SmartDrive

Power your push, your way

June 2021 enhancements sales team training

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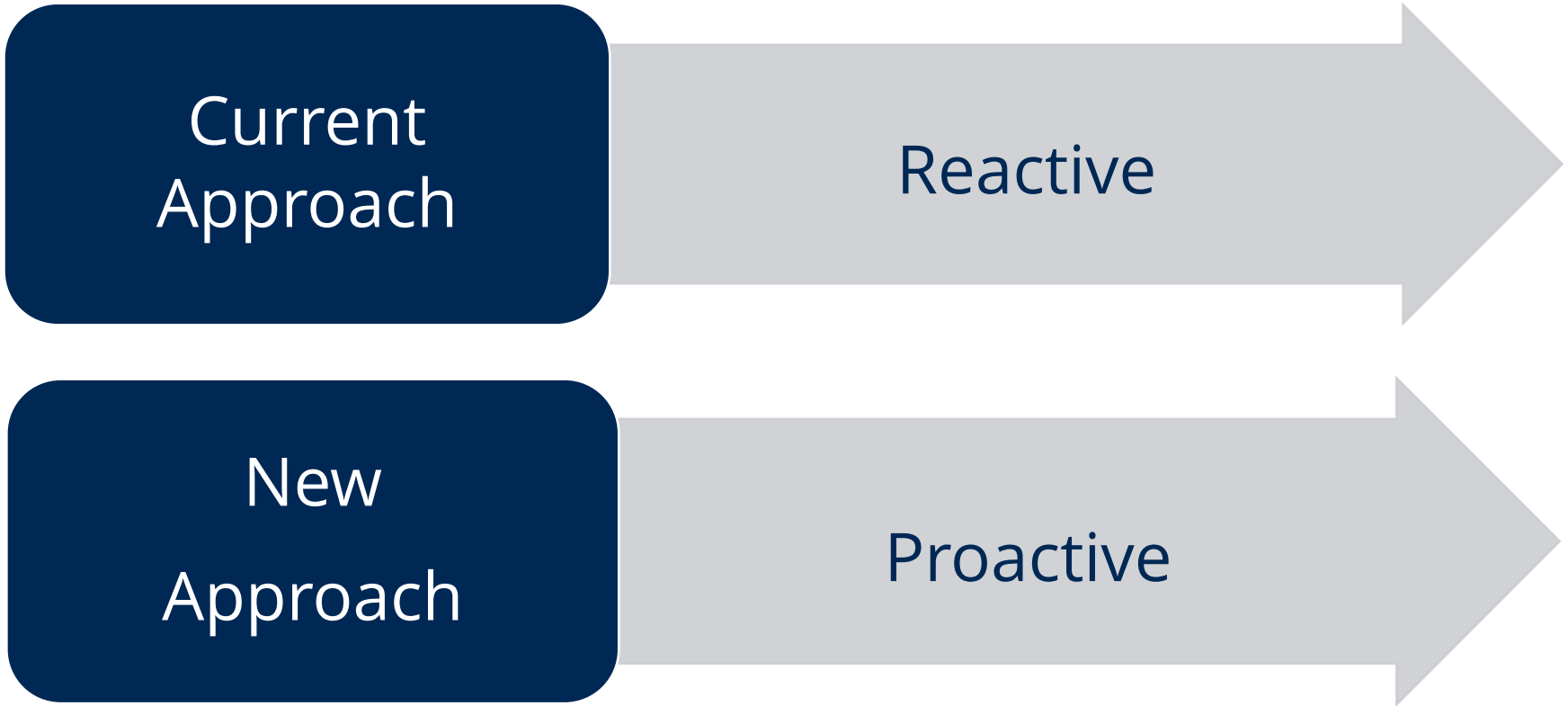
Poll Question 1


“Every person with a disability has the right to have his or her needs compensated as far as possible by aids with the same technical standard as those we all use in our everyday lives.”
Permobil Founder
Dr. Per Uddén

SmartDrive overview & the why

Proactive vs. Reactive Approach



Proactive vs. Reactive Approach

Evidenced based practice - problems

> 50% of manual wheelchair (MWC) users will develop pain and injury
(Finley and Rodgers 2004)

Pain and injury can lead to significant decline in independence and quality of life for MWC users
(Gutierrez et al. 2007)

Only 55% of patients (USA) received recommended care
(McGlynn, 2003)

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Proactive vs. Reactive Approach

Evidenced based practice - solutions

Power assist wheels decrease heart rate and perceived exertion during MWC mobility
(Algood, 2005)

Power assist eases energy cost/perceptual responses to propulsion for person w/ shoulder pain and SCI
(Nash, 2008)

Power assist wheels increase distance traveled compared to conventional propulsion
(Levy, 2010)

MWC users push 80% less with SmartDrive vs. without measured by the Smart Evaluation Application
(Smart Evaluation Application, 2021)

