



Pass It On
C E N T E R

... the National AT Reuse Center

SW Disability Conference

October 2013

New Mexico

Carolyn Phillips
Pass It On Center
&

Maria T. Kelley
University of Washington
WATAP

www.passitoncenter.org



“Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it is the only thing that ever has.”

-- Margaret Mead



Where We Are, What We Have Accomplished: Your National Pass It On Center (PIOC)

- This session will be the groundwork for discussions on assistive technology and the unique potential AT reuse offers to support individuals with disabilities. The session will include an overview of national AT reuse and will examine the scope of reuse programs; data and outcome measures; growth and progress; trends; models; and emergency management. Successful strategies and lessons learned will also be reviewed. The PIOC knowledge base will also be shared regarding liability and sanitization issues.



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 to Grow AT Reuse Collaborations**
- **National AT Reuse & CIL – was Atlanta in December 2012**
- **Webinars....and More!**

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).

Was born of ‘the perfect storm’

- **Reauthorization of the Assistive Technology Act**
- **New Freedom Initiative**
- **Interest from OSERS’ leadership**
- **Hurricane Katrina**





- 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 they need in order to live, learn, work and play more independently.



- We are developing an emergency response system based on an existing network of Assistive Technology (AT) Centers across the United States.

The Pass It On Center is Actively

- Providing Technical Assistance about AT Reuse
- Identifying and Educating about Successful Practices & Indicators of Quality for AT Reuse (IQ-ATR)
- Establishing and Coordinating a National Collaborative
 - Including a coordinated plan to respond to natural disasters



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.



- **Appropriate reuse:**
 - Is safe for consumers and reusers
 - Results in positive outcomes for consumers
 - Is environmentally friendly



- **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 on-line auctions)

Program web sites and E-Bay, Craig's List, Newspaper ads, et al.

- ***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



- ***Reassignment:***

Making donated devices available to new users

- ***Refurbishment:***

Repairing/restoring donated devices to working order



- ***Remanufacturing*** – 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



- 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.

Highlights of Year 5 in Review

Expanding Reuse through Specific Events

- **State Summits**
- **ATIA Pre-Conference and Reuse Strand**
- **Agrability National Conference**
- **National Hurricane Conference**
- **FEMA Region IV & III Conference**

Expanding Reuse through Specific Events

State Summits held in several states:
California, Arizona, and North Dakota





Expanding Reuse through Specific Events North Dakota AT Reuse Summit

- Diverse statewide planning group for web network and distribution program across the state
- Started small & Grew!
- Solid representation of agencies & organizations
- “Hero” site visit
- Developed a Plan



Expanding Reuse through Specific Events California Reuse Summit



- Diverse & comprehensive statewide planning group for exploring developing a New DME reuse program.
- Good mix of agencies & organizations - ILCs
- Explored various Reuse Models
- Developed the outline for a RFP & a Policy Group





Expanding Reuse through Specific Events

Arizona Reuse Summit



- Identifying the potential partners and laying a foundation to develop an AT Reuse network
- Small, but solid group
- “Loan Closets”
- In-depth Discussion of Policies & Procedures
- Network Growing!

Expanding Reuse through Specific Events ATIA Pre-Conference and Reuse Strand

- **ATIA Chicago & Orlando 2006 - 2013**
 - Pre-Conference on How to Start to Start or Improve an AT Reuse Program
 - 7 session strand on AT Reuse
 - Booth in exhibit hall



Expanding Reuse through Specific Events

AgrAbility National Conference

- Conducted a Workshop & Exhibited
- Introduced the definitions of Reuse, Discussed IQ-ATR, Policies & Procedures and the national network
- Made strong connections
- Excited about future collaboration





Learn about reuse.



