Pass It On: Expanding the Outreach of Assistive Technology

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www.passitoncenter.org
Your National Pass It On Center (PIOC)

- Assistive Technology (AT) Reuse continues to grow as a national priority. Over 220 AT Reuse programs have been established to assist people with disabilities, their families, and circles of support to exchange or refurbish AT that they no longer use. Other individuals that lack insurance or don’t qualify for traditional funding solutions are seeking affordable, used assistive technology, including durable medical equipment, to meet their needs. Pass It On Center is working with an established network of AT Reuse Programs to discover promising practices, define indicators of quality and promote safe and effective reuse of equipment.
Learning Objectives

1. First Key Learning Objective  At the end of this session, participants will be able to identify and define the 4 types of AT Reuse.

2. Second Key Learning Objective  At the end of this session, participants will learn 3 resources to establish an AT Reuse network in their community.

3. Third Key Learning Objective  At the end of this session, participants will know how to access resources, as well as local reuse programs, through the Pass It On Center website.
We are Here to Help!

- Pass It On Center: Who we are, what we do
- Knowledge Base
- Indicators of Quality for AT Reuse
- State Summits & onsite TA to Grow AT Reuse Collaborations
- Webinars
- National AT Reuse Conference in Washington, DC in September 2015!
How Can We Help You?

- What Webinars do You need?
- What types of sessions/topics do you need us to cover at the National AT Reuse Conference in Washington, DC in September 2015?
Why Reuse AT?

- Assistive Technology (AT) reutilization is a concept that was born out of need.

- From local grassroots efforts, it has grown to become a nationally recognized response to providing AT to those people who would otherwise “go without”.

What is Assistive Technology (AT)?

- ASSISTIVE TECHNOLOGY DEVICE - The term `assistive technology device' means any item, piece of equipment, or product system, whether acquired commercially, modified, or customized, that is used to increase, maintain, or improve functional capabilities of individuals with disabilities.

- This includes, but is broader than, durable medical equipment (DME).
The Pass It On Center has created national and state resources to foster the appropriate reuse of AT so that people with disabilities can get the affordable AT they need in order to live, learn, work and play more independently.
To increase the availability of assistive technology (AT) through promoting and supporting the appropriate, effective reuse of AT devices at the state and local level.
What Is ‘Appropriate’ Reuse?

- Appropriate reuse:
  - Is safe for consumers and reusers
  - Results in positive outcomes for consumers
  - Is environmentally friendly
What Is ‘Effective’ Reuse?

- Effective reuse:
  - Meets the needs of consumers
  - Produces cost savings
  - Is sustainable
  - Has a positive or neutral effect on the AT field
AT Reuse activities include:
- Device exchange
- Device loan
- Reassignment
- Refurbishment
- Remanufacturing (NO, NO, NO!)
- Recycling
- **Device exchange:**
  Matching donors to users without intervention (e.g., “classifieds” and online auctions)

- **Device loan:**
  Providing a device on loan for some period of time or indefinitely, usually to help user make informed choice or to provide interim solution

Program websites and E-Bay, Craig’s List, Newspaper ads, et al.
Reassignment: Making donated devices available to new users

Refurbishment: Repairing/restoring donated devices to working order
- **Rемanufacturing** – making changes to donated items that alter original manufacturer’s specifications or function
  - **NOT RECOMMENDED**!

- **Recycling** – breaking down unusable devices into spare parts or disposing of in an environmentally appropriate manner

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What kinds of reuse programs exist?

- Some accept and refurbish durable medical equipment.
- Some accept and refurbish computers and other digital devices.
- Some are dedicated to sharing AT in school settings.
- Some receive donated medical supplies for redistribution.

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Expanding Reuse through Specific Events
State Summits held in 17 states
Expanding Reuse through Specific Events
ATIA Pre-Conference and Reuse Strand

- ATIA Chicago & Orlando 2006 - 2014
  - Pre-Conference on How to Start to Start or Improve an AT Reuse Program
  - 7 session strand on AT Reuse
  - Booth in exhibit hall
Learn about reuse.

