



NEWSLETTER

Welcome to our February 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 STRATEGIC PLAN](#)



In the first week of February 2022, the ATSNZ Committee met to discuss the ATSNZ Strategic Plan. The purpose of the meeting was to review the environment in which our members operate, reflect on the feedback of members and confirm the objectives

and priorities for the next two years. The updated strategic plan is located on our website available to members only. In essence it is somewhat simplified, to narrow our focus on our core challenges.

We welcome feedback on the strategic plan and appreciate any help our members can provide to bring the ATSNZ objectives to fruition. One major focus within the work we aim to achieve, is the trials process and how we can achieve improvement to the process that will benefit all stakeholders.

We've already reached out to Enable and have had a good response from them. They are currently in conversations with ACC, featuring improvements to the system. We hope to have an update on this in due course.

[COVID-19 RESPONSE](#)



Our year started with a slight reprieve while everyone was on holiday and before Omicron started to spread throughout New Zealand. New Zealand is now at Phase 2 of the Omicron response strategy. Key features of this include:

- a reduction in isolation periods required for cases and household contacts (down to 10 days) and other close contacts (down to 7 days); [COVID-19: Information for Close Contacts | Ministry of Health NZ](#)
- the use of Rapid Antigen Tests (RATs) to allow critical workers who are close contacts of a case to be able to go to work if they test negative; [Rapid antigen testing | Ministry of Health NZ](#)
- a greater use of digital tools to support cases and contacts; [Advice for people with COVID-19 | Ministry of Health NZ](#)

Last week Dr Ashley Bloomfield hosted an update for health professionals. This enabled a Q&A for attendees. The webinar and Q&A are available via <https://www.health.govt.nz/covid-19-novel-coronavirus/covid-19-information-health-professionals>

ATSNZ DISABILITY EXPO 2022



The ATSNZ Disability expo is in just over 7 months (28-29 September) and the booth sales are going very well. There are still a number of booths available but if you are seriously thinking about exhibiting, we suggest you get in touch with the event organizer sooner rather than (events@iconevents.co.nz) later. We would hate for members to miss out.

With the borders opening up in the near future (all going to plan), we can expect to see some Australian companies joining our expo, if the requirement for self-isolation is revisited. ATSA, our big sister organization, is assisting us to market to their members and in return we're putting in a visual to their event in our newsletter. Their Brisbane and Sydney events are in May, which may be far enough in the future to see self-isolation requirements dropped before then.

ATSA Independent Living Expo has exhibitors displaying a wide range of products and services in assistive

atsa
independent living
expo

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

SYDNEY
25-26 MAY 2022
SYDNEY SHOWGROUND
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MESSAGE FROM ACCESSABLE



After 21 years of ownership and management with Accessable, Sue and Allan Smith have made the decision to fully retire from the company, as Directors and shareholders. Accordingly, Sharon and I have purchased their portion of Accessable.

Sue and Allan have given 21 years to Accessable and throughout that time have always focused on everyone that has worked within Accessable, clients or those that are part of the large disability community.

Sharon and I would like to personally thank Sue and Allan for the past 9 years we have worked together, and on behalf of all involved wish them all the best.

Accessable will carry on all the good work that we are known for and even after the challenges of the past year I know the team have returned from summer leave reinvigorated and ready for the next chapter that lays ahead of us.

As much as this is the end of an era, I want you all to know that I have full confidence in our ability to forge ahead and continue all the great work we are known for. We have plans to grow and improve the business and have a great team of people dedicated and motivated to succeed.

So, it is farewell and good luck to Sue and Allan we all wish you the very best with your future. Enjoy the extra time with family and friends.

HEALTH SYSTEM CATALOGUE

In 2019, Cabinet approved the Financial Procurement Information

Management (FPIM) Business Case, which requires DHBs to streamline procurement practices and manage escalating costs.

To achieve this, all DHBs are required to adopt a single, Health System Catalogue (HSC) which is built using supplier-provided structured master data based on global data standards.

MTANZ is an active participant in the process of setting up the HSC and shares progress with its members, including update presentations to the Market Access Group. ATSNZ was invited to attend the 15 February meeting and three of our members, who also are members of MTANZ were present. The latest update shows significant progress for HSC.

The HSC is now live with two DHBs (Midcentral and Waikato) now using the catalogue. 25 Medical Device Suppliers have now published data to the HSC and another 45 are in the process of gathering data. They are gaining momentum in onboarding further Suppliers. 5 of the 25 suppliers have published both items and prices, with the remainder expected to complete the publishing of prices by the end of March 2022. There are three price categories: list, transactional and contract.

