



Adaptive Equipment: How Do I Get My Client What They Need?

Missy Bryan, OTD, OTR/L, ATP, CPST

Objectives

- Identify members of the adaptive equipment team

- Outline the process of assessing, providing, and following up regarding adaptive equipment

- Identify resources in your geographical area for adaptive equipment provision

Disclosure

- The products, manufacturers, and suppliers shown in these slides or discussed in this presentation are not intended to be inclusive of all available products, manufacturers, or suppliers, and their inclusion in this presentation does not represent an endorsement.
- The presenter has no financial conflict of interest related to any products, manufacturers, or suppliers featured in this presentation.

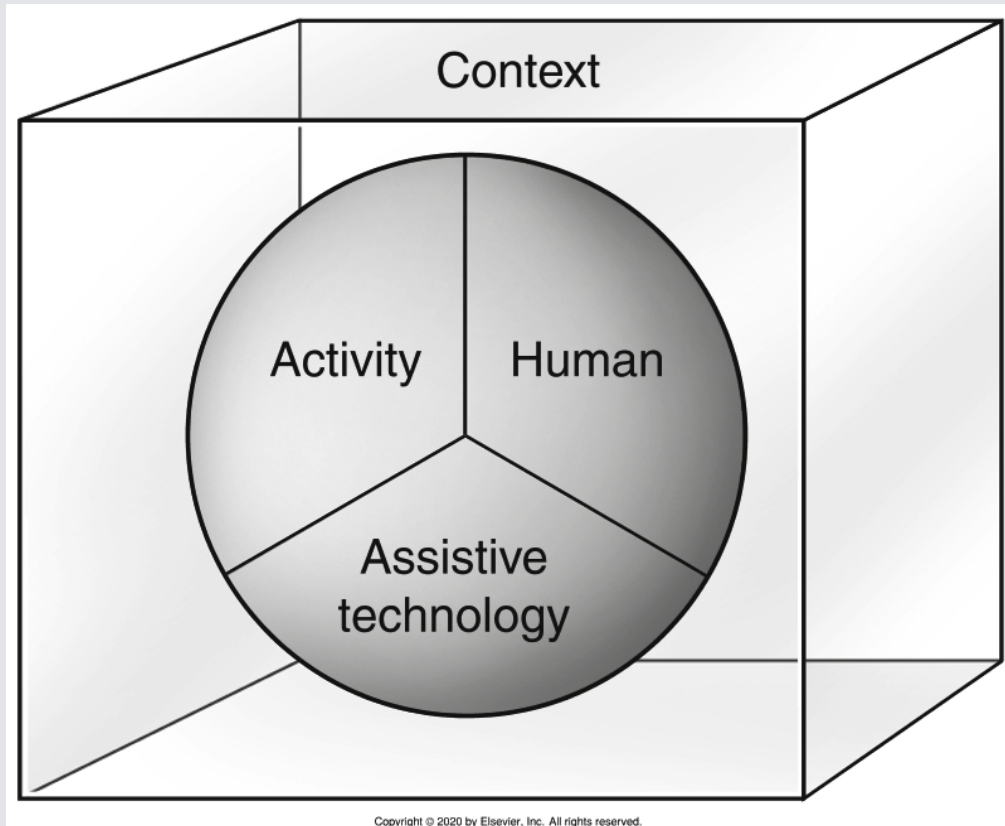
My Experience

- Pediatric therapist – 22 years
- Home health, private and hospital-based outpatient
- Seating and mobility, specialized transportation, splinting
- Not an expert on any single payer/system




The background features a light gray gradient with several overlapping, rounded rectangular shapes. These shapes are defined by multiple concentric lines in various shades of gray, creating a layered, organic effect. The shapes are positioned in the upper and left portions of the frame, leaving the lower right area more open for the text.

Who are you?




HAAT Model

(Cook, Polgar, & Encarnaç o, 2020)

A top-down view of several people's hands stacked in a circle, symbolizing teamwork and unity. The hands are of various skin tones, including light, medium, and dark. The background is a blurred, light-colored wall. A semi-transparent dark circle is overlaid on the center of the hands, containing the text.

**Who is part of
the team?**

The background features a light gray gradient with several overlapping, semi-transparent white circles of varying sizes. The circles are arranged in a way that they appear to be floating or overlapping each other, creating a sense of depth and movement. The text is centered in the lower half of the image.

Our favorite OT answer...
IT DEPENDS!