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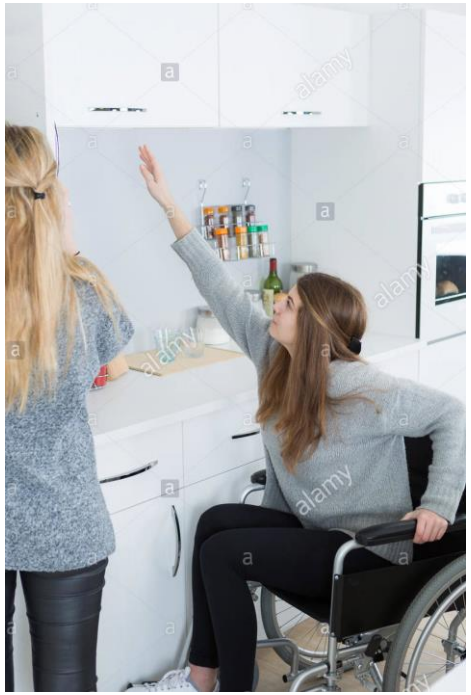
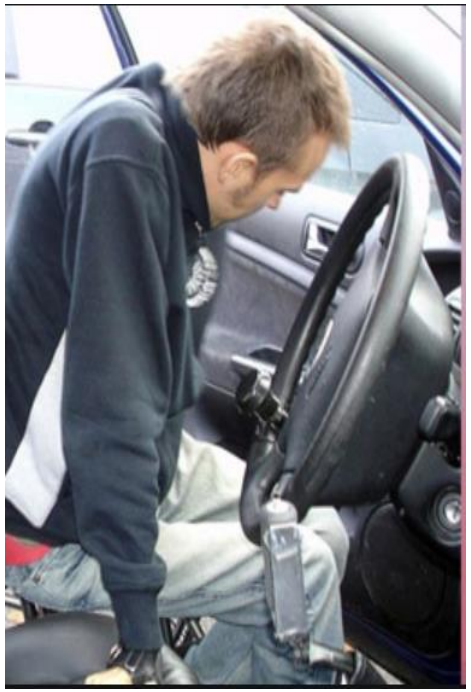
SmartDrive overview & the why

