

## ***Power Wheelchairs -- Markets Reach \$2.4 Billion By 2022***

LEXINGTON, Massachusetts (May 22, 2016) – WinterGreen Research announces that it has published a new study *Power Wheelchairs and Personal Mobility: Market Shares, Strategy, and Forecasts, Worldwide, 2016 to 2022*. The 2016 study has 627 pages, 350 tables and figures. Worldwide Power Wheelchairs and Personal Mobility markets are poised to achieve significant growth because the devices provide mobility and significant health benefits for users.

The power wheelchair mobile platform is modular, integrating various components. Modular systems are developed in the context of consideration of probable specifications for the interaction of system components. Power wheelchairs are used to make people who have difficulty walking independently mobile.

The power wheelchair systems are characterized by front wheel drive, center wheel drive, and rear wheel drive, accommodating demand for different driving handling characteristics under different conditions. Vendors provide power wheelchairs that are used in indoor and outdoor environments. Designs take into consideration users with mild, moderate, and severe mobility restrictions. Users come from both the disabled and older age groups.

The core of a mobile platform is an integration system that supports adapting to numerous requirements. Modules implement payload, safety, and automatic docking. A power wheelchair platform is a combination of existing technology and autonomous robotic software. Mid IR sensor systems provide new monitoring capability. Movement sensor systems depend on microprocessor technology and specialized operating systems. Real time software is providing increased functionality for power wheelchairs.

According to Susan Eustis, lead author of the study, “Reimbursement drives power wheelchair markets.” As people and governments pay for medical insurance more money is available for medical treatment and equipment.



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Reimbursement pressures persist in the U.S. market. Some customers are beginning to directly source select lifestyle products to secure a low-cost advantage. Increasing market share has been achieved by providing value to the customers. Suspension systems, skin protection, quality, performance, durability, and clinical benefits are issues for patients.

The technical expertise of the sales force, the effectiveness of the distribution system, the strength of the dealers, and the availability of prompt and reliable service for products are issues that need to be addressed to achieve competitive advantage.

Invacare leads the market

The government provides people over age 65 with medical insurance in the US. In many parts of the developed world, there is complete medical coverage provided by the government, though working people tend to supplement government coverage with medical insurance. Power wheelchair users may be eligible to receive a power chair at little to no cost. Vendors research the qualifications and negotiate the payments for many potential power wheelchair users.

As the population ages, people are more frail and need assistance for mobility. Hospital and homecare wheelchair technology is evolving to give people with disabilities more mobility. Mobility depends on a wheelchair that is fit to purpose. Are people going to move themselves? Are they going to be inside or outside? Is the wheelchair used for traveling by car? Many issues impact the choice of a wheelchair, including cost and reimbursement availability.

Power wheelchair markets are poised to create the ability for people to get more exercise and impact the healthcare delivery industry. By encouraging mobility of people who were previously bed ridden, the quality of life rises significantly. Wheelchairs impact care delivery, permitting the patient to control mobility for the rehabilitation efforts. Power wheel chairs give patients the ability to control movement.

Transport power wheelchairs are used for permitting patients to go from home by auto to another place. Patients and family gain more control over care delivery with the availability of rehabilitation and travel with power transport wheelchairs. Care can be delivered in familiar settings.



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Power wheelchair markets at \$1.5 billion in 2015 are anticipated to reach \$2.4 billion in 2022. Market growth comes in large part from demand for mobility from people who might otherwise be bedridden. The aging of the population is creating a growing pool of people that need power wheelchairs.

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WinterGreen Research supports various market segment programs; provides trusted technical services to the marketing departments. It carries out accurate market share and forecast analysis services for a range of commercial and government customers globally. These are all vital market research support solutions requiring trust and integrity.



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