



## Executive Officer Update

14 October 2024

### AGM:

- 17 members attending the AGM
- New committee in place: Andrew Short (Chair), Wayne Turner (Secretary), Jamie Butcher (treasurer), Chris Ross, Levi Murray, Jeremy Glasier and Sharelle Lincoln.
- Draft minutes distributed.
- Date and location for 2025 – September – maybe coincide with Auckland expo.

### Enable:

- Communication from Scott to suppliers included the price freeze announcement that generated a strong response from suppliers
  - A response letter from ATSNZ and supporting suppliers was sent to Scott
  - The September monthly meeting was opened up to the ATSNZ executive to discuss the communications.
    - Next monthly meeting with Scott is 17 October.
  - Meredith Connell was tasked to review the contracts and communications in order to provide ATSNZ with a legal opinion in the matter of a stated prize freeze.
    - Letter distributed to committee for discussion on next steps.
- Work with Enable on sector improvements.
  - End-to-end review of the trials process is underway.
  - Initial conversation between Katie and Justine took place on 13 September and from there the decision was made to include Jenny Rogan (Dynamic Healthcare), Jackie Barnes (Arjo), Levi Murray (Cubro) and Katie Noble (Allied Medical) in a session to explore the issues.
  - Enable are working with Assessors to understand the issues from their perspective better and sharing the insights from this exploration with suppliers at the next workshop.
  - Next step is a workshop on 5 November with 3 additional companies, Andrew Short (Permobil), Beryl Webb (Invacare) and Hayden Suckling (Medifab). The workshop will focus on:
    - Current state – what works, what doesn't and why doesn't it
    - Future state – define what this is
    - How do we get there from here – key changes we need to make to shift from current to future state, and how we do those.

### Accessible:

- Graham Walling presented to our members at the AGM on his views of what is happening in the sector. It was a worthwhile and insightful presentation that was very relevant covering:

- Major changes for DSS and Whaikaha ( Ministry of Disabled People)- DSS funding / expenditure
- What are the major issues facing DSS
- Review findings, Cabinet decisions and the taskforce
- What does all this mean for Equipment & Modification Services (EMS)

#### Whaikaha:

- We had an interesting conversation about rebates at our 6-weekly catch-up. The DSS regional manager for Auckland, Martin Anderson, provided feedback to Sarah and Nicky on the minister's reaction to rebates being mentioned at the meeting with the Minister.
  - Sarah shared her screen and pointed out a clause in the provider head agreement about cost shifting:

#### **A9 COST SHIFTING**

You must not knowingly be party to any arrangement, which results in

- a. our effectively having to pay more than once; or
- b. you effectively receiving separate payments, whether from us or any other Person for the supply of the same Services or any component of them.

- I've agreed to provide a supplier view on rebates early next week, before Sarah discusses rebates with the providers Enable and Accessable.
- Sarah said she wasn't part of the EMS team when the rebates were introduced and wasn't clear on when or why they were introduced.
- I think we have a great opportunity to challenge the charging of rebates in the current environment, where the politicians are keen to 'fix' the sector. This will add pressure on DSS to seriously consider the acceptability of rebates.
- I also talked about the workshops with Enable to tease out solutions to the current obstacles in trails, informing that the work done last year hadn't resulted in enough change to date and that more needs to be resolved.

#### ACC:

- The Enable reports to ACC for the 12 months 23/24 financial year have been received and distributed.
- Anushka Nand and her colleague Janice Gray have pulled out of presenting at the Expo. They will look to send an Auckland bases colleague to attend.
- ACC is reviewing eligibility criteria as a part of cost management.
- Next step will be to inform ACC of developments in EMS rebate conversations and how that may impact on MRES, once we have clarity on the ministry's approach.
- I approached the minister for ACC, Matt Doocey, to take part in our expos to no avail. I will be looking for further opportunities to engage.

#### Minister for Disability Issues:

- The minister met with Logan Currie, Chris Clare, Jason Clare, Levi Murray (Cubro), Andrew Short (Permobil), Chris Ross (WS Medical), Katie Noble (Allied Medical) and me at the Morton & Perry Premises in Porana Road, Glenfield. This was part of a Northcote electorate visit, which Katie was advised of and helped prepare, getting Cubro on board.
- It was a positive meeting in which supplier 'issues' were raised and the minister showed interest and some surprise when rebates were mentioned.

- Other participants were an advisor to the PMs office and the DSS Auckland regional manager.
- Chris and I met with Laura Trasker, who had also been talking to Andrew Short and David Rogan. The benefit of these multiple meetings is that Laura is hearing the same stories repeated, which solidifies the issues she is picking up on. Rebates are part of what she is looking into with Todd Stevenson, and I will be passing on the information recently acquired about the Cost Shifting clause in the head agreement for DSS providers. Her connection to Lousie is positive and it provides us with another point of contact for raising and resolving supplier issues.

#### New members:

- Tubular Equipment – Logan Hunter, rejoined for the 24/25 financial year. Dropped off after 21/22 through nonpayment and not responding to emails. Enable communication was the catalyst to get in touch with me. Tier 4. Invoice sent, due date 20 October.

#### Member requests

- Info on Accessable data request

#### Newsletters:

- The August newsletter went out and the next one is due in October, planned distribution 22 October.
- Ideas: Minister's visit to Morton & Perry premises, special activities undertaken by members, and anything you think might be of interest.

#### ATSNZ Disability Expos:

- Auckland is 93% sold, with a projected \$28K profit (profit share 50%).
- Christchurch is 80% sold, within \$5,000 of breakeven with 1.5 months to go.
- The seminar programme is online, and MCs are currently being enlisted.

#### Admin:

- ATSNZ reregistered as an Incorporated Society under the new legislation.
- Membership fees 24/25 - reminders sent out.
- Membership to NZ Federation of Disability Information Centers renewed.