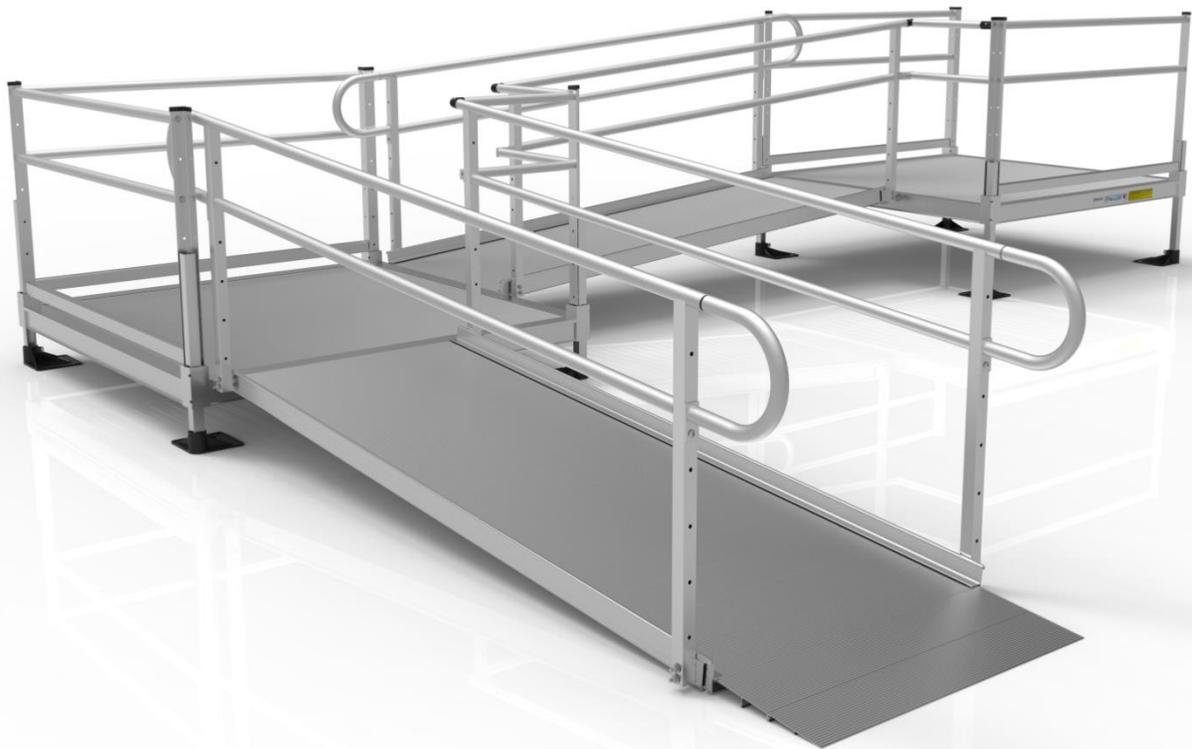




PATHWAY[®] 3G Modular Access System Rental Program



Why should I be an EZ-ACCESS modular ramp rental dealer?

The most profitable ramping dealers are ones that offer a rental program in addition to their sales for both portable and modular wheelchair ramps. Those dealers who participate in a modular ramp rental program have a unique revenue niche and offer a service to providers and end users that many other dealers in the market cannot. In addition, because home modification or accessibility dealers already conduct installation services for their customers on a rental basis, it makes great sense to add modular ramps to the list of equipment available for rent.

Modular ramps are built for the wear-and-tear of everyday use. Renting modular ramps allows safe and durable access to a client's home using a product that is designed with the ADA in mind. A portable ramp is frequently substituted for these applications, but the ramp used is often too short or is inadequate for the application.

Who is your rental market?

- Providers of medical equipment for short-term disabilities
- Insurance companies that deal with workers compensation clients
- State Vocational Rehabilitation programs
- Hospice
- Case Management companies (when discussing the EZ-ACCESS modular ramp system with case managers, the issue of ramp rentals sparks great interest as a service that is available for their clients who are dealing with short-term disabilities)
- Homeowners where a disabled friend or relative is coming to stay
- Automobile insurance companies are major providers for short-term rentals of medical equipment

Do I need to stock ramps in order to be a rental dealer?