- Indicators of Quality (online tool)
Use our easy online tool to assess your AT Reuse Program’s progress toward the promising practices of the Indicators of Quality for AT Reuse (IQ-ATR).

Click here to take the Online Program Assessment: www.passitoncenter.org/IQ-ATR

To view the Indicators of Quality document, click here: IQ-ATR
CIL and AT Reuse National Conference

Centers for Independent Living and Assistive Technology Reuse National Conference: Shaping a National Collaborative for Excellence in Assistive Technology Reutilization

Hosted by the Pass It On Center
CONFERENCE | December 12 - 13, 2012
OPTIONAL PRECONFERENCE tour of FODAC and virtual Tour of Paraquad CIL | Monday, December 11, 2012
Atlanta, GA at the Georgia Tech Hotel and Conference Center

This conference is designed to showcase innovative strategies that AT Reuse programs have found to work within and in collaboration with Centers for Independent Living (CILs). Discussion will center on identifying new skills and specific needs of reuse programs within CILs that need to be addressed. Information will be provided to expand and strengthen CIL Reuse programs, particularly as they relate quality services, emergency preparedness and program sustainability.

A developing agenda, conference and pre-conference registration, hotel accommodations, transportation services and other conference information can be found on the conference page.

Welcome

The Pass It On Center is creating national and state resources to foster the appropriate reuse of AT so that people with disabilities can get the affordable AT...
Find Reuse Locations

If your organization recycles AT devices and you would like it to be included in this directory, please register for an account and create a profile for your organization.

American Samoa
District of Columbia
Guam
Federated States of Micronesia
Marshall Islands
Northern Mariana Islands
Palau
Puerto Rico
Virgin Islands

Search by State or Territory:

Search by Zip Code:
(This list consists of all zip codes for participating organizations in this database)

Type of Reuse Program:

Type of Equipment:

- Reassignment
- Refurbish
- Classified/VVani Ads
- Vision
- Hearing
- Speech Communication
- Learning, Cognition, and Development
- Mobility, Seating, and Positioning
- Daily Living Aids
- Environmental Adaptations
- Vehicle Modification and Transportation
- Computers and Related Devices
- Recreation, Sports and Leisure
- Cell Phones
If your organization recycles AT devices and you would like it to be included in this directory, please register for an account and create a profile for your organization.

Find Reuse Locations

Click on the state or territory of your choice or scroll down to search by more topics.
In five years...

- As of June 2014, the number of states and programs listed had increased to 222. Of these:
  - 116 conduct reassignment activities
  - 87 conduct refurbishment activities
  - 48 conduct equipment exchange activities
  - 60 conduct reassignment & refurbishment
  - 18 conduct reassignment & exchange activities
  - 15 conduct refurbishment and exchange activities
  - 12 conduct reassignment, refurbishment & exchange activities

- 1 state and 3 territories have no AT reuse listing on the database of AT reuse programs.
The Pass It On Center (the Center) is actively addressing issues of national significance in AT device reutilization, providing technical assistance to entities engaged in or planning to engage in AT device reutilization, and coordinating and networking entities involved in AT device reutilization. This Knowledge Base is a product of the Center and contributing AT reuse programs throughout America.

New to the knowledge base

- A Closer Look at Fees and the Funding Mix
- Measuring Outcomes: Webinar Package for Dec 2011
- Expanding AT Reuse Through Partnerships
- Electronic Waste Laws and AT Reuse
- Higher Education Programs in Emergency Management

Modules
- Emergency Mgmt
- Finance/Accounting
- Human Resources
- Marketing/PR
- Organization
- Partner/Collaborator
- Program Operations
- Stakeholders
- Sustainability
- User Services

Audiences
- Administrator
- Consumer
- Implementer

Links
- Emergency Preparedness
- Finance
- Resources
- Marketing
- Operations
- Stakeholders
- User Services
AT CLEANING ROOM
Plan for Tiled Room

- Automated cleaning equipment
- Power equipment
- Manual cleaning, cleanup
- Washer/dryer for removable fabric covers and cleaning cloths
Personal Protective Equipment
Sanitizing Non Electrical Equipment

Sanitizing wheelchairs, canes, and other durable medical equipment that is non-electrical.

