Spring 2020 New Unitron Product and Technology Training

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- [Sandie] Okay, welcome, everyone. It's the top of the hour here. We are going to start this exciting launch that we have for a new platform and new product portfolio. Before we start, a few housekeeping items. There will be a Q and A box that you can type in your questions. I will try my best to answer them as we go here if we have time. So this will be one hour. So welcome, everyone. Welcome to this presentation. Good morning, good afternoon. It depends on what time zone we're in, right? So we are going to talk about our exciting new platform and new product portfolio with Discover Next. My name is Sandie Jotrina Dela Cruz, Senior Regional Trainer for the Southwest Region. So what is next?

So learning outcomes today will be to summarize the benefit of Unitron's newest technology and be able to demonstrate how to advance performance. And how we can provide easy first fit. We want you to outline new performance innovation that helps patients move from sound to words to meaning. Define multitude of wireless protocols and how the new updates can provide a more exceptional connectivity experience. Identify new accessories and new profiles that could benefit from them. Communication is about more than just words. It's about the meaning beyond the words. The emotion behind the words. When clients come into your office they're usually missing out on hearing words in conversation to the point that they finally decide to do something about it. What they don't know is that they were missing even more than that. Right now, we are excited to share with you how Discover Next can help your client move beyond words.

So let me ask a few questions. What if you could hear more than just sounds and words? How about provide sleek hearing instruments with all day comfort? Offer long lasting rechargeables with proven Lithium-ion technology? Fit easier, faster and with more accuracy? Deliver easy connection to all kinds of favorite tech? Ensure great care continues in the real world or differentiate your practice from the competition? With

Discover Next you can do all that and more. SoundCore, the engine that drives the performance of Discover Next now incorporates two compelling new features. SoundCore is all about getting to the heart of the conversation. And you can move people in more ways than one with Moxi Move R our smallest rechargeable, receiver in the canal. It is the newest member of a family of stylish products several of which employ proven Lithium-ion rechargeable technology. And Discover Next products will make a great first impression thanks to our fast and unique first fit approach. All Discover Next instruments benefit from SWORD 3.0 wireless chip for truly hands-free made-for-all connectivity now supporting pairing two phones or other Bluetooth devices, like tablets. Patient control and interactions in the real-world just got even better with a new three band equalizer in the app, as well as, a coach function to facilitate device management as new patients transition to amplification. And all this and more is wrapped up in our exclusive FLEX experience which offers you the chance to really differentiate yourself from the competition. We are excited to share all this news with you today.

In particular, the newest element we want to highlight are two compelling, unique features within SoundCore to address ability to hear in both quiet and noisy environments. Soft speech lift for quiet conversations and Spectral Speech a new fourth dimension of Speech Pro to manage even the most challenging environments better than ever. And Moxi Move R our smallest rechargeable receiver in the canal, with proven Lithium-ion technology that lasts all day. Which, of course, are made for all connectivity providing hands-free phone calls and streaming from Android and iOS devices. So let's get back to the expression move beyond words. What do we mean by this? Audibility is the awareness of sound. Intelligibility is the understanding of words. Obviously, both of these are fundamental to what we do and we continue to innovate in these areas. But, we want to go beyond both of these to help your patients capture the deeper meaning in a conversation. And that's what we deliver with Discover Next. Whether it's a quiet conversation with a loved one or a loud, exciting event, Discover

Next gives your client more than just the words. It gives them the subtle nuances of speech that give the words deeper meaning, because it's not just what you say, it's how you say it that counts.