It is not a requirement to stock ramps to begin the entry level EZ-ACCESS rental program. However, to be prepared as a Rental Dealer in your market, you should stock at least two (2) rental systems, which will allow you to respond to your client's needs promptly.

Because the lead-time for product rentals is time sensitive, dealers that have ramps in stock are best suited to provide the service. Although EZ-ACCESS maintains ample inventory for all standard ramp sizes and most orders leave the factory within 24 hours of receipt of PO, you stand a better chance of gaining the rental if you have product on hand.

When a rental period is completed, modular ramps are simply disassembled, transported, and stored. Using very little floor space, many dealers simply use a back corner of a building to lean sections up against the wall. To save even more space, the handrails can be nested with the ramps or easily hung on a wall. Because of universal components, EZ-ACCESS modular ramp sections can be reused in any configuration that is designed, which keeps inventory low and simple.

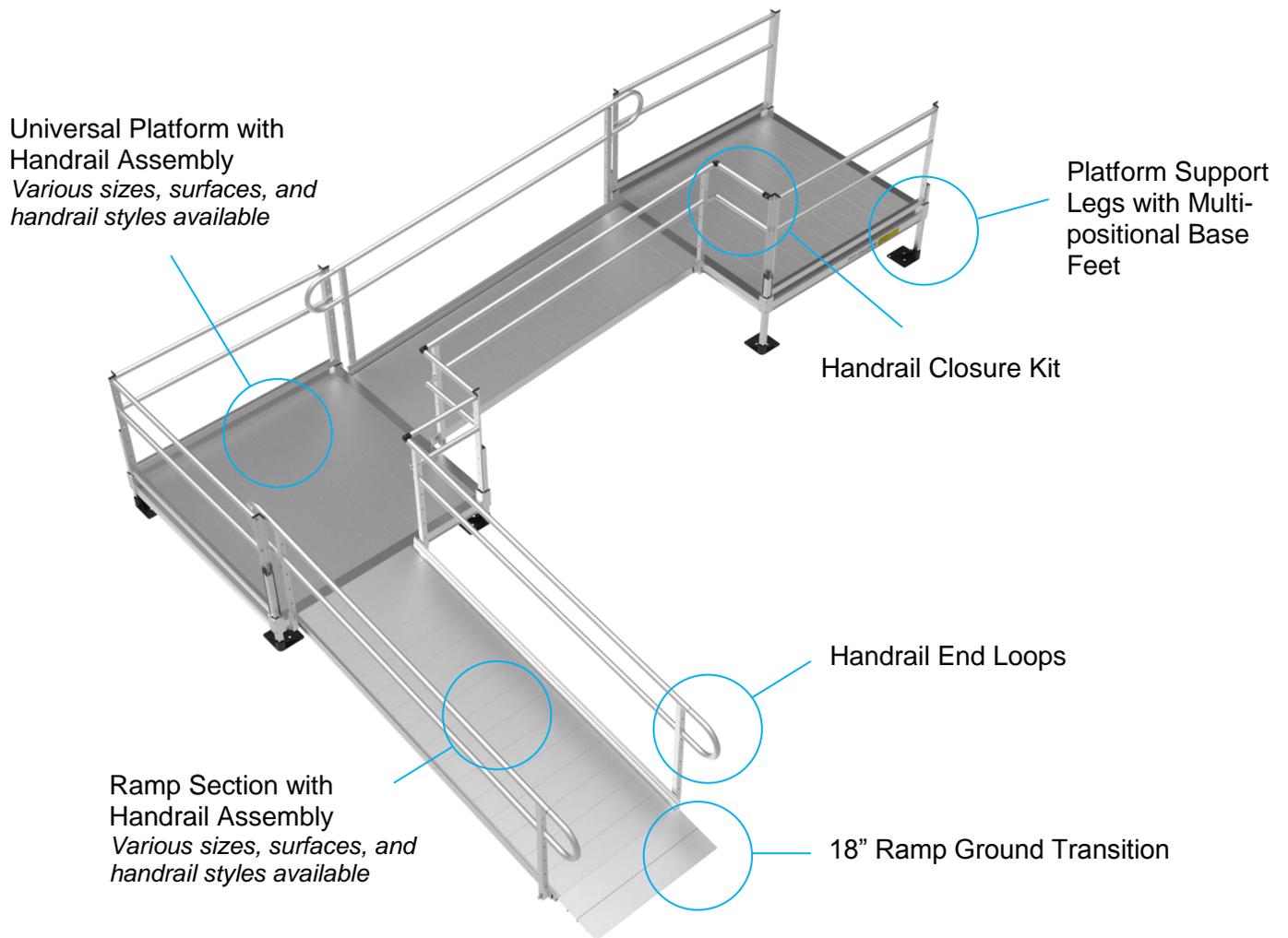
What are the suggested rates for modular ramp rental?

