



ACCESSING DEVICES TO TRIAL AND FUNDING PURCHASES

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I'M READY!

You've assessed the child's/family's needs

***SETT format**

Collaborated with other team members as you consider features that you need in a device

- Fine motor concerns
- Vision concerns
- Gross motor/Access concerns

Considered both no, low, and hi-tech options

Chosen devices that the team would like to trial

You're ready to find a trial device!!!



WHERE DO I GO?

Local lending libraries

- Early intervention library through CAIU (Free!)
- Early intervention library through UCP (Free!)

State-wide lending libraries

- Pattan (Free!)
- PIAT (Free!)

Vendors (May have a cost associated with a loaner device or may be for a shorter loan period)



LOCAL LENDING LIBRARIES

CAIU Assistive Technology EI Lending Library

- Contact: Yvonne Shreffler, 717.732-8400x8260
- Website: <http://www.caiu.org/resources/communities/lending-library>

Early Intervention Loan Library through UCP

- Contact: Jackie Wardle, 717.737.3477
- Website: <http://www.ucpcentralpa.org/Adults-with-Physical-Disabilities/Assistive-Technology>

STATEWIDE LENDING LIBRARIES

Pattan

- <http://www.pattan.net/category/Resources/Short%20Term%20Loan/>
- Contact: Mike Onofrey, monofrey@pattan.net

Pennsylvania Initiative on Assistive Technology (PIAT)

- <http://disabilities.temple.edu/programs/assistive/atlend/>
- Local contact: Jackie Wardle,
jwardle@ucpcentralpa.org

VENDORS

Prentke Romich Company

- Local Rep: Dan Mills – 610.349.0983, djm.cons@prentrom.com

Tobii-Dynavox

- Local Rep: Jared Harnish – 412.290.3330, jared.harnish@tobiidynavox.com

Ablenet

- <https://www.ablenetinc.com/>

ACCI

- Rep: Millie Telega - 800-982-2248, acci1@earthlink.net

Logan Proxtalker

- <http://logantech.com/collections/voice-output-communication>



THINGS TO CONSIDER WHEN REQUESTING A LOAN

Loan Wait Times

- May want to explore a variety of options
- Local wait times are usually shorter than statewide lending library wait
- There may be a cost or a process (only an SLP can request) to go through vendor programs



Consider trialing no or low tech devices while waiting for hi-tech devices (these devices will need to be considered/trialed if submitting for funding to insurance)

IT'S HERE – WHAT DO I DO?



Develop an implementation plan for how device will be integrated into routines and activities

Decide how to teach and when to gather data

- PRC-Free Lesson plans * <https://aaclanguagelab.com/>
- Just how you teach a new word to a verbal child is how you would teach a child how to recognize and use the symbols for communication

Model, model, model – show the child how to use the device effectively

- The more you get your hands on the device, the more likely the child will get their hands/eyes/feet on the device and use it functionally
- Use picture symbols from the system you plan to trial

*Help teach symbol -Lesson Pixs.com-subscription <http://lessonpix.com/>

*Screen shot of the company's download version i.e. Compass, PASS demo software

REMINDERS:



The family is SO important in this process because they are the consistent person in the child's life

There's a need for opportunities to practice

Data, data, data –Focus on one or two situations where you teach the language and assess if this system is the right fit for the child/family and document this information

THINGS TO CONSIDER WHEN GATHERING DATA

Does the child understand/can they learn the type of symbols?

How is the child accessing the device? Is it successful? Do they need more or less buttons on a screen? A keyguard? A switch?

What level of prompting do they need? What can they do independently?

Does the device/system meet the child's/family's needs in other situations i.e. school vs. home or familiar vs unfamiliar listener?

Does the way that the symbols are organized work for the child/family?

How quickly can the child access vocabulary?



DECISION-MAKING

Remember: Choosing a final device for a child/family is a TEAM decision!

- SLP
- OT
- PT
- Vision
- Child
- Child's family
- Physician needs to approve and sign necessary documentation for insurance to purchase the device

All of the pieces need to work together to make it a good fit for the child.

DECISION-MAKING

Consider what/how the child will use the device for the next few years

- Growth potential
- Places where the child will need to use it
- People or situations the child might find themselves in

In general, if writing to insurance, insurance companies will only fund a device purchase every 5 years



OPTIONS FOR FUNDING

Direct purchase by family or other entity for the child

Submitting a data-driven report to insurance

- Primary insurance is always submitted first
- Medical access is considered the insurance of “last resort” – must go through primary insurance first

Non-profit funding sources

- Andrew’s Gift
- Lion’s Clubs
- Churches

WRITING TO INSURANCE

Data-driven Report

Things to consider:

- The report must prove medical necessity for the device
- Thus, it must be written from the medical perspective vs. the educational perspective

Medicaid's definition of medical necessity is:

- reasonably calculated to prevent, diagnose, or cure conditions in the patient that endangers life, cause suffering or pain, physical deformity or malfunctions, or threatens to cause a handicap; and
- There is no equally effective course of treatment available for the recipient which is more conservative or less costly.



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ELEMENTS TO INCLUDE

- Identifying information for the client
- Statement of who you are
- Date of evaluation and tools used to evaluate the client
- Client's diagnosis and prognosis
- Pertinent medical history
- Pertinent medical, developmental, or evaluative information – remember that you have to prove why the device is medically necessary

Think features – what features are medically necessary in a device for this child?

ELEMENTS CONT'D

- **Devices trialed and findings from the device trials**
 - Insurance companies like to see:
 - Some level of independence
 - Breadth of vocabulary
 - Ability to use the device to meet basic needs, participate in activities of daily living, or develop life/functional skills
 - **Summary statement emphasizing the logical conclusion**
 - **Individualized therapy plan documenting training and support available to the client/family**
 - **Signatures of therapist and pediatrician**
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SUPPORT FROM VENDORS

Many vendors have a funding assistance tools to help therapists through the process of writing to insurance

- **Prentke Romich Company:** <https://eval.prentrom.com/access/login>
- **Tobii Dynavox:** <http://www.tobiidynavox.com/funding/>
- **Ablenet Inc.:** <https://www.ablenetinc.com/resources/funding-options/>
- **ACCI:** <http://www.acciinc.com/funding-services/>

Samples to help you when writing a report

- **Example of AAC report**
- **Template for a report for an AAC device**
- **Sample of an Appeal Letter for an AAC device**

QUESTIONS?