**The team
makeup
depends on:**

Setting

Type of equipment

Payer

Knowledge and skills of
providers

Resources available

The team
always
includes:

- Client
- Caregivers
- Therapists (OT, PT, SLP)

And sometimes
includes:

•Physician

•Orthotist

•Prosthetist

•Durable Medical
Equipment (DME)
Supplier

•Complex Rehab
Technology
Supplier

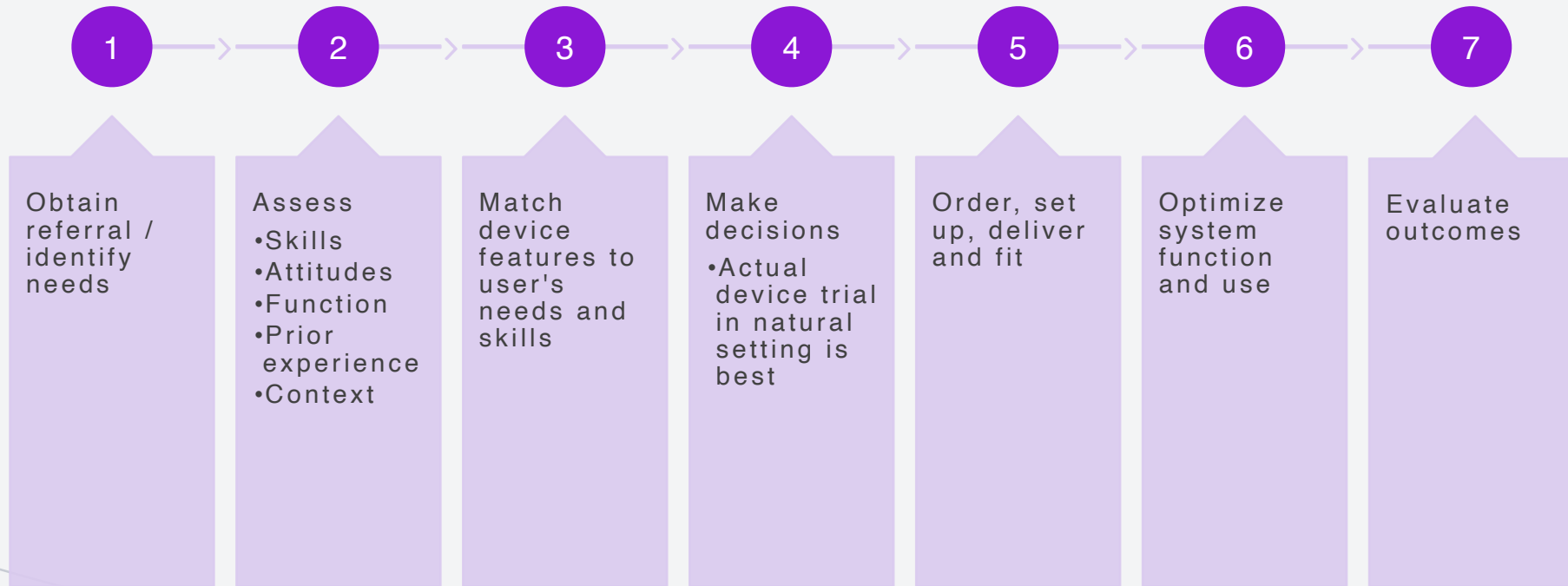
•3rd Party Payer

•Teacher

•Other
professionals
dependent on
setting

How do I find my team members?

- Ask other therapists
- Online search
- National companies ([National Seating and Mobility](#), [Numotion](#))
- Local DME or CRT suppliers
- State Assistive Technology (AT) Program
- Other local resources (specialty clinics, [United Cerebral Palsy](#), [Muscular Dystrophy Association](#), etc.)
- Be sure that the organization provides the services your client needs (custom wheelchairs, custom molded seating, etc.)



How does it happen?

(Cook, Polgar, & Encarnação, 2020)

Roles

Therapist

- Assess client
- Identify challenges in occupational performance
- Identify necessary characteristics of assistive technology (AT)
- Guide trial of AT
- **Document** assessment results and recommendations for AT
- Participate in fitting and delivery
- Provide training and follow up

Supplier

- Gather necessary client information
- Educate on AT that have the necessary features
- Obtain AT for trial
- Facilitate funding
- Order and set up AT
- Provide training
- Provide follow up and maintenance long term

How do I help obtain funding?

- Be clear and concise
- Provide a brief summary of client and their needs, including context
- Create detailed list of recommendations – list each feature or component on its own line
- Provide justification of need for each feature or component, linking it specifically to your client
 - How does this item or feature improve the client's function?

Knowledge of the payer resources and coverage is a shared responsibility of client, supplier, and therapist



What if it gets denied?