Although all ramp rental situations are unique, a few “rules of thumb” can be used to help determine pricing for rental ramp systems:

- ☑ **RECOMMENDED MONTHLY RENTAL CHARGE**
To determine the monthly rental charges take the MSRP and divide it by 12. This will give you a suggested monthly rental fee.
- ☑ **MINIMUM 3-MONTH RENTAL REQUIREMENT**
To ensure that you spend minimal time installing and removing ramps, a minimum rental period can be added into the rental agreement. Depending on the payer, the amount of business that they do with you, and the size of the system, this rule may be waived or modified. Please note that some special situations require only short term rental and you may choose to make those available at a premium rental rate.
- ☑ **INSTALLATION AND REMOVAL FEE**
It is recommended that the fee be charged at the beginning of the rental contract; however, this may vary by region or even by dealer. Some dealers may include the fee in the rental price of the ramp while others may charge a fee based on the size of the system and the travel required to perform the installation and/or removal.
- ☑ **SECURITY DEPOSIT**
This should be part of the rental agreement. Although many dealers waive this fee, it is good to have should the ramp become damaged during the rental agreement period.
- ☑ **RENTAL CAP**
Most payers for ramps may require a rental cap as part of the rental agreement. In many cases when a ramp is rented for a short-term disability, the prognosis for the patient may worsen and the length of the disability may become longer than originally anticipated. A capped rent offers the payer a rent-to-own option, thus avoiding having to rent the system indefinitely.
- ☑ **BUY BACK OPTION AT PRE-NEGOTIATED PRICE**
Some dealers may allow for a portion of the rental payment to be applied to the purchase price of the ramping system. Industry accepted terms of 50% of monthly rental paid may be applied toward purchase of ramp up to a maximum of 50% of the retail ramp cost. **EXAMPLE: Joe Smith rents a ramp for 6 months at \$525/month for a total amount of \$3,150. 50% of \$3,150 = \$1,575 which may go toward the retail cost of the ramp of \$5,250 leaving a balance owing of \$3,675.** Total cost of installation does not apply toward purchase price; however, you may consider placing the removal cost paid toward the ramp purchase.
- ☑ **INSURANCE COVERAGE**
It is always a good idea to ensure that the homeowner or renter has insurance that will cover any possible theft or damage to the ramp (other than standard wear and tear from daily use). Most homeowner and rental policies should cover the ramp, but it is better to be safe now than sorry later. It is suggested to your customers double check their policies.

Sample Configuration

This sample configuration is an example of a 16-foot ramp system with a top landing, 90-degree turn platform, and handrails installed on each side of both ramps and platforms. This configuration would be appropriate for a 16-inch rise.



What is important in acquiring a ramp?

HOME ASSESSMENT NEEDS

Every home and patient need is different. Doing a home assessment up front will help address any unique applications, as well as being able to see the type of equipment required and the user's capabilities.

STRUCTURE

Not all ramps are created equal. Because they can be made of many different materials, including wood, steel, aluminum, and concrete, it's important to ensure that the ramp structure is appropriate for the application. It is also important to understand the durability of the ramp materials and the maintenance that may be required. Various ramp options are shown below in the Ramp Comparisons section (below).

