

# ASSISTIVE PRODUCTS MARKET REPORT 2024

## OVERVIEW

Market failures prevent almost one billion people from accessing the assistive products they need. Information asymmetry – lack of access to reliable information about product offerings, quality, reference prices - is a critical market failure that governments and procurement agencies, across low- and middle-income countries, face in buying or supplying access to assistive products.

The Assistive Products Market Report 2024, launched by ATscale, the Global Partnership for Assistive Technology, and the Clinton Health Access Initiative (CHAI), aims to address information asymmetry by presenting a one-stop guide that provides information on the availability of assistive products, including their technical specifications, prices, and key manufacturers.

## WHAT DOES THE REPORT COVER?

This report focuses on five priority assistive products and offers key market insights and visibility into the supplier landscape and product offerings. Products included are:

- **Digital assistive technology:** Augmentative and alternative communication, screen readers, and smartphones)
- **Eyeglasses**
- **Hearing aids**
- **Prostheses**
- **Wheelchairs**

Each product has its dedicated section in the report, providing market context, recommended technical specifications and quality certifications, supplier landscape, and indicative pricing. The Annex features a product catalogue, highlighting active companies and products available in low-and middle-income countries.

## WHO IS THE REPORT FOR, AND HOW IS IT TO BE USED?

- **Governments and procurement agencies in low- and middle-income countries:** Use the report to inform procurement options.
- **Assistive technology donors and funding agencies:** Use the market insights to better assess need and strategize investment in this space.
- **Policymakers in the field of assistive technology:** Use the report findings to identify market needs and shape policies to bridge the demand gap.

## WHAT TO EXPECT NEXT?

- **An online product catalogue** (To be available online before the end of 2024): A digital platform to enhance accessibility of product catalogue for assistive products.
- **Next edition of the report** (To be published by the end of 2024): Offering insights into market demand, innovation, and price markups for assistive products across LMICs.

## HOW TO CONNECT WITH US?

We welcome feedback and suggestions for the report. Your contributions will be invaluable for enriching this resource for all stakeholders. We also encourage suppliers and industry experts to share product information available in low-and middle-income countries and market insights that can be highlighted through these reports.

Write to us at [rgautam@clintonhealthaccess.org](mailto:rgautam@clintonhealthaccess.org)

Find out more in the  
**Assistive Products Market Report**



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