Let's take a closer look at meaning and what things contribute to it. The first thing that is important is who is speaking. The second part, which is related to the first, is where this speech is coming from and which helps you determine who is talking. Intonation is the third element that allows you to know more information about how someone wants you to take the words they are saying. And, of course, the emotion is critical to really get to the deeper meaning of what is being said. Let's begin with who and where, particularly in more complex environments knowing where someone is obviously contributing to knowing who is speaking and understanding the intention of what is being said. So, just looking at someone what auditory cues do our brain use to identify the who? Do you remember our class in psychoacoustics? Remember learning about fundamental frequencies, harmonics, formants? This slide shows an example of the same person saying three different vowel sounds. Sounds like these vowels have a fundamental frequency and they have a second and third and possibly more formants which are quite different and help to differentiate the sounds. In this example, the EE and OO vowel have very similar fundamentals. But the second and third formants are quite different. Also note, that these formants are substantially softer than the fundamental. You need to be listening to the audible so you can tell the difference between peel and pool.

All right, even more to this is formants are not static, they change over time. Which is easier to see using a spectrogram. Here you can see spectrograms for two speakers saying one with a high-pitched voice and the other with a low-pitched voice the words hot, hat and hit. The initial and final consonants are the same, but the vowels are different. The fundamental frequencies do not really change in time. They stay at a constant frequency. However, the second and third formants are noticeably different

across time. The formants change or move. These formant frequency dynamics have been shown to provide additional speakers specific information to determine who is talking. The second and third formants are not just used by humans to determine who is talking. In fact, they are used by speaker recognition software, for example, Siri or Google Voice and speaker recognitions like Google Home or Alexa. It is also important to clearly hear the intonation. For example, if someone is making a statement or asking a question. I have actually three sound files here of different intonations of someone speaking, your going on vacation next week and I want you to hear that.

- [Man] You're going on vacation next week?

- [Sandie] Okay, there was a little bit of technical difficulty there. Let's see here if we can play that again.

- [Man] You're going on vacation next week?

- [Sandie] There you go. That's the first one. The second one will be.

- [Man] You're going on vacation next week.

- [Sandie] There, the third one.

- [Man] You're going on next week.

- [Sandie] So as you can see, the rise or fall of an utterance is a key element in conveying the intended meaning. A rise at the end usually indicates a question and how given words in a sentence are emphasized and adds more information. Saying the same words with different intonation, can completely change the meaning. And this would also impact how you react to it. Finally, it's very important to hear the emotion in

the words. As we mentioned earlier, people with hearing loss struggle to hear the emotion in the speech. There is promising emerging research in this area. This was an external study done by Oldenburg and we are hoping to see future validations of this information. The explosion of emojis actually illustrates just how important emotional nuances are to understanding intended meaning. In speech, the subtle nuances are important in recognizing the underlying emotion in speech. For new users in particular, before they can start hearing and using that deeper meaning provided by SoundCore they need to accept and grow accustomed to the amplified sound. A great first sound impression and a smooth and quick transition to amplifications are very important. With Discover we introduce a new first fit frequency response integrated into the automatic adaptation manager. This will be discussed more in-depth in our AO TrueFit which will be on March 17th, Monday. I wanna make sure, yeah, that will be on March 16th, I'm sorry, March 16th, Monday for our AudiologyOnline TrueFit. Field trial results found that 83% of new wearers were impressed by the initial sound quality in the first appointment. Here are a few quotes of how our hearing care providers around the country have success with our first fit approach. In Spain, we practically, do not have to touch it. It is easy. It is comfortable, clear, like normal. With Discover Next that great first impression transitions quickly to high performance in all types of listening environments. SoundCore is actually much more than a feature it is an integrated system that encompasses a number of subcomponents. So in the next slide, we will be watching a video explaining the key features of SoundCore.

- [Narrator] Highly intelligent signal processing system that lives inside our hearing aids on the Discover Next platform enabling a truly exceptional hearing experience. SoundCore is made up of four powerful features. SoundNav 3.0, Sound Conductor, Spatial Awareness and SpeechPro. Working together they help people hear more clearly, comfortably and naturally in every conversation, in every environment. SoundNav 3.0 is the foundation of SoundCore. We've been using machine learning, a branch of artificial intelligence to train SoundNav to think like a human for over a

decade and nobody does it better than us. When sounds enter the hearing aids, SoundNav intelligently classifies them into seven key listening environments; quiet, conversation and quiet, conversation in a small group, conversation in a crowd, conversation in noise, noise and music. SoundNav dynamically blends these environments to create thousands of possible combinations. It seamlessly adjusts to life's ever changing soundscapes.