Manual wheelchair users have UE challenges beyond propulsion

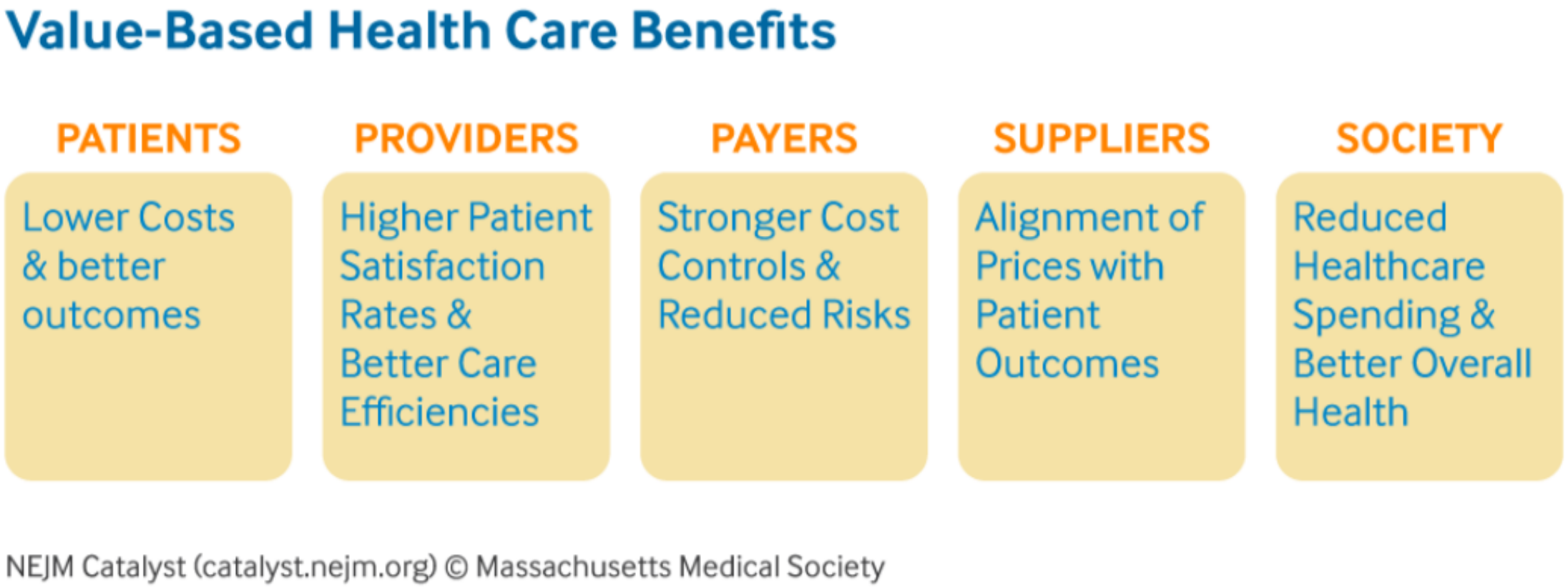




Poll Question 2

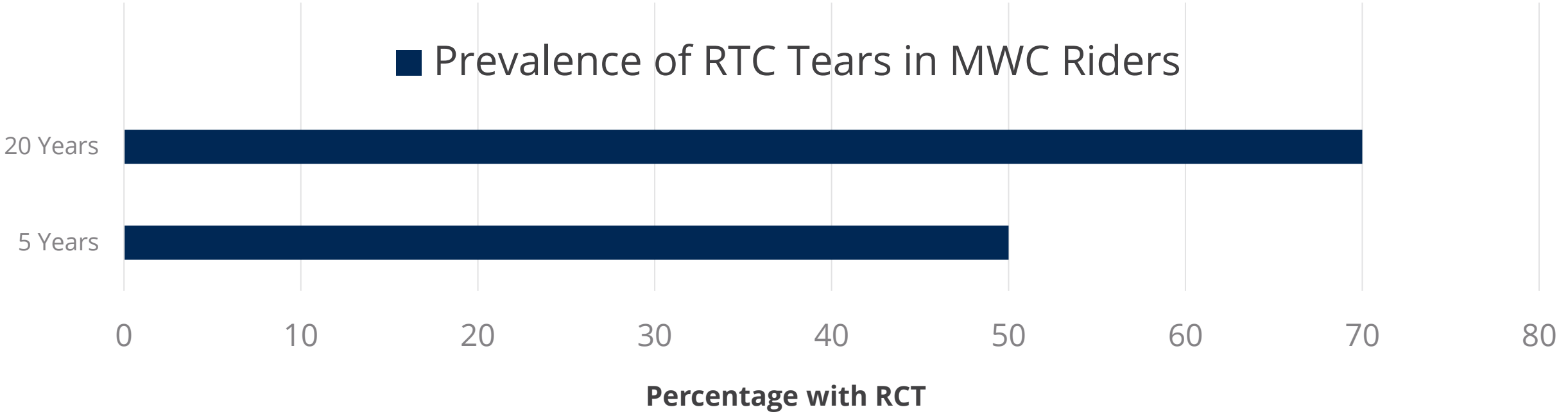
SmartDrive & value-based healthcare

SmartDrive & value-based healthcare



SmartDrive & value-based healthcare

Risk Factors: Patient age, # years w/c dependence



Gelmman, 1998 & Sie, 1992)

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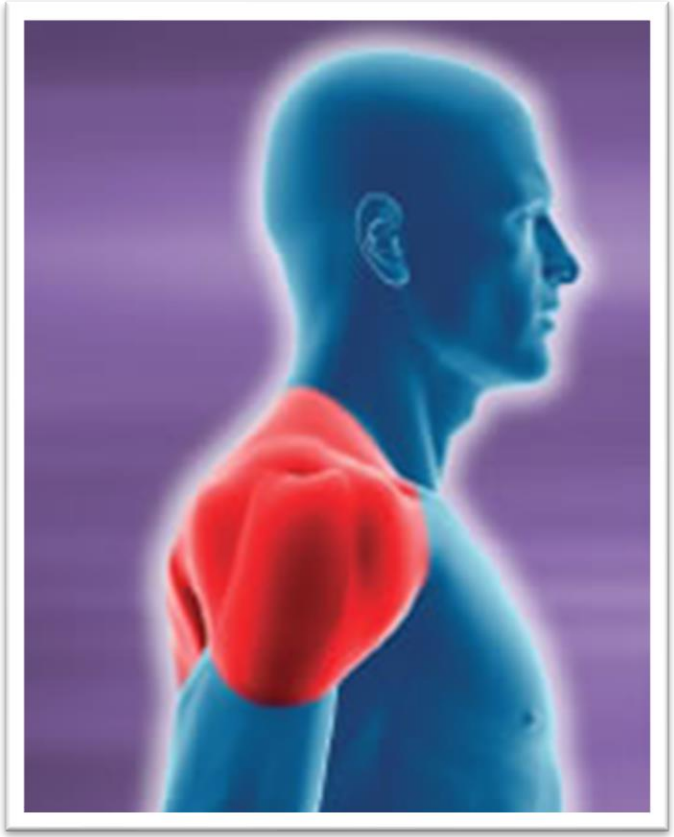
SmartDrive & value-based healthcare

Evidenced based practice - problems

Rotator cuff tears are present in 49% of wheelchair users of which 70% were full thickness
(Akbar, 2011)

Carpal tunnel syndrome is a common side effect of long-term wheelchair use, & severity is associated with duration of use/age
(Asheghan, 2015)



SmartDrive & value-based healthcare

Direct costs

- Operation
  - $6,367 Medicare
  - $6,904 other insurers
- Rehab
  - Pre-op visits
  - Post-op visits (avg. 15)

Spectrumortho.com

Narvy, S. et al (2016). Direct cost analysis of outpatient arthroscopic rotator cuff repair in medicare and non-medicare populations. Orthop J Sports Med. 4(10): 2325967116668829.

SmartDrive & value-based healthcare

Indrect costs

- No propulsion x 6 weeks
- NWB transfers x 4-6 months
- A w/ dressing, transfers, position changes
- PWC rental & transportation
- Extended time off work
- Caregiver fees

Gg120830570 GoGraph.com

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SmartDrive & value-based healthcare

SmartDrive (E0896):

Medicare Reimbursement ~ $5750

- no configuration changes needed
- no costly remodeling needed to access same environment
- Removable for ease of transporting

TiLite ULMWC (K0005):

Medicare Reimbursement ~ $2,100

- more durable
- more configurable
- lighter weight materials

https://www.cms.gov/Medicare/Medicare-Fee-for-Service-Payment/DMEPOSFeeSched/DMEPOS-Fee-Schedule

Power your push, your way with SmartDrive

SmartDrive overview & the why

"It is the primary truth of complex rehab that no single solution works well for all wheelchair users. There's simply too much diversity in diagnoses, progression, function, goals and environments for one product to work well for everyone."

