

CADA Provincial Funding Summary								
Question:	British Columbia	Alberta	Saskatchewan	Manitoba	Ontario	Quebec	New Brunswick	Nova Scotia
1. What are the 3 major funding programs	<ul style="list-style-type: none"> ICBC and Ministry of Child and Family Service: At Home Program for children Equipment and Assistive Technology Initiative(EATI) Red Cross or Private Insurance 	<ul style="list-style-type: none"> Alberta Aids to Daily Living (AADL) WCB Private Insurance 	<p>SAIL (Sask Aids to Independent Living)</p> <p>Special Needs Equipment program for mobility</p>	<p>WRHA (Winnipeg Regional Health Authority SMD: (Society for Manitobans with Disabilities) EIA (Employment Insurance) Easter Seals</p>	Assistive Devices Program	<ul style="list-style-type: none"> RAMQ Regional Health Authority CSST (WCB) 	<ul style="list-style-type: none"> Social Development NB WorkSafe NB Private Insurance 	<ul style="list-style-type: none"> Red Cross- Long Term Care Facilities Easter Seals - Wheelchair Recycle Program Community Services Blue Cross
2. Does the dominant program work through the dealer network?	Yes: Red Cross is also heavily involved	Yes.	Primarily 2 dealers for the province	WRHA does bulk purchasing for clients in nursing homes -For Community; Hybrid: dealers deliver product or drop ship to SMD -	yes	No	Yes.	Red Cross is dominant, works through dealers, however, takes advantages of dealer resources to support its program. We are lobbying to treat dealers fairly.
3. How does the dominant funding system work.	<ul style="list-style-type: none"> Limited resources least expensive device OT or medical practitioner must be involved requests are pre-approved item must be medically essential to maintain basic mobility Scooters cannot exceed \$3,500 and must be able to serve the client for 5 years MCFS must be payer of last resort Health Authorities, ICBC, Worksafe BC, VAC 1st choice 	<ul style="list-style-type: none"> OT/PT assesses needs with a dealer present Once prescription is complete, it is submitted to AADL AADL searches data base for recycled product. Once product is sourced, it is sent to prescribing dealer for refurbishing and delivery. If no recyclable product is found, Co-pay up to \$500 total for all categories a year AADL 	<p>Selected mobility, environmental, respiratory and other specialized rehabilitation equipment may be requisitioned by designated requisitioning authorities for eligible beneficiaries on a free loan basis for as long as the equipment is required. Such equipment must be returned to SAIL or the SAIL designated supplier</p>	<p>Therapist assesses for need</p> <p>Process is dependent on whether client is in a long term car or in the community</p> <p>Applications are reviewed by a central therapist</p> <p>Process takes about 6 to 8 months</p>	<ul style="list-style-type: none"> Therapists assesses the client and determines the appropriate device for the client. Then the therapist will complete an ADP application form collecting the required data on the client. Have it signed and then submits to ADP for approval. Once the application is approved monies are released for payment. This process could take three to six months. Client pays 25% of the funded amount 	<ul style="list-style-type: none"> Every 3 years manufacturers are asked to present new products There is a tender process If you win some categories manufacturers provide products to rehab centers. A patient could be getting a recycled or a new chair depending on their needs. Rehab centers have their own technical service department and they also refurbish the chairs. They also employ a team of OT/PTS Last tender process has been cancelled twice over the last year. New process not going well. 	<ul style="list-style-type: none"> OT/PT assess Checks for coverage for identified equipment needs If covered (and over \$200) forward request to Easter Seals NB (equipment loan bank). Under \$200 quote sent directly to Social Dev. (form to be completed) If n/a at Easter Seals trial arranged with dealer of therapist's choice Quote from dealer forwarded to Social dev. along with order form and diagrams as necessary Await approval (can be several weeks to a few months in the case of wheelchairs). OT/PT & dealer notified of decision. arrange for setup of equipment. 	<ul style="list-style-type: none"> OT assess client in LTC for mobility, seating and positioning and other special needs OT will often call in dealer Rehab Equip. Specialist to trial and assess equipment needs OT sends in prescription to Red Cross, must submit 2 quotes, OT specifies what dealer did the assessment. Red cross sees if it can recycle equipment for warehouse \$multi million inventory. if it can, the dealer gets nothing; if it cannot Red Cross chooses lowest price regardless of who did the assessment.
4. Which major product groups is covered?	<ul style="list-style-type: none"> Mobility Scooters Some lift devices 		Manual and power: Limited choice of supplier	Manual Wheelchairs Power Wheelchairs Some tilt and recline	<ul style="list-style-type: none"> Manual Wheelchairs Power Wheelchairs Powered Tilt and Recline Seating and Positioning Rollators 	<ul style="list-style-type: none"> Wheelchairs & scooters Seating & Positioning Earing aids softgoods 	<ul style="list-style-type: none"> Wheelchairs / power chairs / scooters and seating components, Beds and surfaces may be a benefit now - was being considered Transfer aids (non-permanent) Bathroom aids 	Rehab Manual and Power wheelchairs, seating and position
5. Are free loaner products provided while waiting for approval?	Not usually	Dealers have product for assessment. Loaners are sometimes provided	No	No loaners provided	yes	no	Dealers in the area generally allow 2 week trials, sometimes longer in rural areas due to infrequency of visits or in more involved seating cases.	No. They try to get the dealers to provide loaner equipment
6. How many Wheelchairs, Seating, etc. items are you expected to trial prior to obtaining a commitment to buy	Minimal number: not like Ontario	Therapist uses discretion. No mandate on number to trial.	One	One product for assessment only	Therapist uses discretion. No mandate on number to trial.	none	Therapist uses discretion. No mandate on number to trial.	Depends on the OT and experience level of Rehab Equipment Specialist. Typically, one maybe two.

**CADA Provincial
Funding Summary**

Question:	British Columbia	Alberta	Saskatchewan	Manitoba	Ontario	Quebec	New Brunswick	Nova Scotia
7. What is the approximate discount from list that most equipment (manual wheelchair) sells for?	<ul style="list-style-type: none"> • 25% 	<ul style="list-style-type: none"> • about 10% on new • Recycled has specific costs related to refurbishing 	30%	Approximately 30% discount No set up or service provided by dealer. SMD has about 27 staff and a fleet of vans for service.	<ul style="list-style-type: none"> • Manual chairs: retail less 40% • Power chairs: retail less 30% 	<ul style="list-style-type: none"> • Manual chairs: retail less 40% less approx 20% • Power chairs: retail less 30% less 20% 	• Exact figure unknown, have heard of 10%, would have to check dealers	• we are market competitive and do well to earn between 25 to 30 GM depending on equipment
8. Do specific products need to be listed or approved to be funded under the program?	Not usually	Yes. There are a smaller number of items listed than ADP. There is an unwritten cap on the number of items from each supplier.	Yes	Yes: Supposed tender program.	yes	yes	Yes. There are also special authorization items which require a great deal of justification (i.e. power tilt / recline, specialty controls, accessories for wheelchairs, 2nd cushions)	Not yet
9. Other relevant information					<ul style="list-style-type: none"> • Powered Mobility requiring tilt and positioning are done exclusively through CEP (Central Equipment Pool) 	French is the language of communications with the RAMQ		