View comments, related videos, and more
<table>
<thead>
<tr>
<th>Date</th>
<th>Title</th>
<th>Time</th>
<th>Presenters</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 18, 2011</td>
<td>How to Develop a Continuity of Operations Plan</td>
<td>2:00pm to 3:30pm EST</td>
<td>Jim Cook - PIOC Consultant on Emergency Management and Trish Redmon - PIOC Consulting Educator</td>
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<tr>
<td>February 22, 2011</td>
<td>Going Green in Schools: an Effective AT Reuse Experience</td>
<td>2:00pm to 3:30pm EST</td>
<td>Liz Persaud - PIOC Training and Development Coordinator</td>
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<tr>
<td>March 29, 2011</td>
<td>Making the Business Case for AT Reuse</td>
<td>2:00pm to 3:30pm EST</td>
<td>Joy Kniskern - PIOC Principal Investigator</td>
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<td>April 19, 2011</td>
<td>Communicating With and About People with Disabilities</td>
<td>2:00pm to 3:30pm EST</td>
<td>Carolyn Phillips - PIOC Director, Liz Persaud - PIOC Training and Development Coordinator</td>
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<tr>
<td>May 31, 2011</td>
<td>Emergency Preparedness: Strategies and Resources</td>
<td>2:00pm to 3:30pm EST</td>
<td>Jim Cook - PIOC Consultant on Emergency Management and Carolyn - PIOC Director</td>
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<td>June 28, 2011</td>
<td>Lessons Learned from the 12 Demonstration Projects</td>
<td>2:00pm to 3:30pm EST</td>
<td>Joy - PIOC Principal Investigator, Trish - PIOC Consulting Educator</td>
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<td>July 26, 2011</td>
<td>How to Build a Statewide Reuse Network: Georgia</td>
<td>2:00pm to 3:30pm EST</td>
<td>Carolyn - PIOC Director, Liz Persaud - PIOC Training and Development Coordinator</td>
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<td>August 30, 2011</td>
<td>Expanding Reuse Through Public/Private Partnerships</td>
<td>2:00pm to 3:30pm EST</td>
<td>Liz Persaud - PIOC Training and Development Coordinator</td>
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<td>September 27, 2011</td>
<td>Creating Your Own Sources of Revenue</td>
<td>2:00pm to 3:30pm EST</td>
<td>Joy - PIOC Principal Investigator, Trish - PIOC Consulting Educator</td>
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</tbody>
</table>
Behind every Reused Assistive Technology device there is –

A Story to be Told,
A Dream being Realized,
A Goal being Met.
State AT Act Programs
Fiscal Year 2014
Reutilization Data
Types of Reuse Programs

- **Device Exchange**
  - Want-Ad Digest/e-Bay for AT

- **Device Reassignment/Refurbish**
  - Devices accepted (usually by donation) into an inventory; are repaired, sanitized, and/or refurbished as needed; and then offered for sale, loan, rental, or give away to consumers as recycled products.
  - Includes devices repaired for an individual (without the ownership of the device changing hands)

- **Open-Ended Loan**
  - Borrower of a device can keep the device as long as needed
### 2006 – 2014 Data Comparison