"Permobil's SmartDrive accomplishes this by giving manual wheelchair users several ways to access and use its world-expanding technology."

Laurie Watanabe – Mobility Management

https://mobilitymgmt.com/articles/2019/12/20/smartdrive-pushtracker-e2-switch-control.aspx?s=emob_060120&admgarea=emob&oly_enc_id=

SmartDrive overview & the why

Power your push, your way

	Stamina	Performance	Expert
Products available			
Best for	Hemi-propeller, pediatric, geriatric, or caregivers	Pediatric/active users (smaller, simpler wearable)	Adult/active users (advanced wearable features)
On-demand power assist	O	O	O
Energy/shoulder preservation	O	O	O
Easy on/off buttons	O	O	O
Hand gesture activation		O	O
Advanced Bluetooth connection			O
Easy to read, touch screen settings control			O
Performance & maintenance notifications			O

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PushTracker PushTracker E2 SmartDrive SwitchControl

SwitchControl

Is now included in with every SmartDrive order at no charge

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SwitchControl programming

Separate setting than PushTracker/E2		
Set your speed	1-5.5mph/1.6-8.9kph	Separate setting than PushTracker /E2
Set your mode	**Momentary**: Press to Go	**Latched**: Hold & Set

Mobility considerations for SwitchControl		
Propulsion Technique	**Mode options**	**Specific functional activity**
Bilateral Upper Extremity	Momentary alone	Ramps/Inclines
Bilateral Lower Extremity	Latched alone	Indoor Mobility
Hemi-Propulsion	Momentary with PushTracker/E2	Crowded Spaces
Dependent/Caregiver operated	Latched with PushTracker/E2	Short Distances
		Quick/Short Surface Change
		Low/No PushTracker Battery