- Indicators of Quality (online tool)
- Knowledge Base
- Free webinars
- Reuse Locations Database
- Find AT
- NEED AT

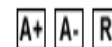


Pass It On CENTER

... the National AT Reuse Center

[Change Text Size](#)

July 30, 2012



Logi

[Home](#)

[National Task Force](#)

[Knowledge Base](#)

[IQ-ATR](#)

[Webinars](#)

[Reuse Locations](#)

[Emergency Management](#)

[Find AT](#)

[Web](#) [Site](#)

Connect with Us



EM Reuse
Blog Blog

Upcoming Events

Visit the [Events](#) page to see where the PIOC has been and where we're headed.

[FEMA Reg VI](#) - May 1-2, 2012

Find Reuse Locations



[Home](#)

EPrep Brochure

New resource about emergency preparedness for people who use AT!

Want to make sure people with disabilities and emergency managers are considering assistive technology in their emergency planning? A new customizable brochure prepared by the Institute on Disabilities at Temple University, in collaboration with the Pass It On Center, is now available at no charge. Visit the [Emergency Management](#) for more info.



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 they need in order to live, learn, work and play more independently.

Our Mission

The Pass It On Center, the National Assistive Technology Device Reutilization Coordination and Technical Assistance Center, will foster improvements in AT reuse practices and network among AT Reuse programs by:

- Creating a national network to help current and emerging reuse programs share information to improve their services.
- Providing technical assistance and support to current and emerging programs by conducting site visits, teleconferences and monthly [webinars](#).
- Forging relationships and working with AT vendors and manufacturers to identify areas of mutual concern and

Webinar



Getting Ready: The Role of AT Reuse and Providers in Emergency Preparedness

Tuesday July 31, 2012

2:00pm to 3:30pm EST

[Click here for more information](#)

Credits Available!

Important Product Recall Info

Essential Medical Supply Essential Rollator - W1700

Click here for more information

<http://www.essentialmedicalsupply.com/products/recalls/essential-rollator-w1700>

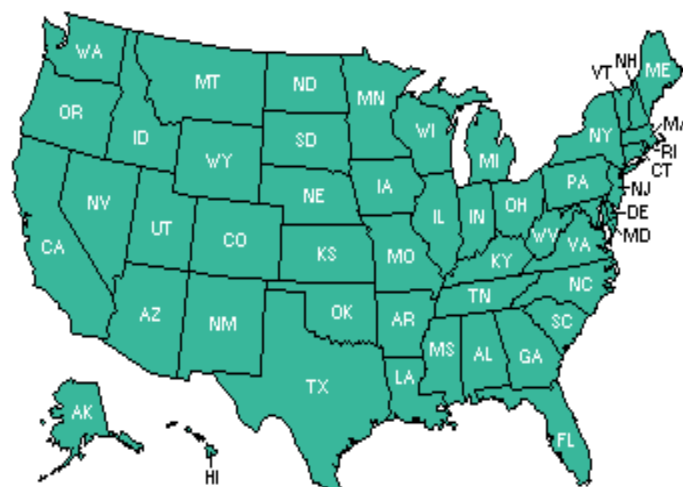
Spotlight On



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.



[American Samoa](#)
[District of Columbia](#)
[Guam](#)
[Federated States of Micronesia](#)
[Marshall Islands](#)
[Northern Mariana Islands](#)
[Palau](#)
[Puerto Rico](#)
[Virgin Islands](#)

- Promoting public awareness of the economic and environmental benefits of AT reuse.



Click on your state link or on the map to view locations of programs. Learn more about what your state is doing to reutilize technology with people with disabilities.