HSC expects a new DHB to come on board about every two weeks. DHBs want more suppliers and products in the HSC. Their target is to have 125,000 products in the catalogue by the end of March 2022 and 150,000 by the end of July 2022. HSC envisions have a larger catalogue than Pharmac. As of 1 February 2021, the Pharmaceutical Schedule includes over 150,000 contracted line items from 115 suppliers. These contracts cover approximately \$457 million of annual DHB hospital expenditure on medical devices.

Preliminary talks to extend the use of the HSC beyond DHBs are underway with organizations, including Enable. These talks are in the very early stages.

A MESSAGE FROM EMPLOYSURE



Do you have workers who work with Wheelchairs and Disability Equipment?

You may need an Employee Contract review or Workplace Health and Safety review to make sure your documents are up to date with recent 2022 legalisation changes.

From 1st January 2022, the New Zealand government has mandated vaccinations for employees in the health and disability sector.

The employees who are affected are:

- Workers employed or engaged by certified providers who carry out work at the premises at which the health care services are provided.
- Care and support worker, i.e. a person employed or engaged to provide care and support services within a home or place of residence.
- Health practitioners (as defined by the HPCA) who see patients in person.
- Workers who carry out work where health services are provided to members of the public by 1 or more health practitioners and whose role involves being within 2 metres or less of a health practitioner or a member of the public for a period of 15 minutes or more.

Employsure are offering to carry out a free review of your business employee contracts and an overall workplace review.

Employsure is an employment relations and workplace safety support for your business. We are often described as 'your own external HR department', 24 hours a day, 365 days a year, unlimited documents. We support over 30,000 small businesses across ANZ with customised employee contracts, WHS policies, and legal protection. You are in control of your business, whilst we help calculate complicated wages, review employee contracts, help prepare risk assessments, or guide through a disciplinary process.

Affordable monthly subscription covers unlimited advice and document help, with no hidden fees. Employsure stand by their advice and can help you should you find yourself faced with a claim.

If you are concerned that your business might not be fully compliant, set up a workplace review or have an employee contract review with Matthew Harris from Employsure and feel assured you've set up your paperwork correctly.



Getting back to business? Ensure you meet your obligations as a business owner when it comes to employment relations and keeping a safe workplace. Contact Employsure for all your ER and HSW question Today.

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Contact Matthew Harris
Phone: 02 77 992 792 or email: matthew.harris@employsure.co.nz
www.employsure.co.nz

MEET OUR MEMBERS



ROGER DUTTON – REHA SENSE

What is your company's area of specialty?

We design, manufacture and distribute mobility and care products – our leading categories are rollators (walkers in many styles and functions), PAWS power add-ons for wheelchairs, wheelchairs and long-term care beds.

So, I guess our specialisation is having hands on the entire process from concept to after sales service and support. Not many organisations can claim this.

Where do you see our sector in 5 years?

I would like to say streamlined, efficient and delivering high value to the end user and insurer. The establishment of ministry level support for the disabled will help a part of our community but the same attention needs to be levelled at aged care and those with “medical” disabilities.

Different payment methods and parties covering different community groups is inefficient and needs high levels of bureaucracy to maintain.

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

I am fortunate in that I get to work directly with the end-user on occasion. Recent fittings of our Rehasense PAWS (Power Assisted Wheelchair Systems) power add-ons for clients with high level spinal lesions (tetraplegic) have given me great insights into the complexity of fitting such clients, successfully. A real game changer for independence and freedom of movement and a pleasure to watch the happy customer ride off into the sunset!

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

At the end of the day, we design and fit technical solutions to people with mobility challenges or care needs. Yet even with so many organisations and government bodies involved, and high budgets, there are still gaps in the net and many people without means, cannot easily get what they need.

Overhaul, concentration, and simplification are needed to reduce waste and inefficiency.

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

Focus! You can’t be all to everybody, so get really good at what you love and are passionate about before expanding into other areas.

What do you enjoy most about working in the industry?

People and Technology! It’s a “people” industry – end users, family, care givers, healthcare professionals, insurers – it’s more like a big family or whanau. All working together to find the best solution, correctly prescribed and fitted for the end-user.

What’s the last thing that made you laugh out loud?

I can’t say it makes me laugh but I get huge satisfaction – smiles, feelings of elation – from getting a positive result for my clients. If someone tells me that their life has been changed due to a technical intervention, I have had a hand in making or delivering, then I grin like a Cheshire cat!

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New Zealand

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