Ramp Comparisons

	Ease of Installation	Maintenance Level Required	Long-term Durability	Ease of Removal and/or Relocation
Wood	Requires considerable time and labor	Much maintenance required	Splinters, cracks, warps, and fades	Impossible
Steel	Moderate installation time, but very heavy	Much maintenance required	Rusts	Difficult
Concrete	Requires considerable time and labor	Little maintenance required	Very durable	Impossible
EZ-ACCESS® Aluminum	Quick and easy to install	Little maintenance required	Very durable	Very simple

How do I determine the ramp size needed?

EZ-ACCESS (along with most regulatory agencies) recommends a 1:12 ratio (4.8°) of rise to run to provide a degree of incline that can safely accommodate most any wheelchair or scooter user. States often recommend a 1:12 with a maximum slope of 1:10. The slope of the ground needs to be taken into account when determining the proper ramp run. Too often, the rise is measured at the door only and the ground slope is not considered. To assist in ramp selection, please visit our website to use our Incline Calculator tool. <https://www.ezaccess.com/tools/incline-calculator>

									16.5°	34"
									15.5°	32"
								16.1°	14.5°	30"
							17.0°	15.0°	13.5°	28"
							15.7°	13.9°	12.5°	26"
						16.6°	14.5°	12.8°	11.5°	24"
						15.2°	13.2°	11.8°	10.6°	22"
					16.1°	13.8°	12.0°	10.7°	9.6°	20"
					14.5°	12.4°	10.8°	9.6°	8.6°	18"
			15.5°	12.8°	11.0°	9.6°	8.5°	7.7°		16"
		17.0°	13.5°	11.2°	9.6°	8.4°	7.4°	6.7°		14"
		14.5°	11.5°	9.6°	8.2°	7.2°	6.4°	5.7°		12"
		16.1°	12.0°	9.6°	8.0°	6.8°	6.0°	5.3°	4.8°	10"
		14.5°	10.8°	8.6°	7.2°	6.2°	5.4°	4.8°	4.3°	9"
		12.8°	9.6°	7.7°	6.4°	5.5°	4.8°	4.2°	3.8°	8"
17.0°	11.2°	8.4°	6.7°	5.6°	4.8°	4.2°	3.7°	3.3°		7"
14.5°	9.6°	7.2°	5.7°	4.8°	4.1°	3.6°	3.2°	2.9°		6"
12.0°	8.0°	6.0°	4.8°	4.0°	3.7°	3.0°	2.7°	2.4°		5"
9.6°	6.4°	4.8°	3.8°	3.2°	2.7°	2.4°	2.1°	1.9°		4"
7.2°	4.8°	3.6°	2.9°	2.4°	2.0°	1.8°	1.6°	1.4°		3"
2'	3'	4'	5'	6'	7'	8'	9'	10'		

RAMP LENGTH (in feet)

RISE (in inches)

What is the suggested initial rental stock order?

For the initial stocking order, we recommend purchasing enough ramping components to accommodate at least 2 average ramping systems. Please keep in mind that this is only a suggestion and any stock order should take into account the following issues:

- Type of terrain
- Size and type of homes that are in your service area
- The amount of funds that are available to put towards rental stock inventory

QTY	PART NO.	DESCRIPTION	PRICE*	EXTENDED PRICE*
3	PRSTL8	8' MODULAR RAMP WITH 2-LINE HANDRAILS	\$518.91	\$1,556.73
2	PRSTL6	6' MODULAR RAMP WITH 2-LINE HANDRAILS	\$443.85	\$887.70
3	PRSTL4	4' MODULAR RAMP WITH 2-LINE HANDRAILS	\$356.64	\$1,069.92
2	PPS55TL	PLATFORM 5' X 5' WITH 2-LINE HANDRAILS	\$663.81	\$1,327.62
2	PRGT	RAMP GROUND TRANSITION	\$44.13	\$88.26
2	PRUT	RAMP UPPER TRANSITION	\$26.67	\$53.34
3	PRHP	RAMP HANGER PAIR	\$13.62	\$40.86
6	PRRUC	CONNECTOR – RAMP TO RAMP	\$63.00	\$378.00
4	PRHRLU	HANDRAIL LOOP (UPPER)	\$27.39	\$109.56
4	PRHRL	HANDRAIL LOOP (LOWER)	\$27.39	\$109.56
4	PHREC	HANDRAIL END CAP (PACKAGE OF 4)	\$3.09	\$12.36
2	PBP36	BRIDGE PLATE 8" x 36"	\$27.96	\$55.92
3	PSL10PR	10" SUPPORT LEG (2 @ 13")	\$23.90	\$71.70
2	PSL16PR	16" SUPPORT LEG (2 @ 19")	\$26.64	\$53.28
4	PSL22PR	22" SUPPORT LEG (2 @ 25")	\$29.37	\$117.48
4	PSL28PR	28" SUPPORT LEG (2 @ 31")	\$32.13	\$128.52
4	PPCTL	CLOSURE – PLATFORM HR TO RAMP HR	\$51.60	\$206.40
6	PRHBPR	RAMP HANDRAIL END BRACKET (PAIR)	\$17.13	\$102.78
TOTAL			\$2,397.23	\$6,369.99