[Click here to find assistive technology in your area](#)

IQ-ATR



with promising practices for AT Reuse

- ☐ Meets none
- ☐ Meets some
- ☒ Meets all

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](#)





Site Search

[Glossary](#)

[Pass It On Center](#)
[PIOC Knowledge Base](#)

Modules

- [Emergency Mgmt](#)
- [Finance/Accounting](#)
- [Human Resources](#)
- [Marketing/PR](#)
- [Organization](#)
- [Partner/Collaborator](#)
- [Program Operations](#)
- [Stakeholders](#)
- [Sustainability](#)
- [User Services](#)

Audiences

- [Administrator](#)
- [Consumer](#)
- [Implementer](#)

Links

Home

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](#)



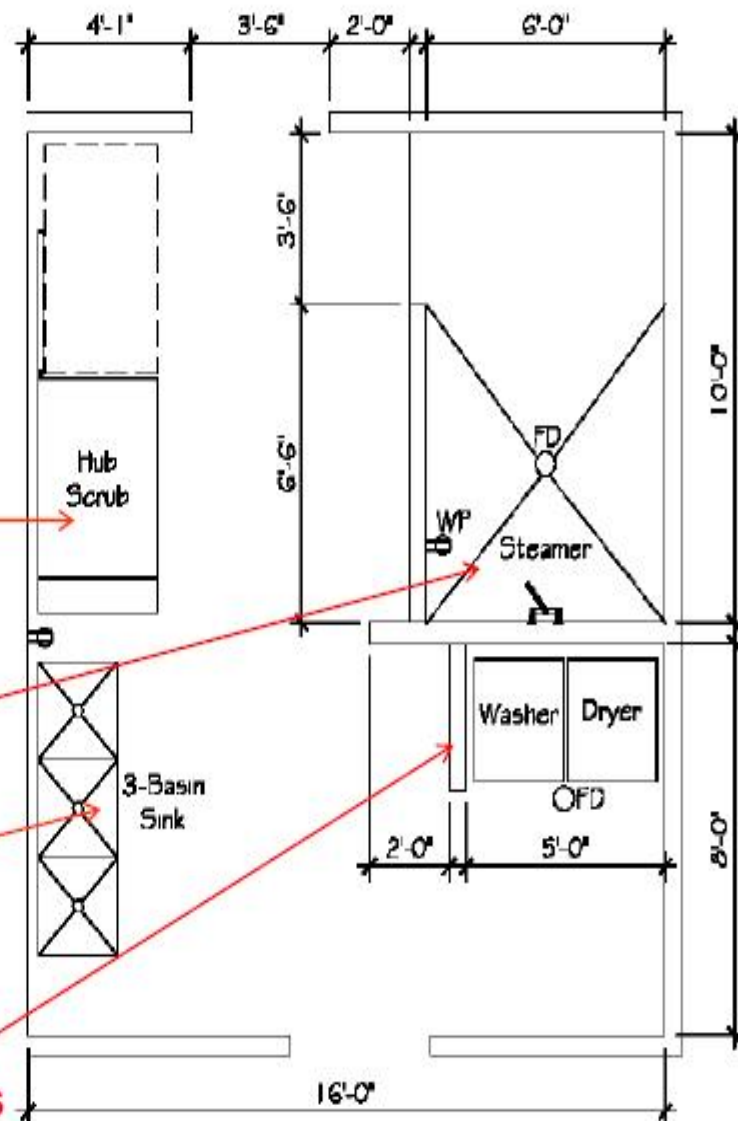
AT CLEANING ROOM Plan for Tiled Room

Automated
cleaning
equipment

Power equipment

Manual cleaning,
cleanup

Washer/dryer for
removable fabric covers
and cleaning cloths



Personal Protective Equipment



Webinar archives are below.

January 18, 2011

How to Develop a Continuity of Operations Plan

2:00pm to 3:30pm EST

Presenters: Jim Cook - PIOC Consultant on Emergency Management and Trish Redmon - PIOC Consulting Editor/Educator

February 22, 2011

Going Green in Schools: an Effective AT Reuse Experience

2:00pm to 3:30pm EST

Presenters: Liz Persaud - PIOC Training and Development Coordinator

March 29, 2011

Making the Business Case for AT Reuse

2:00pm to 3:30pm EST

Presenters: Joy Kniskern - PIOC Principal Investigator

April 19, 2011

Communicating With and About People with Disabilities

2:00pm to 3:30pm EST

Presenters: Carolyn Phillips - PIOC Director, Liz Persaud - PIOC Training and Development Coordinator

