

IRSA has already...

- Agitated to ensure the NSW Dept. of Health **met with suppliers** in an open forum to **discuss proposed changes to PADP**
- Gained support from the NSW Dept of Health to **enforce a ban on quote shopping** and **protect the intellectual property** rights of suppliers
- Developed a **"Who's who"** for the NSW Dept of Health to maximise our effectiveness
- **Formed alliances** with peak disability groups
- Appointed **Chris Sparks** (with 16 years industry experience) as Executive Officer

Chris Sparks



Chris Sparks has 16 years experience working in senior roles throughout the home medical equipment (HME) industry, initially as a rehab dealer, then importer/distributor and for 6 years as General Manager for Invacare in Australia and Asia. Prior to working in HME, Chris was a

business systems consultant. Chris is also a Paralympian (Seoul 1988), was Chairman of NSW Wheelchair Sports (6 years), Vice President of the Northcott Society (5 years) and has lobbied for the rights of people with disabilities for many years.

Did you know?

- That in 2006 the NSW Government received a report from PriceWaterhouseCoopers (PWC) as a result of an extensive review into the PADP system. This report handed down 30 key recommendations for change – our industry was not consulted throughout this review
- That the PWC report criticises suppliers as “not knowing the functions of their own equipment” and recommends that “Prescribers should not seek advice from equipment manufacturers...”
- That the NSW Dept of Health is already undertaking an extensive restructuring of equipment procurement that will have a substantial impact on our industry, particularly rural suppliers
- That a common equipment list is being developed which will be the basis of what equipment can be supplied and to whom – input from suppliers is paramount
- That there is a Parliamentary inquiry underway into PADP, and IRSA is seeking representation to ensure our industry is heard
- That the costs of PADP assessments are equivalent to the cost of the equipment, yet there are no real plans in place to address inefficient or duplicated processes
- That in a recent meeting with the NSW Dept of Health they conceded their failure to properly consult equipment suppliers throughout the change process

IRSA is committed to working in partnership with Government to ensure better outcomes for all stakeholders.

Welcome to

IRSA

The voice of the NSW home medical equipment industry

IRSA's objectives are –

1. To give our industry a voice that...

- Has a positive influence on Government policy through a representative, unified approach
- Educates Governments and other stakeholders about our industry
- Promotes a robust, competitive and commercially viable marketplace

2. To improve the quality of equipment provision by...

- Supporting the ongoing training and education of therapists and prescribers
- Promoting ethical business practices that safeguard the interests of the end user
- Participating in the development of appropriate and cost effective product standards

3. To develop alliances with all industry stakeholders to...

- Drive continued improvement in outcomes for end users
- Minimise the total lifetime costs of equipment
- Ensure an open, fair and competitive market

And importantly – IRSA is run by the members for the members.

Why join IRSA?

- To safeguard your business and your livelihood
- To directly influence policies that impact significantly on your business
- To help shape the future of our industry
- To improve the standards of education and training of therapists and prescribers
- To benefit from the IRSA business network
- To boost your business and product profile at our regular IRSA Educational Showcase events

Who should join IRSA?

Every business, large or small, that competes in the non-pharmaceutical, non-acute care sectors of the healthcare industry – manufacturing, importing, supplying, hiring and servicing equipment for those with specialist healthcare needs.

How do I join?

Simply fill in the IRSA Membership Application and forward it to -
IRSA
PO Box 6096 D.C
DURAL NSW 2158

Your application will be reviewed and if successful, endorsed by a "Proposer" and "Seconder" who are existing IRSA members. Once completed an invoice (payable within 7 days) will be forwarded to you for your company's membership fees.

If you have any questions or would like further information on IRSA please contact - Chris Sparks on (0418) 62-5598.

What does it cost?

IRSA is an inclusive, industry organisation that welcomes all businesses who are active in the manufacture, importing, distribution, sales and servicing of specialist healthcare equipment. Our members range from local small businesses to large multi-nationals with every member having an equal voice.

Membership fees are structured so that all businesses can participate affordably as members of IRSA within simply defined membership categories.

- Tier 1** **\$1,500 per quarter**
Multinationals and large Australian companies with extensive national and/or international distribution
- Tier 2** **\$900 per quarter**
Companies with a national presence either through multiple shopfronts or an Australia wide dealer network
- Tier 3** **\$600 per quarter**
Larger state based companies with 6 or more people working in the business (including owners)
- Tier 4** **\$300 per quarter**
Smaller state based companies with 5 or less people working in the business (including owners)
- Tier 5** **\$600 per annum**
Associate membership with no formal voting rights

Membership fees are invoiced quarterly (with the exception of Tier 5 Associate membership – payable in one annual instalment).