

Considerations in Demo and Loan: Mount'nmover

Are there any special considerations we should think about when adding the product to a device loan program? (e.g. Shipping, packing, length of loan).

We have offer a free loan program (minus the cost of shipping) and have found that 2 weeks – in hand is typically is enough time for people to get a good feel for the mount. We offer additional support as needed by phone/Skype/Facetime to those who need help with attaching to a wheelchair or with general operation. We can provide the same to any of your clients who loan the product through your organization.

Our eval kits are packed in a hard shipping case to protect the equipment. You can find information about this program at: <https://mountnmover.com/resources/try-one>
In the kit we include an evaluation sheet so people can check off what they used so they know what to order if they decide to get a system. Currently our loan kits provide the Single Mount'n Mover and the Dual Mount'n Mover. We will be expanding these to offer loans of our new Easy Mover, Simple Mounts and Pow!r Mounts.

Our table mount set up offers a simply set up and may be preferred. See the Universal Access Station Kit. Generally, the hardest part is getting the hardware on the many different types of chairs. The table clamp easily clamps onto the edge of a table and requires no tools.

For support with attaching to wheelchairs, go to:
<https://mountnmover.com/support/wheelchair-mounting-overview> scroll down for specific Brand/Model recommendations.

Packing is important to protect the equipment. Be sure to provide plenty of protective wrap and ship in a hard sided case if possible. We have padded fabric bags we use for our demo equipment we use frequently.

1. When demonstrating the system, what features should be highlighted when comparing the product with other similar products?

The main feature that sets all our mounts apart is their ability to be moved by the individual using them. Most mounts have to be removed when individuals want to transfer, pull up to a table or engage in other activities. This movability also benefits caregivers, educators and therapists, making it easy to move devices in optimal positions. We provide a helpful chart showing the different features each of our mounts have to offer. View it here:

https://mountnmover.com/sites/default/files/Spec%20Table%20All%20Mounts_6.pdf

Additional resources can be found at: <https://mountnmover.com/community/therapists>