May 31, 2011

Emergency Preparedness: Strategies and Resources

2:00pm to 3:30pm EST

Presenters: Jim Cook - PIOC Consultant on Emergency Management and Carolyn - PIOC Director

June 28, 2011

Lessons Learned from the 12 Demonstration Projects

2:00pm to 3:30pm EST

Presenters: Joy - PIOC Principal Investigator, Trish - PIOC Consulting Editor/Educator

July 26, 2011

How to Build a Statewide Reuse Network: Georgia

2:00pm to 3:30pm EST

Presenters: Carolyn - PIOC Director, Liz Persaud - PIOC Training and Development Coordinator

August 30, 2011

Expanding Reuse Through Public/Private Partnerships

2:00pm to 3:30pm EST

Presenters: Liz Persaud - PIOC Training and Development Coordinator

September 27, 2011

Creating Your Own Sources of Revenue

2:00pm to 3:30pm EST

Presenters: Joy - PIOC Principal Investigator, Trish - PIOC Consulting Editor/Educator

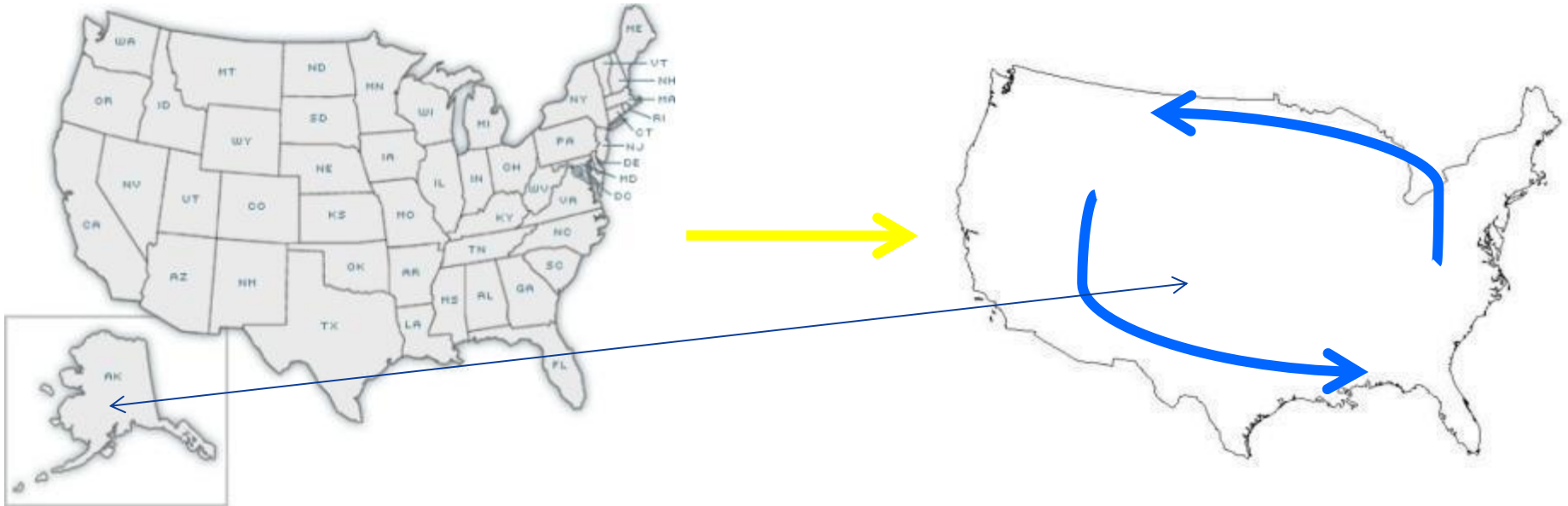
*Check out Our
Webinars!*





Pass It On
CENTER

... the National AT Reuse Center



The Vision is to Erase State Lines



Pass It On Center

PassItOnCenter's Channel

Subscribe

All

Uploads

Favorites



Info Favorite Share Playlists Flag

Sanitizing Non Electrical Equipment

From: PassItOnCenter | Apr 8, 2010 | 218 views

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



Like



View comments, related videos, and more

Search

Date Added ▾ Most Viewed Top Rated



Paraquad Tour

0 views - 1 day ago

10:08



Intro to FODAC

2 views - 1 month ago

3:19



Intro to DC SHARES

1 views - 1 month ago

1:43



Intro to FREE

3 views - 1 month ago

1:22



Project MEND Tour

7 views - 3 months ago

4:40



FODAC Success Story

03

18 views - 6 months ago

1:03



FODAC Success Story

02



Wall

Hidden Posts

Info

Photos

Discussions

Edit

About

Edit

The Pass It On Center is creating national and state resources to foster th...

More

230

people like this

Likes

See All



Canine Assistants



Friends of Disabled Adults and Children



Assistive Technology Industry



DynaVox Speech and Communication



CATEA

Unsubscribe from SMS updates

Remove from My Page's Favorites

Unlike

Pass It On Center - National AT Reuse and Technical Assistance Center

Product/Service [Edit Info](#)[Edit Page](#)

Wall

Pass It On Center - Natio... · Most Recent

Share: [Status](#) [Question](#) [Photo](#) [Link](#) [Video](#)

Write something...



Pass It On Center - National AT Reuse and Technical Assistance Center

