



University at Buffalo
The State University of New York

Rehabilitation Engineering Research Center on Technology Transfer (T²RERC)

March 18, 2008

SADMERC Statistical Analysis Durable Medical Equipment Regional Carrier
P.O. Box 100143
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To Whom It May Concern:

The Rehabilitation Engineering Research Center on Technology Transfer (T²RERC) is a funded project of the National Institute on Disability and Rehabilitation Research (NIDRR) of the US Department of Education. The T²RERC is charged with looking at the unmet needs of end users and industry in the assistive technology marketplace and searching the scientific and technology infrastructure to find the technology to meet those needs.

Our Mission Statement is: "The T²RERC advances methods, technologies, and products, through collaboration with all stakeholders, to improve assistive technology devices and services. The goal is to improve the quality of life for people with disabilities through new or improved assistive technology devices." The T²RERC has three primary objectives: 1) advance the methods of technology transfer through research projects, 2) transfer technologies into products through development projects, and 3) facilitate the commercialization of new and improved assistive devices through utilization projects.

We accomplish these three objectives through collaborations with academic, industrial, consumer, and government stakeholders. Facilitating and improving the process of technology transfer requires us to integrate three forms of expertise: a) technical engineering and design, b) market and business analysis, and c) end-user assessments. The T²RERC is designed to function as an intermediary resource for technology transfer in assistive technology by combining these three forms of expertise within one program.

In 2003 we were approached by the StrongArm Company at MedTrade to evaluate a crutch they had developed and had a working prototype of. After sending the crutch to the center, a thorough evaluation was completed by our staff experts and a report was generated with suggested design improvements. Those design improvements were incorporated into the next generation of the product, which is what is available on the market today.



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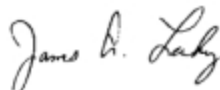
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A commercialization package was also prepared by our staff in order to assist the Company with their marketing efforts. Part of that commercialization package is a thorough review of competing products currently on the market. Compared to other forearm crutches, the StrongArm provides greater support, stability. Many products exist on the market that assist users in walking, however, none of these products stabilize the wrist and allow movement to be directed through the stronger, steadier forearm. The use of competing products can cause stress on the users wrist and hand due to the fact that the user's weight is entirely on their wrist.

Based on our research, it is apparent that the StrongArm excels in meeting and exceeding the needs of ambulatory aide users. It appears this device has great commercial potential, given its accessibility to users of different abilities who need greater support than what conventional canes offer. The product looks like a cane, however, functions as a crutch and provides greater stability and safety than a conventional cane. In today's market, there are currently no canes that stabilize the wrist and allow movement to be directed through the stronger, steadier forearm. Based on the uniqueness of this product's design, it is evident that there is a significant opportunity for the StrongArm to capture a large segment of the projected market.

In summation, the T²RERC wholeheartedly supports Strong Arm Mobility's Medicare's classification appeal on their product. In our opinion it truly functions as a crutch.

Sincerely,

A handwritten signature in cursive script that reads "James A. Leahy".

James A. Leahy
Co-PI, Project Administrative Officer