SwitchControl (only) Set Up

PushTracker App

Original PushTracker & SwitchControl Set Up

PushTracker App

SmartDrive overview & the why

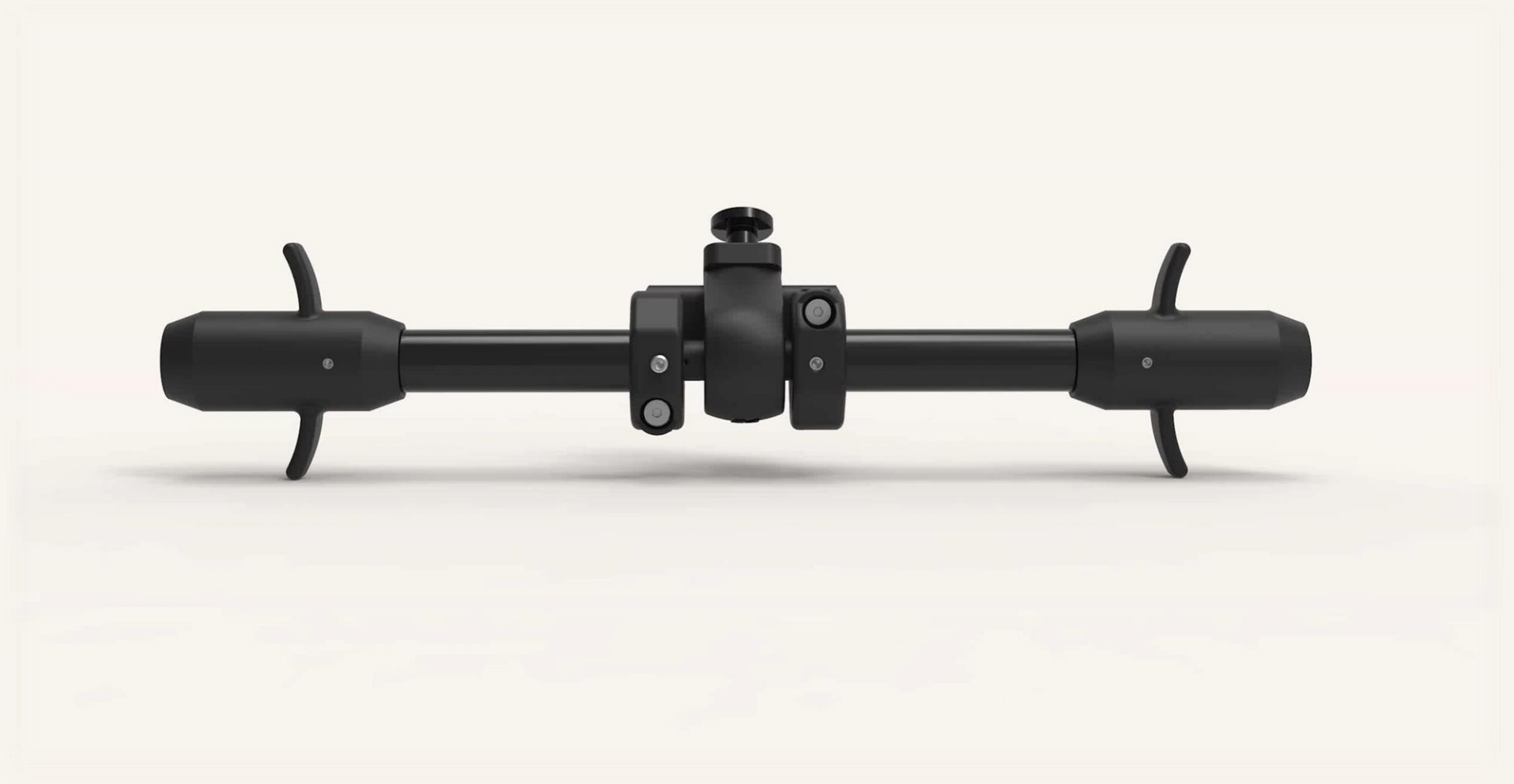
Power your push, your way

Set up in minutes

No phone or wi-fi required

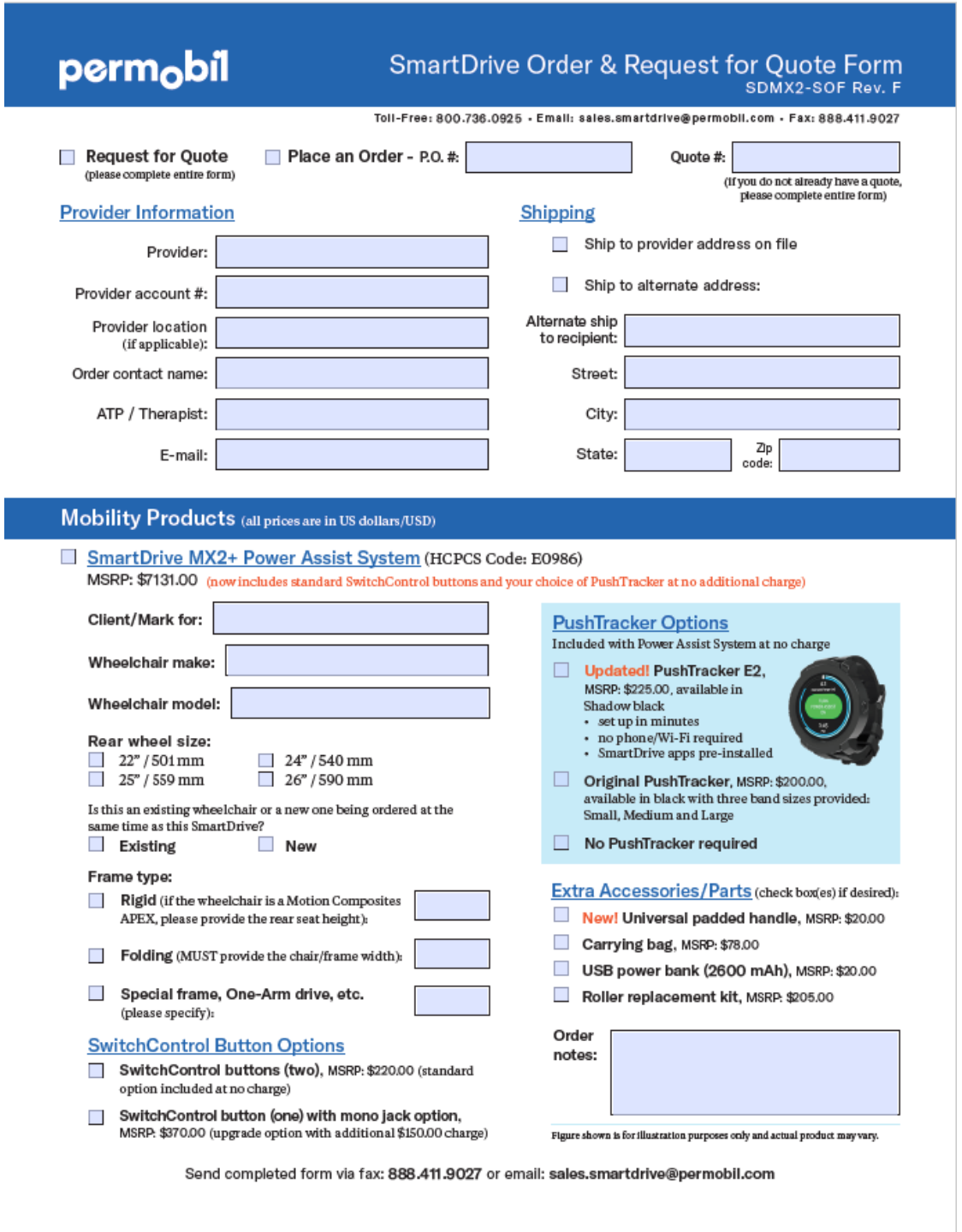
Poll Question 3

SmartDrive enhancements, June 2021



Order form (updated)

SmartDrive enhancements, June 2021



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SmartDrive Order & Request for Quote Form
SDMX2-SOF Rev. F

Toll-Free: 800.736.0925 • Email: sales.smartdrive@permobil.com • Fax: 888.411.9027

☐ Request for Quote (please complete entire form) ☐ Place an Order - P.O. #: Quote #: (if you do not already have a quote, please complete entire form)

Provider Information

Provider:
Provider account #:
Provider location (if applicable):
Order contact name:
ATP / Therapist:
E-mail:

Shipping

☐ Ship to provider address on file
☐ Ship to alternate address:
Alternate ship to recipient:
Street:
City:
State: Zip code:

Mobility Products (all prices are in US dollars/USD)

☐ SmartDrive MX2+ Power Assist System (HCPCS Code: E0986)
MSRP: $7131.00 (now includes standard SwitchControl buttons and your choice of PushTracker at no additional charge)

Client/Mark for:
Wheelchair make:
Wheelchair model:

Rear wheel size:
☐ 22" / 501 mm ☐ 24" / 540 mm
☐ 25" / 559 mm ☐ 26" / 590 mm

Is this an existing wheelchair or a new one being ordered at the same time as this SmartDrive?
☐ Existing ☐ New

Frame type:
☐ Rigid (if the wheelchair is a Motion Composites APEX, please provide the rear seat height):
☐ Folding (MUST provide the chair/frame width):
☐ Special frame, One-Arm drive, etc. (please specify):

SwitchControl Button Options
☐ SwitchControl buttons (two), MSRP: $220.00 (standard option included at no charge)
☐ SwitchControl button (one) with mono jack option, MSRP: $370.00 (upgrade option with additional $150.00 charge)

PushTracker Options
Included with Power Assist System at no charge
☐ Updated! PushTracker E2, MSRP: $225.00, available in Shadow black
- set up in minutes
- no phone/Wi-Fi required
- SmartDrive apps pre-installed

☐ Original PushTracker, MSRP: $200.00, available in black with three band sizes provided: Small, Medium and Large
☐ No PushTracker required

Extra Accessories/Parts (check box(es) if desired):
☐ New! Universal padded handle, MSRP: $20.00
☐ Carrying bag, MSRP: $78.00
☐ USB power bank (2600 mAh), MSRP: $20.00
☐ Roller replacement kit, MSRP: $205.00

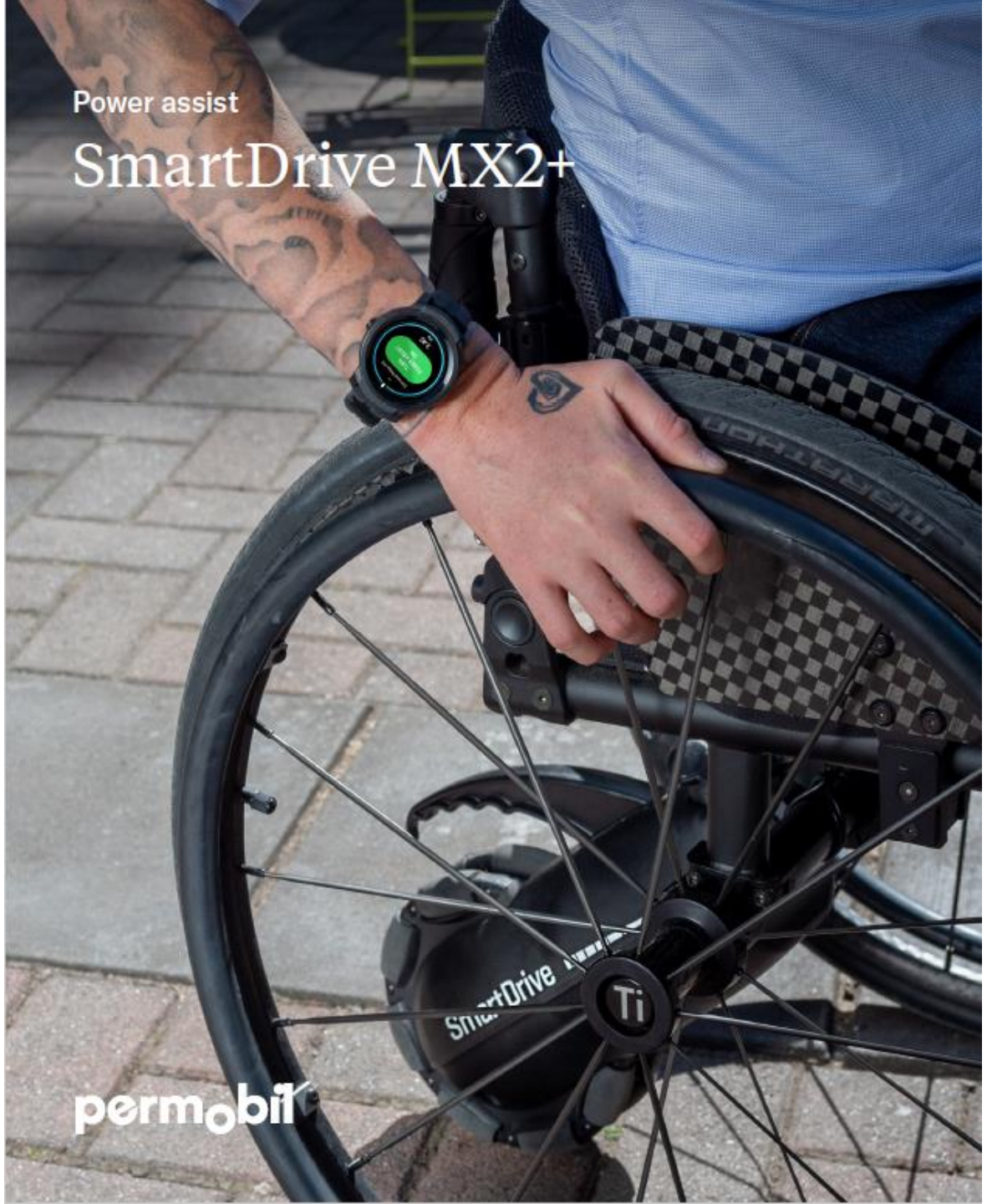
Order notes:

Figure shown is for illustration purposes only and actual product may vary.