The March/April 2011 In the AT Reuse Loop newsletter is now available at www.passitoncenter.org. Find out what we've been up to!

[Pass It On Center > Home](#)www.passitoncenter.org

Pass It On Center

11 minutes ago · Like · Comment · Share



Pass It On Center - National AT Reuse and Technical Assistance Center

is preparing for our annual National Task Force meeting next week.

8 hours ago · Like · Comment



Pass It On Center - National AT Reuse and Technical Assistance Center

We will be co-presenting with Chris Brand, Director of Friends of Disabled Adults and Children, at the National Hurricane Conference in Atlanta on Monday April 18th. Our session will focus on AT/DME, Reuse and its role in Emergency Management. Check out www.hurricanemeeting.com for more info.

National Hurricane Conference

www.hurricanemeeting.com

The primary goal of the National Hurricane Conference is to improve hurricane preparedness, response, recovery and mitigation in order to save lives and property in the United States and the tropical islands of the Caribbean and Pacific. In addition, the conference serves as a national forum for fed

243 Impressions · 0% Feedback

April 14 at 5:11pm · Like · Comment · Share

Admins (4) [?]

[See All](#)

[Use Facebook as Pass It On Center - National AT Reuse and Technical Assistance Center](#)

[View Notifications](#)[Promote with an Ad](#)[View Insights](#)[Suggest to Friends](#)

You and Pass It On Center - National AT Reuse and Technical Assistance Center



89 friends like this.

[CATEA, Assistive Technology Industry Assoc..., Friends of Disabled Adults and Chil...](#)

Quick Tips

Get more people to like your Page with Facebook Ads today!

[Get More Connections](#)

Sample Ad: Pass It On Center - ...



The text of your ad will go here.

Like · Liz Persaud likes this.

Sponsored

[Create an Ad](#)

Bucket List

groupon.com[Chat \(0\)](#)



In five years...

- As of March 9, 2013, the number of states and programs listed had increased to 218. Of these:
 - 116 conduct reassignment activities
 - 87 conduct refurbishment activities
 - 44 conduct equipment exchange activities
 - 60 conduct reassignment & refurbishment
 - 18 conduct reassignment & exchange activities
 - 15 conduct refurbishment and exchange activities
 - 12 conduct reassignment, refurbishment & exchange
- 1 state and 3 territories have no AT reuse listing on the database of AT reuse programs.