- [Woman] Hey, nice to see you.

- [Narrator] When SoundNav identifies music, the system switches to a dedicated music program, optimized to make music sound amazing. And now with MediaNav, stream content like music or podcasts from any device directly into both hearing aids. MediaNav classifies the signal as music or speech and adjusts the sound accordingly. With a precise and accurate classification provided by SoundNav, SoundCore can always apply the right signal processing for its environment ensuring the best listening experience in every situation. Once SoundCore knows what environment it's in, Sound Conductor uses that information to dynamically balance three features to achieve clear speech, reduce noise and overall sound quality and comfort. Speech enhancement makes it easier to hear people when they're talking by increasing the volume of their voices.

- [Woman] And there were hardly any other people around, was really nice.

- [Narrator] Soft Speech Lift is able to provide an added boost to the voices of people speaking softly in quiet environments.

- [Child] Little princess who lived in a castle.

- [Narrator] Noise reduction makes listening more comfortable by decreasing the volume of distracting background noises of all kinds.

- [Man] I think it would be really great for the kids to have a dog in the house.

- [Narrator] Directionality helps separate speech from noise and identify where sounds are coming from.

- [Woman] There're some really suspenseful parts. I seriously couldn't put it down.

- [Narrator] Our two most advanced directional features are Spatial Awareness and SpeechPro. The synergy within Sound Conductor creates a comfortable natural listening experience with clearer speech in every conversation. SoundCore uses Spatial Awareness in quieter environments to put sounds in their place in space. People use the difference between when and how loudly sounds enter their ears to know where these sounds are coming from. By the way, have you seen my keys?

- [Narrator] With most hearing aids these crucial cues are lost making it hard to localize sounds. They're not there.

- [Narrator] Spatial Awareness brings back these natural cues with an innovative four microphone strategy. The result? Sounds are acoustically separated and perceived in their accurate locations, providing a more realistic sound experience. At the heart of better hearing is SpeechPro our most advanced feature. SoundCore uses it to help understand speech and know where it's coming from in the most challenging environments. SpeechPro uses a four part strategy. First, Speech Locator uses the microphones from both hearing aids to figure out where speech is coming from and continuously provides that information to Speech Focus, Spatial Speech and Spectral Speech. Then Speech Focus directs the focal area toward the speech.

- [Man] Why not go to Spain in November?

- [Narrator] Dynamically adjusting depending on where it's coming from. Spatial Speech reintroduces localization cues by adjusting the level of amplification in each ear. This means we can give back subtle cues that have never been available in directional microphone systems before.

- [Man] The best stop on our trip was Bonavo.

- [Narrator] Finally, Spectral Speech creates even further contrast between speech and noise.

- [Man] Huge fireworks display in the evening.

- [Narrator] With SpeechPro we're able to separate speech from noise without negatively impacting binaural cues, giving fantastic speech understanding in nosy situations and maintaining a natural hearing experience. So, SoundNav 3.0 identifies the soundscape, Sound Conductor balances speech, noise and directionality with Spatial Awareness and SpeechPro making hearing enjoyable in all kinds of environments. Together they form SoundCore a remarkably intelligent system that cuts through the noise so words are better understood and emotional nuances in conversation are easier to perceive helping you hear what matters. Wherever life brings you, you'll love the experience.

- [Sandie] All right, while my presentation is loading here I just want to remind everyone that we actually have a Q and A box... We have a Q and A box. if you have any questions, I am happy to answer them. All right. So I just wanna point out a few key things here that SoundNav has about 3,712 unique possible blended environments. So

with that seven automatic programs we have we can create 3,711 blended environments, plus music, 'cause music does not blend. Also I want you guys to take note that there was a study done by the University of South Florida that is comparing our classification system to young normal listeners. And Unitron, our classifier system has the accuracy of a young, normal hearing listener. So why is such an extensive and accurate classification system needed? Because no two situations are alike and the listening needs and objectives can vary a lot between quiet and noisy situations. So accurate classification of these different types of situations enables the hearing instrument to be adjusted in an optimized way for each scenario.