Send completed form via fax: 888.411.9027 or email: sales.smartdrive@permobil.com

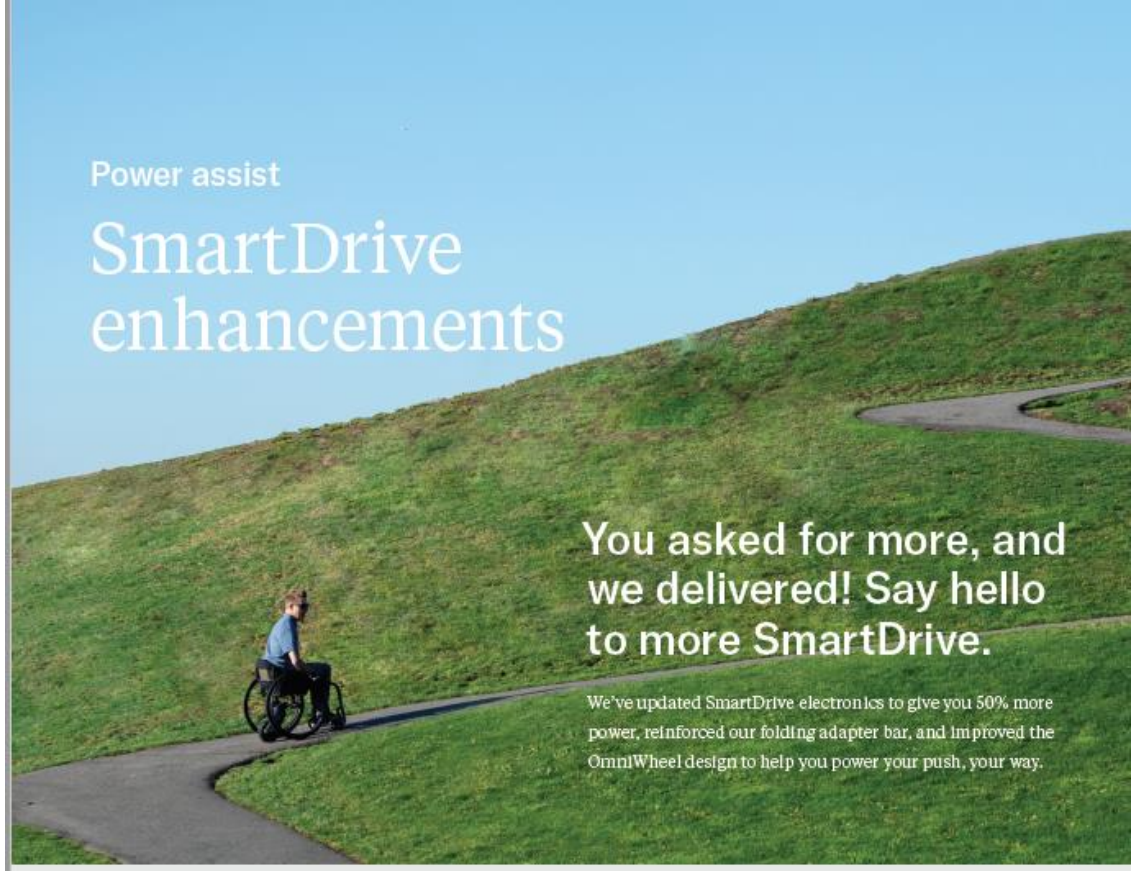
Brochure (updated)