**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 2012 Reutilization Data

National Information Sytem for Assistive Technology





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

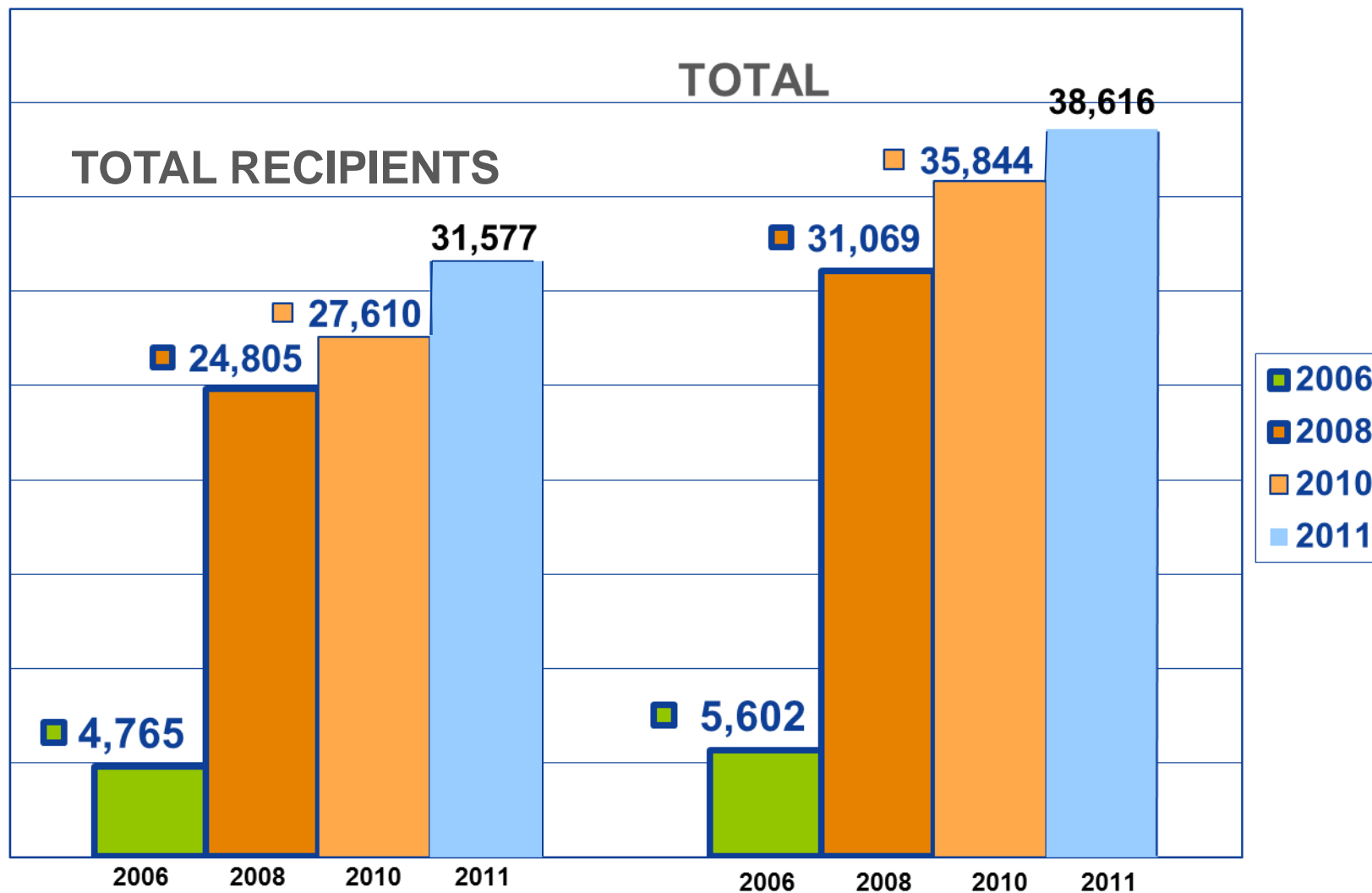


Reutilization FY2012 Data—All 56 Reporting

- **Device Exchange Data**
 - 36 State AT Program Reported in FY 2010
 - 38 State AT Programs Reported in FY 2011
- **Refurbish/Reassignment Data**
 - 44 State AT Programs Reported in FY 2010
 - 45 in 2011
- **Open-Ended Loan Data**
 - 33 State AT Programs Reported