* Based on 2018 Standard Dealer Pricing. Additional discounts may apply. Freight not included.

SAMPLE RENTAL AGREEMENT

RENTAL AGREEMENT FOR TEMPORARY RAMP SYSTEM

NOTE: This document is provided only as a guideline. Any use, in part or in whole, is at your own risk. We recommend that any agreement or contract be reviewed by your attorney before using.

INSTALLATION LOCATION			
LAST NAME	FIRST NAME	MIDDLE INITIAL	
ADDRESS			
CITY	STATE	ZIP	TELEPHONE
EFFECTIVE DATE		RENTAL PERIOD DATE(S)	

This agreement is entered into on the effective date listed above by and between YOUR COMPANY, with its headquarters located in YOUR CITY, YOUR STATE (hereinafter referred to as Owner) and client as listed above (hereinafter referred to as Renter).

Whereas, Owner desires to engage Renter and Renter desires to accept engagement by Owner as renter of an EZ-ACCESS® Modular Ramp System (hereinafter referred to as Rental Unit) under the terms and conditions of this Rental Agreement (hereinafter referred to as Agreement). The parties agree as follows:

1. The rental Agreement shall be on a month-to-month basis and will commence on the day of installation.
2. The Renter shall pay a monthly fee of \$ _____ which is due and payable on the first of each month.
3. The Renter shall pay in advance of installation a non-refundable installation and removal charge of \$ _____.
4. The Renter shall pay in advance of installation a security deposit of \$ _____. This security deposit will not earn interest and will be refunded after the rental agreement has been terminated and appropriate rental damage or repair fees have been paid in full and the Rental Unit has been returned. The Renter agrees to allow Owner to apply the security deposit against any unpaid rental, damage, or repair fees.
5. The Renter shall pay in advance of installation the following amounts:
 - a. Non-refundable installation and removal charges
 - b. Refundable security deposit
 - c. First month's rent
6. The Renter will maintain the Rental Unit in good condition. In the event the Rental Unit requires repairs during the rental period, the Owner will repair the Rental Unit 100% free of parts charged during the first 12 months of the rental period unless the repairs required are due to misuse, vandalism, casualty, or act of God. After the first 12 month period, the Renter will be responsible for all repairs during the subsequent rental period. The Owner agrees to provide complete and adequate repair, labor, and parts at reasonable prices.
7. The Renter has the option to purchase the Rental Unit for \$ _____, at any time after payment of _____ months' rent. If the option to purchase is exercised by the Renter, the security deposit will be applied against the option purchase price.
8. The Rental Unit will not be removed, transferred, or disposed of in part or in whole. The Renter will notify the Owner if the Rental Unit should be repaired, removed, or transferred from the original installation site.
9. The Agreement shall not be effective for any purpose until it has been signed by the Renter and the Owner. The Renter acknowledges that he/she has read and understands this Agreement and has received a copy of the same.
10. If the Renter is a tenant, the owner of the property on which the ramp is to be installed should approve and sign below. The Renter must also sign this Agreement.

APPROVAL (RENTER/OWNER)	
CUSTOMER NAME (PLEASE PRINT)	OWNER NAME (IF DIFFERENT THAN RENTER)
CUSTOMER APPROVAL SIGNATURE	OWNER APPROVAL SIGNATURE
RELATIONSHIP TO CUSTOMER	RELATIONSHIP TO OWNER
DATED	DATED