SmartDrive enhancements, June 2021



Enhancements supplement

SmartDrive enhancements, June 2021



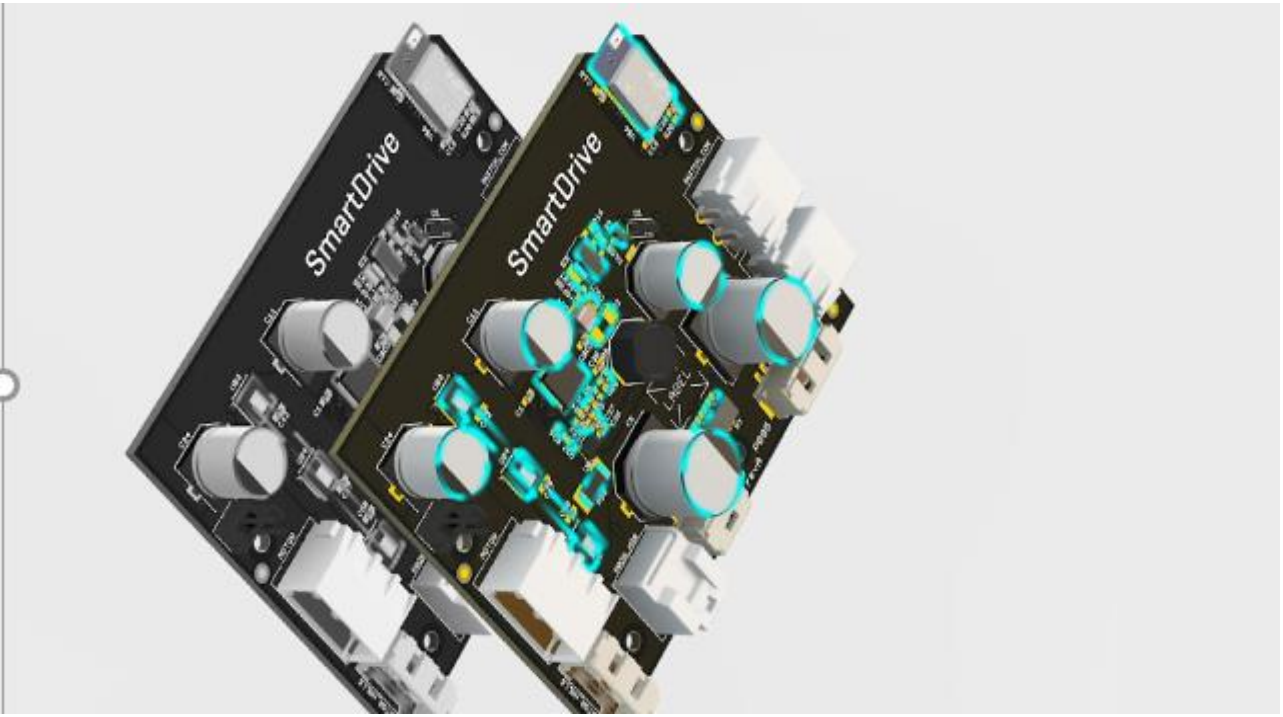
In-field repair videos

SmartDrive enhancements, June 2021

SmartDrive in-field repair videos

1. Removing handle (for all applicable videos)
2. Circuit Board
3. Battery
4. Adapter bar set up with retrofit
5. Adapter bar set up without retrofit
6. Power switch
7. Charger receptacle
8. Receptacle cap

SmartDrive enhancements, June 2021



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Permobil webinar series

Up Next!

Permobil White Paper:
A systematic review of the evidence for power standing wheelchairs

Tuesday June 22, 2021-

Same Webinar, Three Global Times!

- **7am Central**
- **1 pm Central**
- **6 pm Central**

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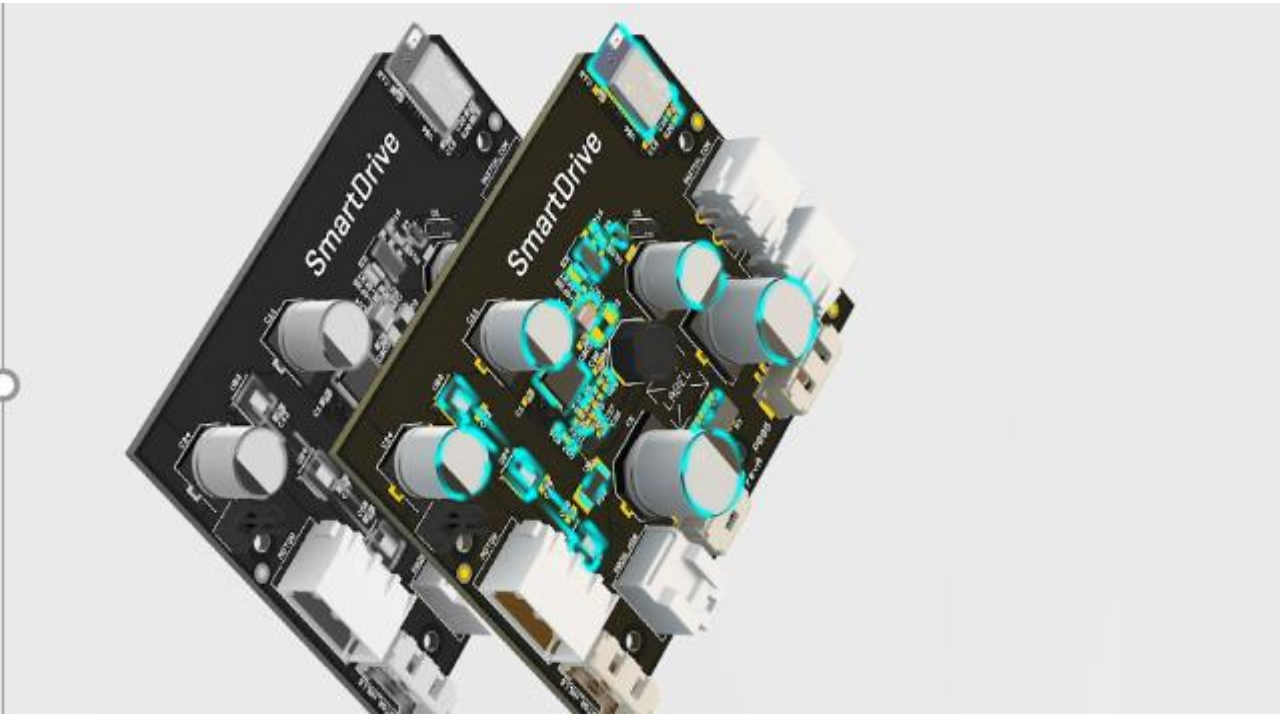
Questions?

education@permobil.com

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