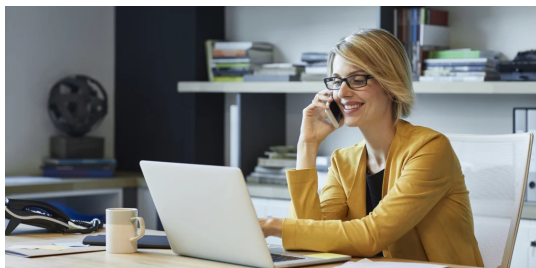




Welcome to our November 2021 newsletter. This exciting newsletter is full of the latest developments that will keep you up-to-date with our industry. It is best to view this in your browser.

[ATSNZ MEMBER FEEDBACK REPORT](#)



During the month of September 2021, ATSNZ consulted with nearly all the members on three main questions to determine a) what the key concerns are for members, b) which projects members think we should be focusing on and c) how our service can be improved.

All comments made were grouped into the topic areas that they related to.

**Key Concerns**

- 1 Trial process
- 2 Lack of tenders
- 3 Price increases
- 4 Standards
- 5 Contracts
- 6 Freight issues
- 7 Funding
- 8 Communications
- 9 ACC contract

**Key Projects**

- 1 Industry engagement
- 2 Health & Disability Reforms
- 3 Trials process
- 4 Tendering processes
- 5 Standards
- 6 Market size

**Key Improvements**

- 1 Marketing

- |    |                        |   |                      |
|----|------------------------|---|----------------------|
| 10 | Skill shortages        | 2 | Events               |
| 11 | Health Sector reforms  | 3 | Meetings             |
| 12 | aSAP                   | 4 | Member participation |
| 13 | Rebates                | 5 | Focus of ATSNZ       |
| 14 | Value for members      | 6 | Expo                 |
| 15 | Industry consolidation | 7 | Miscellaneous        |

The full document is available on our website in the Members only section, which you will have the login for to access. The many hours of conversation with most of our members has resulted in the lists above. For our strategic planning consideration, its more important to look at the key topics and number of comments in each section indicating that level of interest/concern in each area. It's a way of prioritizing our resources. There is an opportunity to extend our resources by proactively including other members. The comments in the full document provide some ideas for how we could meet our strategic objectives.

The Committee are meeting early in February to finalise the strategic plan for the coming years to ensure that these key concerns are addressed and included in our plan of work

### ATSNZ DISABILITY EXPO 2022



After the 2021 event we went to market to explore our options for organisations to manage the organisation of our expo. After this review, we have finalised on working with a new provider - a joint team of Icon Events (who were on the registration desk for this year) and CMNZL.

These two companies work together when required and provide a synergy which will be beneficial for our expo, along with significant joint experience in our sector. CMNZL organise the Oceania Seating Symposium and also the NZOT Conferences and Workshops. Icon Events have organised events for Muscular Dystrophy New Zealand and other specialised medical conferences.

One of the first activities the new management team undertook was the application for a grant from Auckland Unlimited. We were successful in having the application approved and will receive \$15,000 in grant funding to support our 2022 expo. This is the second time Auckland Unlimited has approved a grant of \$15,000 for the ATSNZ Disability Expo and we are sincerely grateful to be on the receiving end of their support.

A new website for the ATSNZ Disability Expo is under construction and the first glimpse I have had at the progress to date gives us confidence that it will be operational very soon.

The ability to book a space will be available once the system and sales materials are completed. This won't be too far away either.

Committee members Tania Bowkett (C1 South) and Jason Clare (Cubro) have been delegated the responsibility for overseeing the Expo management, together with the Executive Officer. We are excited about growing the potential of our show, to exceed the success we all felt keenly at the expo this year.

If you don't already have it in your calendar, the ATSNZ Disability Expo is on the 28<sup>th</sup> and 29<sup>th</sup> of September 2022 at the Vodafone Event Centre in Manukau, Auckland. It's a great venue and provides the ambiance for a world class event.