So what we're going to talk about is we're going to talk about quiet conversations first. How does the SoundCore system manage quieter environments? After the appropriate environment for environment blend is determined by SoundNav, Sound Conductor optimizes the performance for that environment. Speech enhancement, noise reduction and the appropriate microphone strategy which is Spatial Awareness. Spatial Awareness brings back these natural cues using information from the four microphone network of a binaural fitting to apply targeted asymmetric directivity variably across the frequency range. This preserves important head related transfer function cues needed to externalize sounds and accurately locate them in space. So sounds are externalized, acoustically separated and perceived in their accurate locations providing a more realistic sound experience. So this is one of the newest features that we have. With Discover Next platform, we have been able to leverage optimization of our speech detectors to further expand our ability to boost subtle nuances of speech, including details like formants.

So now, we are pleased to introduce a compelling new innovation to further enhance listening and understanding in quieter environments. Introducing Soft speech lift. So similar to Spatial Awareness, Soft speech lift is only active in relevant SoundNav environments. It is on by default for quiet and conversation in quiet environments. So

when SoundNav identifies these environments or blends them with others, such as conversations in a small group, Soft speech lift now supplements other components of the Sound Conductor to bring in even more emphasis to the subtle nuances of speech. In particular, Soft speech lift works on soft speech sound below about 55 dBSBL. So this is helpful for women's or children's softer voices. Soft speech lift is also available on by default for two relevant manual programs, place of worship, acoustic telephone or manual quiet or conversation in quiet programs. So, here's a simple illustration. If a client were to tell you they can't hear quiet conversations, we might be tempted to increase gain for soft sounds. But remember, quiet environments are not absent for all noise. So the catch is you will be increasing gain for all soft sounds, including low level noises like sounds of refrigerators, fans or keyboard typing. This is a compromise. You have to put up with hearing other soft sounds that you really don't want to hear, in order to get more of that soft speech.

But now, with Discover Next you do not have to compromise. With Soft speech lift, it is designed to increase speech without increasing those other sounds. So the next slide is a illustration here. Here is the speech envelope for the phrase, the orchard on the slope, spoken by a female voice at 55 dBSBL recorded on KEMAR. Now you can see the same speech envelope overlapped on top of the same phrase recorded with Soft speech lift on. In gray you can see the result without Soft speech lift, in cyan additional energy provided by Soft speech lift is clearly visible. You should also notice how in the gaps between the vocalized words there is essentially no difference in the vary low level noise. So you can see the reality of the previous slide showing how Soft speech lift really does lift soft speech, not the noise. So despite the name Soft speech lift, it is actually relevant for more than just soft speech. Average speech has components that are soft as well. Remember our previous discussion about formants and harmonics. They are still part of average and even louder speech and these softer cues contribute to key information to the deeper meaning. So SoundCore adds meaning to the

situation quiet environments thanks to Sound Conductor and also including Spatial Awareness and with our new Soft speech lift.

