as per the manual, including the trial being between Assessor and Supplier
- Making it clear the trial should not take longer than 20 working days
- Keep the supplier informed of the trial process
- Contact the supplier to advise them you will be seeking an extension
- Notify Enable NZ on when the trial commences

They have also updated their Up Trial letter to include:

- Advise them to discuss the extension with the supplier
- Advise them to contact PPA team for any additional extensions

The MoH EMS manual describes equipment for trial requirements in section 5.2. We are in conversation with the MoH portfolio manager to achieve changes to the manual to better meet the needs of suppliers. The suppliers' needs are being discussed between the MoH and the EMS providers Enable and Accessable, so we are making headway in realizing some of our objectives regarding trials.

The timing will be delayed somewhat in terms of making EMS manual changes. Preparatory work has started this week, but actual changes will be postponed until after 1 July, the start date of the new Ministry for Disabled People, when it becomes clear what will become of EMS in the new structure.

The portfolio manager is looking for consistency across the country (read providers), which is good to hear as this will make the process better in terms of outcomes for suppliers. KPIs for providers include trial length and there will be more focus on this as a tool to manage outcomes.

MINISTRY FOR DISABLED PEOPLE



It's not long now before the new Ministry for Disabled People is in existence.

The Community Steering Group responsible for supporting and guiding the establishment of the new Ministry for Disabled People by 1 July has been confirmed:

- **Co-Chair** Dr Tristram Ingham - Te Ao Mārama
- **Co-Chair** Gerri Pomeroy - Disabled People's Organisations (DPO) Coalition
- Ruth Jones - Whānau Ora Interface Group
- Lou McLeod - Whānau Ora Interface Group
- Mark Benjamin - National Enabling Good Lives Leadership

- Shane McInroe – National Enabling Good Lives Leadership
- Pati Umaga – Mana Pasifika
- Lautoa Halatau-Talagi – Mana Pasifika
- Geneva Hakaraia-Tino – Disabled People's Organisations (DPO) Coalition
- TBC – Family and Whānau Leadership Alliance
- TBC – Rangatahi (I.Lead)

This group is made up of expert disabled people and whānau, who bring a wide range of skills and experience. This group is responsible for guiding the establishment process so a by-disabled-for-disabled ministry can advance the priorities of the disability community from 1 July under the leadership of a yet to be appointed chief executive.

The Community Steering Group is advising on the job description for the chief executive and have recommended that the role must be filled by a disabled person.

In conversation with the MoH portfolio manager it was evident that there is a high level of confidence within the MoH that the chief executive of the new Ministry will be a disabled person.

The Community Steering Group also supports the project team, which is primarily focussed on ensuring the key systems and operations are transitioned to the new Ministry successfully and that disability supports are not disrupted through the change. System transformation, vision and strategy will be led by the new chief executive, working with the community, after 1 July.

THERAPEUTIC PRODUCTS BILL



It's been a while since we contributed to the consultation on the Therapeutic Products Bill (2019) but recently we received an update from the leader of the team, Fiona Ryan.

A new development is that Natural Health Products are going to be included under the Bill. They want to support consumer safety by ensuring that NHPs are safe and high quality, while at the same time, support industry and the export process. NHPs won't be regulated as therapeutic products or as foods, they will have their own regulations under the Bill.

The Bill will also take on board learnings from COVID-19, and will enable service innovation, particularly in primary care and community settings.

Additionally, integration with the Pae Ora (Healthy Futures) Bill is also important as the new regulatory scheme will need to operate as part of a transformed health and disability system.

The Bill covers a diverse and large range of products and is also technically and legally complex to draft. We have taken particular care in how we've included

natural health products.

A number of revisions to the Bill are still needed and some areas require further work – such as biologics, Te Tiriti provisions, market authorisation and post-market measures.

With the Bill planned for introduction to Parliament later in the year, they have a tight schedule of legislative drafting to complete over the coming months.

When the Bill reaches Select Committee stage, possibly by the end of the year or early next year, there will be another opportunity for people to submit feedback.

Once the Bill receives Royal Assent, there will be another two to three years before the scheme commences and the regulations are set.

WELCOME TO OUR NEW MEMBER



TE WANA LTD

Te Wana Ltd recently joined our ranks. We extend a warm welcome to our newest member.

Te Wana supply Assistive Technology Care Monitoring Sensors in New Zealand to support people with Epilepsy, Intellectual Disabilities, Dementia, and those at risk of falling.

Jonathan Sibbles is the Director of Te Wana Ltd. In September we will find Jonathan at our expo on Stand 116, where we'll have an opportunity to meet him face to face.

MEET OUR MEMBERS

DON GOOD – WS MEDICAL

What is your company's area of specialty?

WS Medical has been supplying solutions to the healthcare industry since 1993. Next year we will enter our



30th year of business which we are very proud of. It may sound cliché, but our fundamental area of speciality is to provide just really good service to the industry, something we are continuously improving. In terms of products, we specialise in those that enable better outcomes for patients across seating, sensory modulation, and we are also a leading provider of thermoplastics to the hand therapy market. Our Multi-C Air Chair (rise, recline, tilt n space) and Bariatric Chairs are extremely popular. We find that our products provide optimal postural support, prevent issues with skin integrity and meet current and future needs due to our

ability to modify.

Where do you see our sector in 5 years?

In five years, we could be in quite a different space with the current reforms across the health and disability sectors.

I would like to see OTs and assessors have a greater ability to make decisions with more efficient processes. OTs and assessors are the backbone of this industry, they work tirelessly and are great people, so I would hope things are as easy as possible for them to continue to improve the lives of the people they help. I would hope the system as a whole becomes more streamlined, efficient and continues to improve the lives of people.

I also believe we are going to see more consumer-led health outcomes and technology incorporated into product functionality.

Can you please share a recent success you have had with a client and one of your products?

We always strive to go above and beyond to find solutions with our therapists for their clients. Recently we were approached to assist a therapist and client in Northland who needed one of our customised bariatric chairs. Unfortunately, this client had no reliable power source in their house. The team here at WS Medical, including our engineer, came up with an innovative solution... solar power. We attached a solar power panel to the outside of the house and connected it internally to a battery supply (including creating an interface in the electronics for current supply). The client can now have continuous use of their chair, even at night or in cloudy conditions, due to the battery storage. An excellent result for everyone and a commitment to the New Zealand No.8 wire mentality.

If you could change one thing about our sector, what would it be?

If I could change one thing, I would like to see efficiency and delivery process timeframes to clients improved. The differences our products (as an industry, not just WS Medical) make in people's lives are immense (we all see the results every day) – therefore the quicker assistive technology can get to the people,

the better the outcomes are for that client, and that makes a world of difference.

What’s the best piece of advice you have ever received?

“Always put people first” – and this is so true. Compassion, people, connectedness and humour, are what we have built WS Medical on.

What do you enjoy most about working in the industry?

The people. The quality and professionalism of the OT and assessor community are always humbling and brilliant to work with. As well as the other interconnected parties like Enable, Assessable, and ACC. We just love working with this community.



HAPPY EASTER

We wish you a wonderful Easter break. Enjoy the good weather!

ATSNZ

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