#### Device Reutilization Reported by AT Act Programs

**2006-2012**

<table>
<thead>
<tr>
<th>Year</th>
<th>Exchange</th>
<th>Reassign/Refurbish</th>
<th>Open-ended Loan</th>
<th>TOTAL</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Number</td>
<td>Value</td>
<td>Number</td>
<td>Value</td>
<td>Devices</td>
</tr>
<tr>
<td><strong>2006</strong>&lt;sup&gt;1&lt;/sup&gt;</td>
<td>678</td>
<td>4,482</td>
<td>442</td>
<td>5,602</td>
<td>5,014,921</td>
</tr>
<tr>
<td><strong>2008</strong>&lt;sup&gt;2&lt;/sup&gt;</td>
<td>1,312</td>
<td>3,365,398</td>
<td>22,738</td>
<td>6,019</td>
<td>2,414,725</td>
</tr>
<tr>
<td><strong>2009</strong></td>
<td>1,450</td>
<td>3,559,476</td>
<td>26,936</td>
<td>6,343</td>
<td>1,432,431</td>
</tr>
<tr>
<td><strong>2010</strong></td>
<td>1,331</td>
<td>2,826,996</td>
<td>28,389</td>
<td>6,124</td>
<td>1,795,618</td>
</tr>
<tr>
<td><strong>2011</strong></td>
<td>1,564</td>
<td>2,474,173</td>
<td>30,928</td>
<td>7,501</td>
<td>2,110,916</td>
</tr>
<tr>
<td><strong>2012</strong></td>
<td>2,100</td>
<td>3,315,152</td>
<td>28,740</td>
<td>19,483</td>
<td>5,198,708</td>
</tr>
</tbody>
</table>

**2008-2012 from CATADA<sup>3</sup>**

- **196,560**
- $94,738,991
2006 – 2014 Data Comparison

TOTAL RECIPIENTS

<table>
<thead>
<tr>
<th>Year</th>
<th>2006</th>
<th>2008</th>
<th>2010</th>
<th>2011</th>
<th>TOTAL</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>24,805</td>
<td>27,610</td>
<td>31,577</td>
<td>5,602</td>
<td>38,616</td>
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</table>

Legend:
- 2006
- 2008
- 2010
- 2011
Expanding ROI to include more than the value of reused equipment

**Calculation of Approximate Value of Investment in AT Reutilization**

**CAVIAR**

<table>
<thead>
<tr>
<th>Value of Reusable AT Devices</th>
<th>Value of Avoided Healthcare Costs</th>
<th>Environmental Impact Savings</th>
<th>Economic Value of Work</th>
</tr>
</thead>
</table>

KS: ROI  VA  KS, GA  VA

1. Sum values
2. Subtract program expenses
3. Divide result by program expenses
Improved ROI
Recalculating for Kansas

Original ROI
Using only the value of the equipment:
FY 2011 data resulted in a Return on Investment (ROI) of $3.49 for each dollar invested.

Adding avoided healthcare costs
For FY 2011, assuming that only one percent of Kansans who received DME delayed or avoided a move to assisted living (versus 8% in Virginia), the ROI went to $4.13 for every dollar invested, an increase of 18%.
Pass It On Center will prepare a paper on this extended model for ROI.

We would like to have some programs volunteer to participate in this expanded calculation. If you’re interested, please contact Joy Kniskern or Trish Redmon at Pass It On Center.

Many thanks to Sara Sack and Sonja Schaible for your leadership in making the business case for AT reuse.
AT Reuse Partnerships with Medicaid

Medicaid programs are showing increasing interest in the reuse of durable medical equipment (DME). Do you want a partnership with Medicaid?
Expanding Reuse Through Specific Events:
Examples of Reuse Programs

- AT Specific Program:
  - AAC
  - Perkins Braille
  - CCTVs
  - Smartphones/tablets
  - Hearing Aids
  - DME
  - Computers
Connecting the Dots In Your Community

- Sustainability Plan?
- Equipment Management Plan?
- Participant Matching & Training Plan?
- Marketing Plan? Participants? Donors?
- Staff/Volunteers Skilled Techs?
- Strategic Partnership Plan?
- Policies? Liability?

Your AT Reuse Network
Questions?
Contact us:
carolyn@passitoncenter.org
Joy@passitoncenter.org
liz@passitoncenter.org

DISCLAIMER
This work is supported under five-year cooperative agreement #H235V060016 awarded by the U.S. Department of Education, Office of Special Education and Rehabilitative Services, and is administered by the Pass It On Center of the Georgia Department of Labor – Tools for Life. However, the contents of this publication do not necessarily represent the policy or opinions of the U.S. Department of Education, or the Georgia Department of Labor, and the reader should not assume endorsement of this document by the Federal government or the Georgia Department of Labor.

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