- Obtain copy of denial
- Discuss client's desire to appeal
- Gather any additional information needed
- Write appeal specifically targeted to reason for denial
 - Be concise – no need for fluff
 - Provide evidence when possible (photos, references)
 - [CTF Denial Road Map coming soon](#)



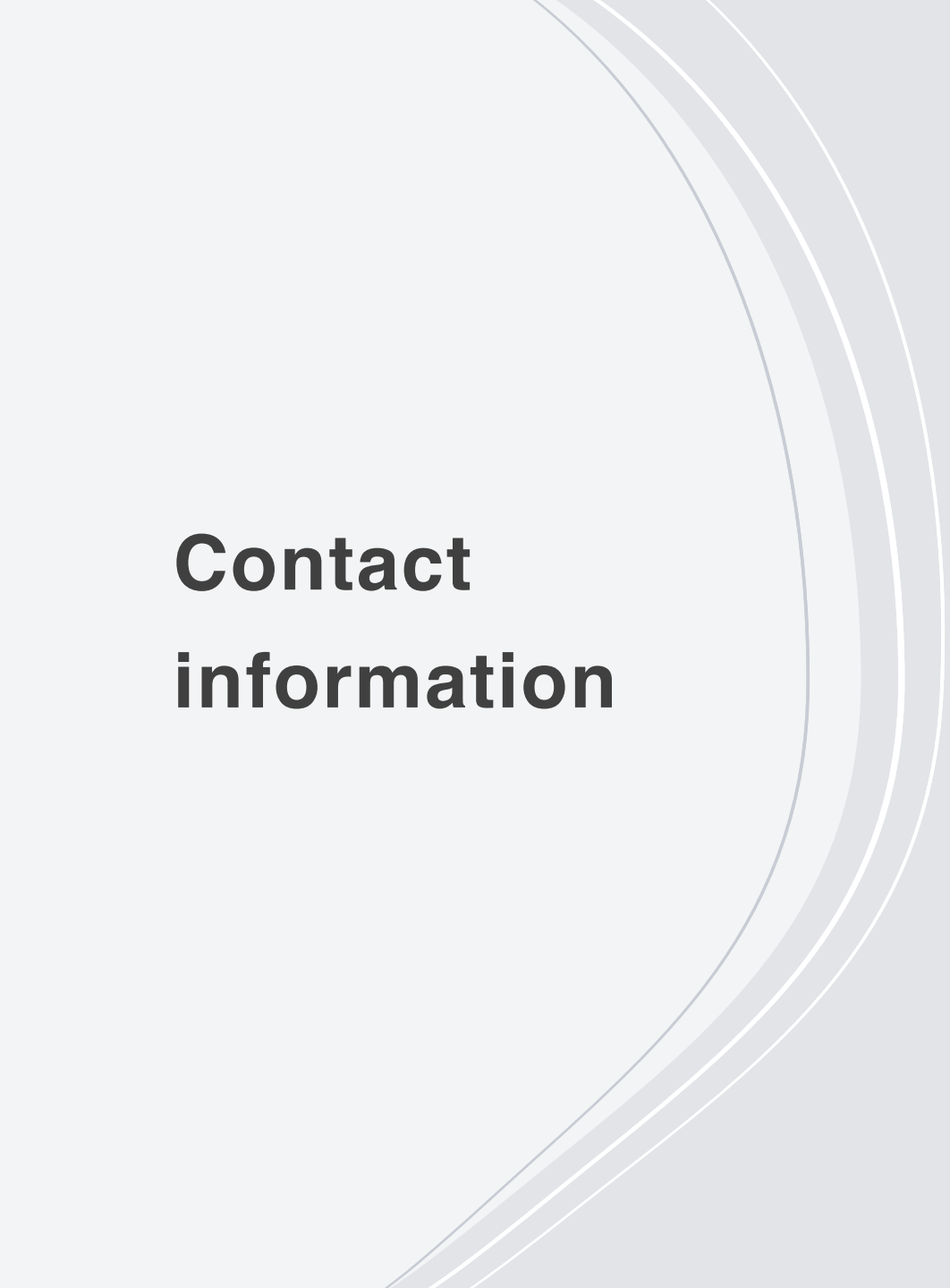
Where can I learn more?

[RESNA](#)

[NRRTS](#)

[Clinician Task Force \(CTF\)](#)

[International Seating Symposium](#)



Contact information

Missy Bryan, OTD, OTR/L, ATP, CPST

Missy.bryan@belmont.edu

References

- Cook, A., Polgar, J. & Encarnação, P. (2020). *Assistive Technologies: Principles and Practice* (5th ed.). St. Louis: Elsevier.