But what about those noisy environments? These are the situations where hearing aid wearers struggle the most. SoundCore contributes to the deeper meaning even in the most challenging soundscape. When noisy situations are classified, after an appropriate program is set by SoundNav, Sound Conductor optimizes performance as well. But these situations Spatial Awareness is not active, because the directional system is now being steered by SpeechPro and overall levels are loud enough that speech lift is also not active. So in these difficult situations we have an additional function, our fourth dimension called Spectral Speech. SpeechPro is our most advanced speech feature. SoundCore uses it to help wearers understand speech and know where it's coming from in the most challenging conversation environments. When a conversation is occurring in difficult background noise, SpeechPro employs a four part strategy to manage the challenge. So you can see all the four parts; Speech Locators, Speech Focus, Spatial Speech and the new Spectral Speech. It begins with knowing the location of speech. We call the ability of Speech Locator leveraging our binaural network of four microphones. We can quickly and accurately identify where the speech is coming from. Once we know the location of speech, the second step is to separate speech from noise. We call this Speech Focus. Here you can see illustrations of the beamforming applied in different directions depending on the detection of speech target. First speech from the front, the focus is aggressively to the front for maximum reduction of competing noise. For the speech from the back a directional pattern to the back is applied but is not as aggressive as to the front. So awareness of sounds from other directions is still provided. For speech from the side an asymmetric directional pattern is applied. In TrueFit you will also see the term Fixed Wide Directional together with SpeechPro. If or when no speech target is detected, a not too aggressive Fixed Wide Directional pattern is applied. This is really only momentary transitional state that is rarely active in conversation settings. Since as

soon as Speech Locator identifies the location of the speaker, the appropriate focus and the direction is applied.

So the third part to SpeechPro is Spatial Speech. As soon as you turn on directionality you lose localization cues, especially in the high frequencies. We know these are important for understanding where the talker is located which helps us provide context and meaning to a conversation. With Spatial Speech we are able to dynamically preserve the localization by applying frequency specific gain adjustments according to the speech direction. As Speech Focus moves the directional beam from front, back or side, Spatial Speech is able to dynamically keep up with the changes to ensure speech is in its right place in a noisy situation. Last, but not the least, the newest feature that we have added to SpeechPro. So similar to how Spatial Speech gain offset corresponding to identify directional speakers, SpeechPro now also steers speech enhancement and overall noise level in that direction as well. This is Spectral Speech. When speech is coming from the front, Spectral Speech applies additional symmetrical speech enhancement together with overall noise reduction to provide contrast between the speech and surrounding sound. Similarly, okay, when the speech is from the back, symmetrical speech enhancement is applied to the speech with an overall noise level reduction to boost speech or noise contrast. And for either side, asymmetric speech enhancement is applied providing additional emphasis to speech on the side. Of course, all of this happens automatically with no user action required other than entering and enjoying even noisy and challenging environments. So thanks to SpeechPro, SoundCore adds meaning in even the most challenging listening environments like parties, traffic, family gatherings. This is very exciting to be able to offer such compelling intelligent technology that goes beyond just providing audibility and even speech understanding. The engine driving performance of Discover Next goes further to provide the subtle nuances of speech needed to get to the deeper meaning at the heart of the conversation in all types of sound environments. All that

impressive signal processing technology is packaged in the Discover Next portfolio of beautiful, stylish products that will move you and your clients in more ways than one.

So the next thing that I will be discussing is our product portfolio. So again, I just wanna remind you guys we do have that Q and A box. Any question I am happy to answer. Moxi Move R joins the rest of our Discover Next styles. From left to right we start with our three rechargeable options. Stride P R is for clients who are suited for a behind the ear fitting combined with Lithium-ion rechargeability. Moxi Jump R T for clients who want all the connectivity options available, including Telecoil. Moxi Move R for clients who want a small receiver and the canal device with Lithium-ion. Moxi Fit for clients who want a 312 standard battery receiver in the canal.

As I've said, we are excited to introduce to you guys our newest addition Moxi Move Rs our smallest, Lithium-ion rechargeable RIC which is only one millimeters thicker than our Moxi Fit 312 battery. And all of these four factors come in our selection of eight designer colors to compliment any hair or skin tone beautifully. Our rechargeable solutions provide all day hearing. Moxi Move R uses a slightly updated version of the same charger as the Moxi Jump R T. So the LED indicators and other charging behaviors are the same as what our patients have already come to love. So this is just one of our field trials who has experienced the hearing aid. I loved that I could recharge my hearing aids every night and every day my hearing aids were recharged and lasted all day long. I loved not having batteries. All the Discover Next devices feature our SWORD 3.0 wireless chip. SWORD 3.0 is the only wireless chip in the industry that provides options for both Android and Apple iOS users. That is still not possible with the current MFI hearing aids from our biggest competitors. SWORD 3.0 is the only chip in the industry with six protocols and I'm going to show you guys right here.

