



Modular Ramp Rental Program

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

The most successful 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 niche and offer a service to providers that many other dealers in the market cannot. In addition, because many DME and Mobility Dealers already supply equipment to companies 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 either is often too short or is inadequate for the application.

Who is the rental market?

- ☑ Providers of medical equipment for short-term disabilities
- ☑ Insurance companies that deal with workers compensation clients
- ☑ State Vocational Rehabilitation programs
- ☑ Automobile insurance companies are major providers for short-term rentals of medical equipment
- ☑ Homeowners where a disabled friend or relative is coming to stay
- ☑ School Districts for graduations, plays, concerts, etc.
- ☑ Local Municipalities
- ☑ 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)
- ☑ Churches and hotels for special activities
- ☑ Election polling places
- ☑ Hospice

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 a **Preferred Rental Dealer, you must stock at least two (2) rental systems (special programs may be available on your first ramping order).**

Because the lead-time for product rentals is oftentimes short, those 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:

☑ **CHARGE PER LINEAR FOOT**

This makes the rental program quick and easy for pricing and implementation. As a guideline, consider a monthly charge of \$15-\$18 per linear foot prices (may vary depending on regionally accepted rates). **EXAMPLE:** 30' ramp with 5'x5' platform = 35 linear feet x \$15.00 per linear foot = \$525.00 per month

☑ **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.

☑ **A 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.

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.

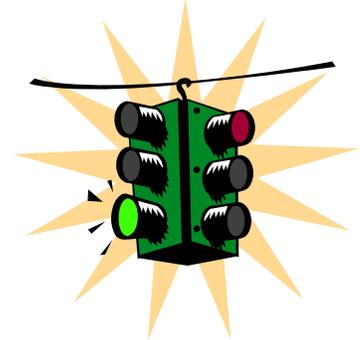
What is important in acquiring a ramp?

☑ **GUIDELINES**

ADA has established base guidelines for ramps to provide a safe access. For more information on ADA guidelines, visit www.ada.gov. EZ-ACCESS ramps are designed with the ADA in mind.

☑ **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. Following is a comparison on various ramp options:



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, crack, 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

SAMPLE RENTAL AGREEMENT

RENTAL AGREEMENT FOR TEMPORARY RAMP SYSTEM

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 months 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

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.

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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	DESCRIPTION	DEALER COST*	NOTES
6	8' x 36" RAMP WITH RAILS	\$2,970.00	If this supply is used to assemble 2' – 24' ramp systems with platform(s), the rental income should be approximately \$1,000 per month. In addition, installation fees could generate another fee of \$1,000. * Based on 2007 Dealer pricing. Additional discounts may apply. Freight not included.
2	5' x 5' PLATFORM WITH RAILS	\$1,300.00	
4	TOP/BOTTOM TRANSITION PLATE KIT	\$150.00	
2	RAMP SUPPORT ASSEMBLY	\$170.00	
2	SUPPORT TUBE PR 12"	\$19.90	
1	SUPPORT TUBE PR 24"	\$16.95	
4	SUPPORT TUBE PR 36"	\$95.80	
2	HANDRAIL CLOSURE KIT	\$210.00	
2	INSIDE CORNER HANDRAIL KIT	\$190.00	
4	ADA LOOP PR. FOR RAILS	\$120.00	
1	HANDRAIL END CAPS (1 PKG OF 8)	\$4.00	
TOTAL		\$5,246.65	

Is there any way to defer the payment of my stock order?

EZ-ACCESS offers standard terms of Net 30 days to customers who have an open account with us and are in good standing. In addition, we have discussed the rental program opportunity with leasing companies and have found several plans that will accommodate an opening rental stock order.

Many leasing companies will set up a payment program for your stocking order and some offer a revolving line of credit for future purposes. They offer various payment programs, including some with payments as low as \$7 for the first 7 months then converting up to 36 equal monthly payments. This allows time to get the rental program going before any funds are required for repayment. Please contact us for more information regarding available programs.

Where do I get rental leads?

Contact local workers compensation and automobile insurance companies that deal with short-term disabilities. Let them know that you rent ramps as well as other equipment; many have no idea that ramping can be leased.

In addition to insurance leads, EZ-ACCESS is actively marketing our products and dealer network to Case Management groups, insurance companies, funding organizations, and Federal and State Government programs.

IMPORTANT NOTE: If you are interested in renting to any of these organizations, please contact us at 1-877-877-6671 so that we can add you to our preferred dealer network for ramp rentals.

Thank you for considering our ramp rental program. If you have any questions or would like additional information, please feel free to contact us.

Customer Service

1-877-877-6671
FAX 1-800-630-2350
www.ezaccess.com

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