

## “What colour will work best?”

What prescribers think?

## BLACK IS BLACK

The reality is prescribing wheelchairs is not **BLACK** or even **Grey!!**

## Black is Black?

What does it take to get:-  
the right wheelchair,  
to the right client,  
to the right place,  
at the right time & price,  
with the right funding?

## Wheelchair Prescription

The assessment and prescription process for selecting the appropriate wheelchair for clients is a long and time consuming process for both the client and the prescriber.

However, this process is vital to ensure that the most appropriate equipment is supplied to achieve both client satisfaction and financial efficiency.

## Steps to achieve the optimal outcome

- ◆ Assessment - of client, carer, environment of use, product and accessories available on script form
- ◆ Trial period
- ◆ Prescription
- ◆ Follow-up post supply of equipment
- ◆ Adjustment of wheelchair to suit the client
- ◆ Client/carers education in use

## The Team

- Users
- Family / Carers
- Suppliers
- Therapists
- Rehab Engineers
- Technicians
- Funders

## Reality for Prescribers

- Inadequate Funding
- Limited Trials
- Lack of knowledge about "What is out there"
- Time Poor Prescribers
- Lack of Human Resources - working in isolation
- Copious amounts of Paperwork
- Lack of Suppliers and knowledge
- Large Distances to travel
- Lack of resources



## Utopia

- Reasonable Funding (Unlimited)
- Unlimited Trials
- Suppliers and range of A.T.
- Sufficient time to see the client as many times as required.
- Knowledgeable Prescribers and Suppliers
- Honesty
- Mentors / Seating Clinics / Support

## What is Value For Money?

- Achieving the User's goals
- Not having to prescribe to the funding limit
- Matching the features to the User

**BLACK HERE IS ACTUALLY  
A RAINBOW!**



*Thank you.*