Okay, so we are going to take a deep dive on these different protocols here. So the first protocol will be for our truly hands-free. That would be our Bluetooth Classic

hands-free profile protocol. It's made for all phones. Phone calls can be connected to both, well, phone calls can be heard through both ears. It's truly hands-free. It's a two-way protocol, meaning microphones in the hearing instruments pick up the wearer's voice. For streaming stereo music and media directly to hearing aids, Discover Next products uses Bluetooth Classic A2DP. While streaming clients can adjust the balance between media volume and environmental sound using the multifunction button on either hearing aid or they can use the Remote Plus app or remote control. And this is the newest addition that we have done. With Discover Next you can now pair to two phones or other Bluetooth devices like tablets. For streamed audio, MediaNav will automatically classify the signal as music or speech and adjust the volume accordingly. Easy transmission and this is employed using our Bluetooth Low Energy.

I want to introduce you guys one of our newest solutions in the next page which is the remote control. We have completely redesigned the remote control that gives clients ability to easily and discretely make simple adjustments to volume or program changes. I want you to note that the battery on this remote control is almost similar to a watch battery. So how to pair this? It's very easy. It's done outside the software. You just have to press on that plus sign, turn on that switch and then it will be on pair mode for three minutes. You will be actually seeing a blinking light. Then when it turns solid green for five seconds that will indicate the pairing is successful. The next is our Remote Plus app. Now we have added a few key things here. Standard, we have the ability to change programs, control volumes, watch how-to videos, balance between media environment. We also have that tinnitus masker adjustment. And they can also submit ratings on their hearing experience. But this is what is available for Discover Next. We are introducing a three band equalizer in the remote control app. The patient can make independent changes to the sound of automatic program or also streaming programs like Bluetooth Streaming and TV Connector. Changes to the SoundNav automatic program will apply across all the environments. The equalizer allows to

adjust bass, treble and mid. There are also three preset options that will allow your patients to quickly adjust the equalizer. And when they've made those changes there will be an icon on the main screen, which, there you go. The icon on the main screen will be highlighted so your patients are aware that changes made by your patients will be visible to you in the TrueFit app. You can access the same equalizer controls in the TrueFit and adjust them as needed. All changes will remain even if they turn the hearing aids on or off. That will not reset back. So again, these will be discussed on our AO TrueFit that will be on March 16, Monday, 12, oh sorry, 12 Eastern time. Very exciting update also.

We have a simplified view of a Log-It-All for your patients. They are able to see the percent of time they've spent in quiet conversations, noisy conversations or other situations. And when they click that More Information tab, they will see an explanation of each of the group meanings. Another great addition is Coach. Coach uses insights data like usage, ratings and overall satisfaction to analyze the user's performance. Based on the information, it will send regular notifications to your client with meaningful and relevant instructions pertaining to hearing aid management. It will also provide encouragement to clients so often needed for just the first few weeks of wearing new hearing aids. So, that covered all the Bluetooth protocol. Now let's take a look at the Sonova proprietary protocol. The Sonova protocol known as AirStream now has two uses, TV Connector and the new PartnerMic. This is our newest solution. The PartnerMic is designed for environments where clients want to be able to hear a single speaker in loud noise or at a distance. PartnerMic is worn by the speaker using the built-in clip on the back or a lanyard. The speaker's voice will be transmitted into the patient's hearing aids from about 80 feet away. For optimal performance the PartnerMic should be positioned within eight inches of the speaker's voice. The volume of the stream signal from the PartnerMic can be adjusted using the multifunction button of the hearing aid or using the remote control or Remote Plus app. Connecting is so simple. It's not done also in the software, just place the PartnerMic close to the

hearing instruments and then press on the connect buttons. The hearing instrument should be four inches away and you just need to press that connect tab and there you go. AirStream is also used for our TV Connector.