 - 32 in FY 2011
- **Multiple Programs Reported by Most States**
 - 20 AT Programs reported all 3 -- Exchange, Refurbish & Open-Ended Loan -- 19 AT reported 2 of 3
 - 4 reported Exchange only, 11 reported Refurbish/Reassign only, and 2 reported Open-Ended Loan only



2006 – 2011 Data Comparison

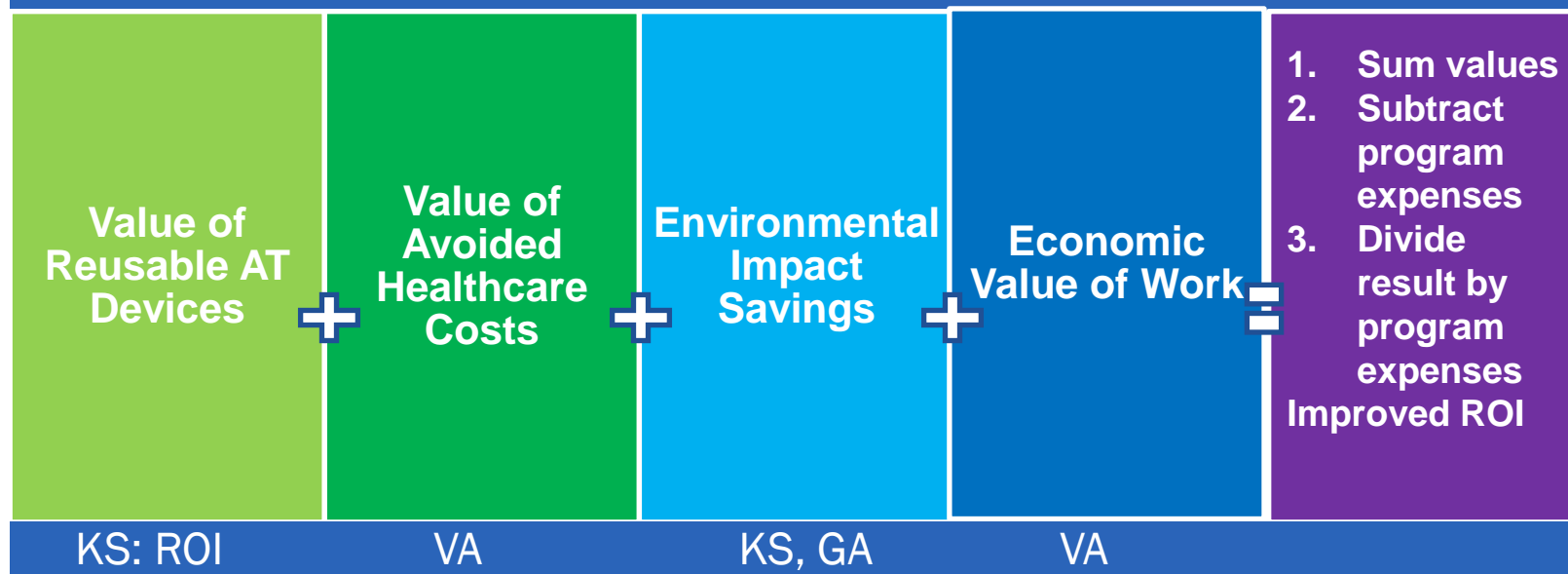




Expanding ROI to include more than the value of reused equipment

Calculation of Approximate Value of Investment in AT Reutilization

CAVIAR





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%.