### ATSNZ PRODUCT EDUCATION DAYS



The ATSNZ Product Education Day in Christchurch on 19 October at the Riccarton Racecourse involved nine members, who all fed back that it was a valuable and successful event.

Two of our members initially booked to attend, were prevented doing so by Alert Level 3 restrictions in their areas of business.

Those with staff outside of Auckland and Hamilton were operating under Alert Level 2 restrictions, which had been eased from 2.5 down to 2 in time for the event. Level 2 restrictions at the venue made for an interesting situation for morning and afternoon teas, as these could only be provided seated, but we managed.

Two recordings from the July expo seminar sessions were used for the education sessions in Christchurch, Lying and Seating: More linked than you think presented by Joana Santiago – Medifab at 10.00 AM and Mobility Beyond 65 – Maintaining Mobility and Independence for Older Adults presented by Tracee-Lee Maginnity – Permobil Australia at 1.00 PM. These sessions were valued by those who attended the event – and definitely added more to the event.

We had well over 50 health professionals attending the Christchurch ATSNZ PED, up from the number attending last year in September. It's likely we'll keep Christchurch on the ATSNZ PED schedule and expect it will grow in numbers and provide an excellent opportunity for our members to interact with health professionals based in and around Christchurch.

Early feedback from eight members about the plan for a Wellington ATSNZ PED suggests March or June are the preferred options, but please do respond to our request for feedback as soon as possible so we can develop these plans.

## UPDATE FROM ENABLE



This year has been a significant one for Enable New Zealand. An important achievement for the organisation has been securing the contract to be the equipment supplier for ACC's Managed Rehabilitation Equipment Services (MRES).

After 10 weeks of hard work by the team to get everything in place, Enable went live as MRES supplier on 15 November.

As the supplier for MRES, Enable manages the purchase, supply, and refurbishment of equipment for ACC's clients nationwide; ensuring people get the high-quality equipment they need, when they need it.

Enable have also continued their journey to become an agile and flexible organisation focused on delivering the best outcomes for disabled people in Aotearoa. They continue to invest in their technology and strengthen their workforce to improve customers' experiences.

Enable have also taken steps to increase their cultural competency. They are co-designing and developing a detailed Māori Responsiveness Plan, which sets out their commitment to do more and do better in terms of improving equity and outcomes for Māori. You can expect to see some improvements in this space in the coming months.

Looking forward to the next 12 months, Enable are excited and supportive of the positive change that will come about through the government's recently announced changes to the disability sector, including the establishment of Ministry for Disabled People and the rollout of the Enabling Good Live approach nationwide.

## 2023 DISABILITY SURVEY CONSULTATION



A small ATSNZ working group (made up of both Committee Members and interested members) turned their

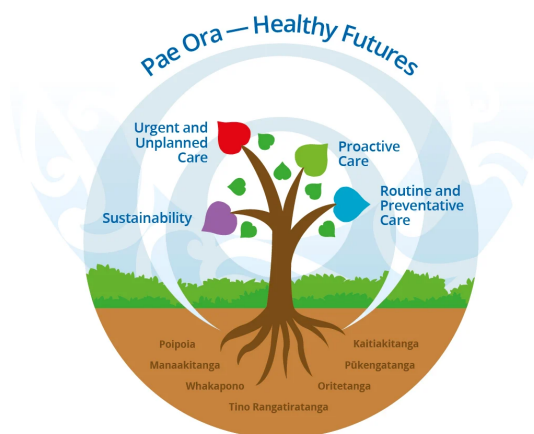
thoughts to the consultation for Statistics New Zealand on the 2023 Disability Survey.