And the newest addition to Discover Next is that it can now be paired to two TV Connectors. This is the same TV Connector that will enable you to broadcast to multiple hearing aids within 15 meters. It supports Dolby Stereo Surround signals. While streaming, clients can adjust balance between the TV volume and the environment using the remote control or the Remote Plus app or the multifunction buttons on the hearing aids. MediaNav also classifies stream signal for music or speech and optimizes media stream from the TV Connector. The Sonova binaural protocol is also available in Discover Next. The SWORD chip is the only wireless platform in the industry that can stream full bandwidth between audio between the two hearing aids using 2.4 gigahertz. It is used for Binaural Phone and for our DuoLink which synchronizes functions binaurally for our different binaural functions.

Proven performance in noise, our Discover Next products have RogerDirect. So they are compatible directly with Roger transmitters. There is no need for audio-shoes or external receivers. This proprietary Sonova protocol is the industry leading solution for noise at a distance. Hearing aids provide the benefit when the speaker is within five feet of the listener. This is referred to as near-field. When noise is introduced to the listening environment hearing aids apply directional mic technology to providing increased signal to noise ratio, optimizing speech intelligibility. As soon as noise increases, the distance between the listener and the speaker becomes greater additional microphones like PartnerMic or Roger are needed to maintain speech intelligibility and understanding while overcoming distance or noise. The larger distance is referred to as far-field. So these are just a few examples of Roger microphones that you can use with our hearing aids.

Here again, is a review of the supplemental solutions available for all Discover Next products. All these convenient options further contribute to getting the deeper meaning of conversation, all types, phone calls, media and situations with extreme noise at large distances. So whether you add an additional accessory to the fitting or you use the hearing instruments with their built-in capabilities, you hear sounds clearly, you have increased intelligibility in words and since these capabilities are so easy to use, your clients can focus on meaning of the words without being distracted by the technology. Thanks to our SWORD 3.0 your clients can move beyond the words. So our FLEX experience revolutionizes the hearing care journey by allowing clients to try hearing instruments in places where they spend time with no financial commitment. It starts with great products based on award-winning designs and hearing performance that delivers natural sound. When your clients get to take these great sounding products home for trial or real-world assessment that extends the hearing assessment outside of your clinic and in the places where they live, they get to experience how hearing instruments perform in their day-to-day lives. They listen, you learn. It doesn't get more personal than that. During the assessment, the hearing instrument collects invaluable insights about your patient's listening needs, usage. Traditional data logging tracks the time spent in each program, wearing time and volume adjustment. While Log-It-All tracks the amount of time spent in each of our seven listening environment. At the end, the real-world assessment you'll have everything you need to have a meaningful, data-driven conversation about which technology level is right for your patient's unique needs. If data shows they don't need the highest technology, our unique, open platform approach provides your patients with peace of mind in their purchase if their hearing aid needs change in their future. You can easily upgrade the software to a higher available level. But experience is everything. We're redefining what hearing care looks like for you and your patients to help you every day. And we're doing this with a connected network of products, technologies and programs that work together to revolutionize the entire hearing care experience. It makes the buying of hearing aids process flexible, empowering and easy.

