

New Process for Recommending Brain in Hand via DSA

There has been a significant change in the way Brain in Hand is quoted for and delivered via DSA; This also brings our university support in line with how we are funded and delivered across further education, employment support and health and social care.

Brain in Hand University Edition (DSA Support Package) is now recommended and quoted for as a **single-line product listing**, rather than splitting the package between Specialist Equipment and Non-Medical Help allowances.

How does it work?

- 1) The Needs Assessor recommends **Brain in Hand University Edition (DSA Support Package)** – requested direct from Brain in Hand as a single quote, or via their preferred Reseller
- 2) The funding body approves the recommendation and issues a DSA2 Entitlement Letter
- 3) The student or Reseller requests the support package from Brain in Hand, which:
 - ✓ Gives Brain in Hand the flexibility to deliver the software, face-to-face, remote and on-demand elements of the support package in a more blended, responsive and student-focussed way
 - ✓ Places the cost of sessions within the year, any sessions over 4 hours, any cancelled / missed sessions and any additional remote support, with Brain in Hand
 - ✓ Enables Brain in Hand to deliver support to the student in a timely way - without any delay from matching up the different elements of the product prior to delivery.
- 4) Subscription renewals are managed as previously; only requested where the student is using and benefiting from Brain in Hand
- 5) Brain in Hand will no longer be DSA-QAG audited; instead we will report to the funding body on a per-student basis at the end of each subscription year on:
 - ✓ The level of student engagement with the software (to ensure only students benefiting from ongoing support are renewed)
 - ✓ The level of student engagement with the specialist support elements of the package (i.e. delivered / missed / cancelled / additional sessions)
 - ✓ Measures of process (delivery KPIs), value (uptake and impact) and quality (student satisfaction).

Please note: This change applies to all students accessing Brain in Hand via SFE, SFW and SAAS. SFNI are currently still operating the old split model.

What does this mean?

From now on:

- 1) Needs assessors make one recommendation (whether direct or via an AT Reseller)
- 2) Brain in Hand can deliver the support faster (at point of order) and in the best way to meet the individual students' needs
- 3) The audit trail is clearer in terms of funding and quality.

What happens now?

There will inevitably be a period of transition, and so:

- ✓ Any recommendations Needs Assessors make from now on should be for the single-line product
- ✓ All recommendations from May 1st must list Brain in Hand as a single-line product
- ✓ Brain in Hand will honour the price and process of any DSA2 letters dated prior to May 10th that show the previous split

Quote for Brain in Hand University Edition

Below is an example quote for the specialist supply of Brain in Hand University Edition via Disabled Students Allowances (DSA) funded, using the Specialist Equipment Allowance.

Brain in Hand University Edition (DSA Support Package)

This year one subscription includes:

- **Brain in Hand Specialist Support**
Including 4 hours of personalised planning and set-up support sessions
- **Brain in Hand Software & Insights**
Secure website and mobile applications, timeline synchronisation and notifications
- **Brain in Hand Targeted Support for Transition**
120 days of on-demand remote support from a Brain in Hand Response Service.

£875 +VAT = **£1,050**

Brain in Hand has Specialist Supplier status and so a **single quote** is accepted.

Brain in Hand University Edition (DSA Renewal Package)

Subsequent years' subscriptions will be renewed annually (only if usage is evident)

Please indicate the **anticipated final year of study** within the Needs Assessment Report.

Brain in Hand will manage the renewal process direct, with the student and funding body.

£595 +VAT = **£714**

Find out more

There are a number of ways in which you can get a better understanding of Brain in Hand.

- ✓ Bookmark www.braininhand.co.uk/needs-assessors to view **step-by-step guides** to making DSA recommendations.
- ✓ Visit www.braininhand.co.uk/webinar/ to join a webinar, book an online awareness session for your team or schedule a visit or a CPD workshop with your local Brain in Hand Regional Engagement Specialist.

To find out more or **request a quote** please visit www.braininhand.co.uk/needs-assessors
call us on 01392 247 909 or email DSA@braininhand.co.uk