This was an opportunity for input and make requests for information to be measured. Being mindful that many other organizations and individuals will be submitting their competing requests, we focused on the following in our submission:

- Questions could be asked of disabled people around the equity they experience in acquiring equipment that meets their needs. There are anomalies within ACC, where discrepancies between individuals are huge. There are also anomalies between ACC and MoH in how disabled people's equipment needs are being met.
- Enabling Good Lives (EGL) vision, principles and objectives affect the outcomes for disabled people. The vision is that in the future, disabled people and their families will have greater choice and control over their lives and supports and make more use of natural and universally available supports. Asking disabled people about the level of choice and control they currently have, would set a baseline for measuring the outcomes of the EGL approach.

We then provided a few specific questions and suggested some changes to existing questions. The full submission can be viewed in our Members only section of our website.

## PAE ORA (Healthy Futures) LEGISLATION



This bill provides for a new structure and new accountability arrangements for the publicly funded health system, to protect, promote, and improve the health of all New Zealanders. It was introduced on 20 Oct 2021, had its first reading on 27 Oct 2021 and is currently with the Select Committee. We can input into the legislation, with submissions due on 09 Dec 2021. Please forward any ideas and suggestions to the EO, for inclusion and discussion by a working group of ATSNZ. A meeting will be set up for the afternoon of 26 November.

## CHRISTMAS CHEER EVENT



With a likely move to the Red Light of the 'new Covid-19 protection framework', it seems highly unlikely that a repeat of last year's gathering at the Cavalier (or any other location for that matter) will occur. We would like to invite everyone to a virtual gathering, your beverage of choice at hand, on the 16<sup>th</sup> of December at 3 PM. A Teams invitation to join the 'party' will be sent closer to the time.

## MEET OUR MEMBERS



### DAVID & JENNY ROGAN - DYNAMIC HEALTHCARE LTD

#### **What is your company's area of speciality?**

Dynamic Healthcare is only in its 2<sup>nd</sup> year of business. We have gone from strength to strength during that time with ongoing company expansion, new Partners and Agencies, and investment in staff.

Our new Distribution & Maintenance building is almost fully up and running and will be operational soon.

As a company, we pride ourselves in understanding our customers and providing the best solution for their needs.

David is well known for his knowledge in Patient Handling Training, Equipment and technical know-how and industry standards. David has managed many key brands in New Zealand, Australia and overseas. He still consults to major brands for the NZ and AU markets.

Jenny has been in the industry for 15 years and has vast experience in Complex Rehab, Mobility, Paediatrics and Aged Care. She is well known by many therapists for her hands on experience and technical know-how.

Moving forward, we are working with other partners for trials and delivery of products, from North of Auckland to the Far North.

#### **Where do you see our sector in five Years?**

We believe that Enabling Good Lives will move towards the same model as the NDIS in Australia and give a lot more choice to the end user.



### **A recent Success story:**

We donated a Showerbuddy SB7 Travel System to a family in Dunedin who had to travel to Starship once a month for treatment for their Son. When in Auckland they had to stay at Ronald McDonald house, but they had no bathroom equipment for them to use. The Mother had to shower and clean him on the floor of the bathroom! There was much more that we can't share, but it nearly

brought us to tears. We received a beautiful video call from both of them after the operation to thank us for the equipment, as it made the trips more bearable and dignified, especially for Mum. This is why we do what we do, and we will continue to donate equipment whenever we can!



### **If you could change one thing in this sector, what would it be?**

For ACC and MOH clients to have the same rights to the same funding

### **What is the best bit of advice you have ever received?**

A person who never made a mistake never tried anything new!

### **What do you enjoy most about working in this industry?**

The people we work with in the industry, and the difference we can make to our clients' lives. This makes us smile every single day.

### **What's the last thing that made you laugh out loud?**

That the Irish beat the All Blacks ....

[CROWDFUNDING INFO](#)

Some of you will know HT Systems and their transfer system Kera, that is an alternative to a hoist. They were present at this year's expo on the Dynamic Healthcare stand. There is an opportunity to become an investor in this company. You can find information on this by visiting their website: <https://www.htsystems.co.nz/>

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