So in summary, I'm actually going to show you some key points here. So here is at a glance what different channels, what are the key new, okay those bars were moved, so I apologize. So the key features that we have added, please remember, our Soft speech lift that will activate in much more quieter environments. Helps you hear in quieter environments. And then next we have Spectral Speech right there. Okay, Spectral Speech is our newest addition to SpeechPro that provides better contrast between speech and noise in very challenging environments. And last, but not the least, fine tuning channels. If you look at Discover Three and Five. Yes, our Discover Three now has 12 channels and our Discover Next Five has about 14 channels. All right, very exciting. A lot of great features. The next, let's see here. The next slide, so I'm going to highlight, again, all those new features that we have added. Remember our hearing aids is made for all connectivity; Android, iOS, anything that has a Bluetooth Classic 4.2 protocol. It is rechargeable with a 24 hour wear, with 80 minutes of streaming. Now with Discover Next you can pair to two TV Connectors. We have a new remote control that uses the standard watch battery. We have a PartnerMic that allows them to hear better, clearly and understand some nuances of that speech. It can be as far as 80 feet away. We have our Remote Plus app that with a new equalizer, so they can change bass, treble or mids. And I wanna point out with the equalizer even if they turn the hearing aids off and on their settings will remain the same. You can also access the changes that they have made in the TrueFit section which will be discussed in our AO. Also, I wanna point out that our hearing aids have a RogerDirect compatibility. We have also added on our Remote Plus app is that we've added a client view for their Log-It-All system.

All right, Moxi Move R is one of our newest and smallest Lithium-ion rechargeable RIC. So, we are excited to present all of these new products, new platforms, new solutions that you can provide your patients. We have covered several important topics today. Discover Next truly delivers meaning beyond words. So I just shown a picture of you

guys. This is because I wanna plug our TrueFit AO and that will be on March 16, 12 Eastern time. You will get to see, we have tons of new elements on our TrueFit. So I encourage you guys to sign up for that. To sum it all up. We have incredible sound performance that helps people hear the deeper meaning in conversation. We have proven, Lithium rechargeable technology that lasts all day. Quick, easy, accurate first fits with sound that eases them in and keeps getting better. A sleek and comfortable family of products including our newest addition Moxi Move R. Hands-free phone calls, video calls and stereo streaming to both ears for all phones. And then we will help your patients master hearing instruments with Coach and our equalizer app and we'll provide insightful data that takes the guesswork out of the followup appointments. Real-world assessment and experience before the purchase with FLEX-TRIAL and then future proof hearing instruments with FLEX-UPGRADE. And be a game-changer with our FLEX experience and Discover Next.

We know we shared lots of information with you today. But the two key things we want to make sure you take home is SoundCore has two new compelling features. It will be Soft speech lift to allow your patients to hear better in those softer environments. And then Spectral Speech to allow your patients better contrast in challenging environments. And plus exclusive, made-for-all connectivities available in a range of stylish products including, our new Moxi Move R our smallest, receiver in the canal with proven Lithium-ion rechargeability. By helping people move beyond words, we are taking another big step in providing an experience you and your patents will really love.

So I have a question right here. Yeah, so the question, Peter, is there a marking on the case for the next model? This is a great question. There will be a marking. It will be DX on the spine. So great question. I will still stay on. Happy to answer any questions. We've also added a PDF version of this presentation. You can download it. Thank you, Nina. Thank you. All right, we have a few questions coming in. When will be the new software and products be available? So the products, the new Strive Discover Next P

R, the new Moxie Jump R T and then the Fit will be available March 23rd. But they're already taking orders for that. And for the TrueFit software, Marion, I know you're the one that's presenting this. That will be available--

- We are. Hi, everyone. I'm Marion Dellamonica another Regional Trainer with Unitron. We are anticipating the release of TrueFit Version 4.2 any moment. I don't have an exact date. But if you watch our TrueFit AudiologyOnline course on Monday, you will be able to see very easily how to know if the software is available for you and how to download that.

- [Sandie] All right, thank you very much, Marion. All right now, Pat said where do we get the PDF? It is under the Pod Share. Click on the title Cont Unitron and download the file. Also we have great white papers about all our features in our website. We are also happy to also provide that to you guys. So happy to. If you wanna reach out to us, my email is my name which will be found there which is sandie.delacruz@unitron.com. You can email me if you want all our white papers. Those are a lot of exciting stuff that will backup all the features that we have discussed today. I wanna thank you guys for your time. Thank you for attending today. It was great to have you all. We are truly excited about our new product line here, our new solutions, our new platform. So thank you, again.