Using CAVIAR to calculate ROI

- 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.**



Expanding Reuse Through Specific Events:

- 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?



Checking inventory at the Kansas Equipment Exchange

Sara Sack



Financial Support (1 of 2)

- In 2008 Statewide AT Act Programs from 10 states and 2 territories secured \$629,227 from collaborative partners
- In 2009 Statewide AT Act Programs from 12 states and 1 territory secured \$772,679 from collaborative partners
- In 2010 Statewide AT Act Programs from 15 states and 1 territory secured \$970,706 in support from collaborative partners



Financial Support (2 of 2)

- In 2011 Statewide AT Act Programs from 12 states and 1 territory secured \$3,461,963 in support from collaborative partners—Includes new \$2,400,000 from IL



Financial Support

- Funding received was from a variety of sources—State appropriations, Health & Human Services, CMS (Real Choice and Medicaid), public/state agency, and private entities



Leveraged Funds

Year	# of Programs	Amount	% Gain or Loss
2008	12	\$629,227	
2009	13	\$772,679	+22.80
2010	16	\$970,706	+25.63
2011	13	\$3,461,963	+356



Pass It On
CENTER

... the National AT Reuse Center



If we Nurture our Dreams,
they will take
Root in our Souls
& Bear Fruit in our Lives



Over 9,300 PCs “ReBooted”



Examples of Reuse Programs

- AT Specific Program:
 - AAC
 - Perkins Brialle
 - CCTVs
 - GPS
 - Smartphones/PDAs
 - Hearing Aids
 - DME



- A statewide coalition enriching lives through effective reuse of assistive devices across Washington.
- Includes organizations and individuals providing insight, leadership, and action to reuse a comprehensive array of devices for everyday life.



- WATAP is the administrator of an online, consumer-driven AT exchange site.
<https://greenat.watap.org/>
- Sell, trade or exchange assistive technology that you no longer use.
- Buy reutilized products at a lower cost than new.



Reutilized AT



- Reusing AT includes repairs, redistribution, and open-ended loans of equipment needed for school, work, and in the community.
- Our reuse partners provide affordable, quality options for obtaining needed durable home medical equipment, hearing aids, and CCTVs that support independence.





Reutilized AT



- A man with limited mobility was unable to read independently because he couldn't flip the pages in a book.
- He had no funding options to buy a page turner priced around \$3,000.
- He found a used page turner on the Exchange that was being sold for \$250.





Reutilized AT



- A man with a 3 year daughter awaiting heart surgery needed a piece of equipment to transport his daughter who couldn't walk to and from appointments.
- Bridge Disability Ministries was able to give him an adjustable pediatric stroller that would grow with his daughter for years.
- A like-new piece of equipment worth \$2,500 at no cost to this family.





Reutilized AT



- A woman who is extremely hard of hearing looking to get her GED after trying for 20 years, had no insurance to purchase hearing aids.
- She was able to obtain reused hearing aids from the Hearing Speech and Deafness Center worth over \$6,000 for a cost of \$150.
- She is now able to hear lectures and communicate with her tutor. She has passed her first two classes!





Examples of Reuse Programs

- Virginia:
 - networking of programs involving community-based organizations, IL centers, advocacy groups, etc.



Examples of Reuse Programs

- Missouri, Texas & Utah:
 - DME Focus – hands-on
 - community-based organizations, IL centers, advocacy groups, etc.



Examples of Reuse Programs

- Georgia: intra and interstate infrastructure expansion to increase reutilization of computers and DME.

Connecting the Dots In New Mexico





Questions?





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.

Contact us:

carolyn@passitoncenter.org

Joy@passitoncenter.org

liz@passitoncenter.org

trish@passitoncenter.org

sara@passitonecenter.org

amy@passitoncenter.org

lindsey@passitoncenter.org

<http://www.passitoncenter.org>