The Future of Clinical Care: The Role of Products and Services



Mary Beth O'Sullivan Professional Education Manager

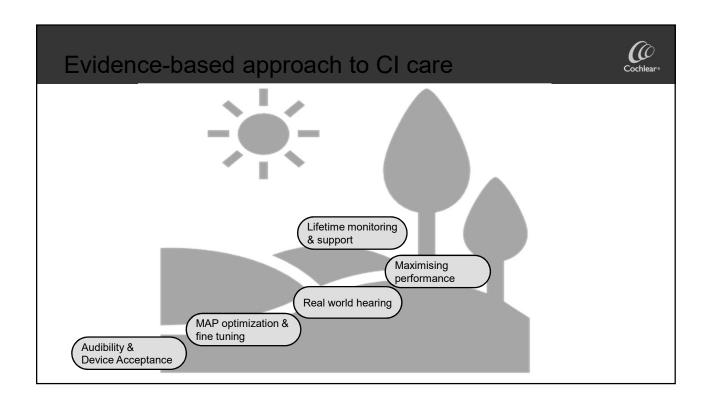
Natasha McDougald Product Manager, Sound Processors and Connectivity

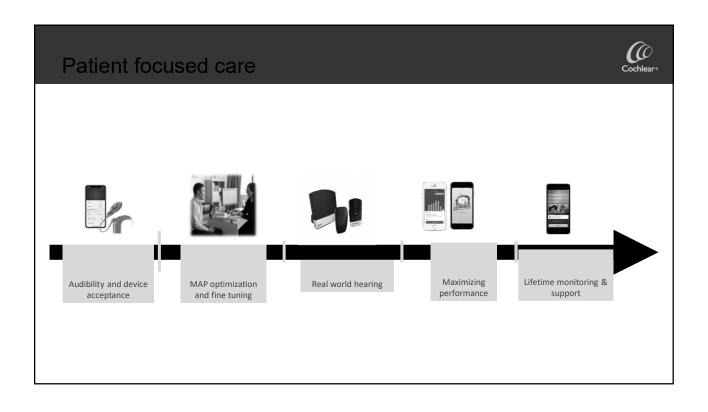


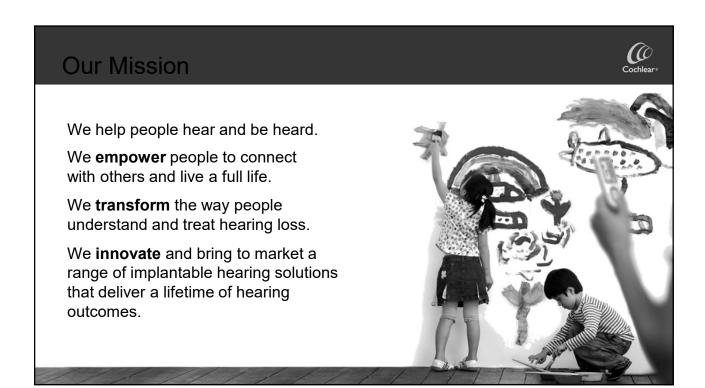
Learning Objectives



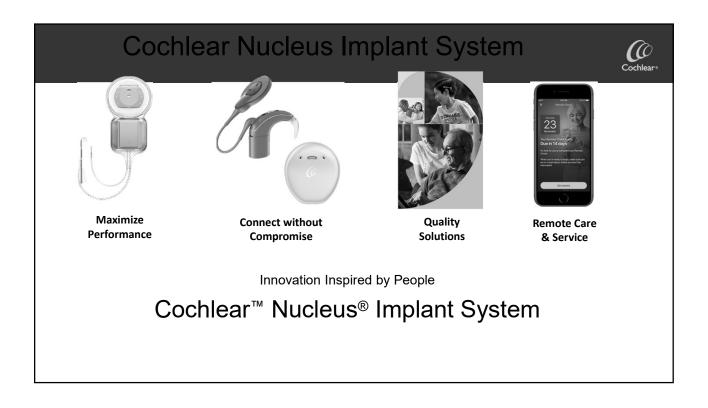
- Describe 3 features of the Nucleus® Processor Portfolio
- Name one accessory or tool to counsel patients on for maximizing performance
- Name 3 support services that Cochlear offers

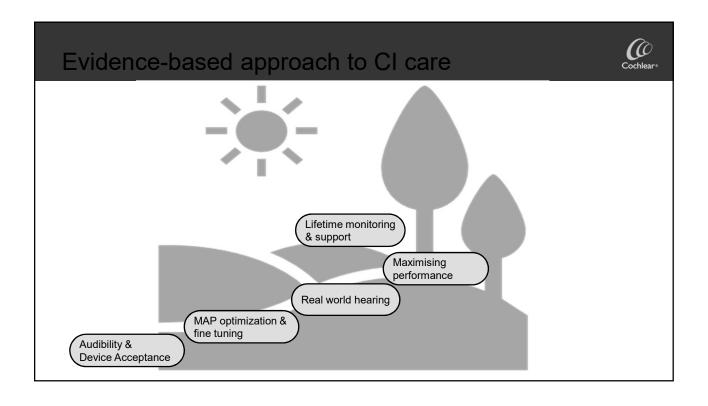


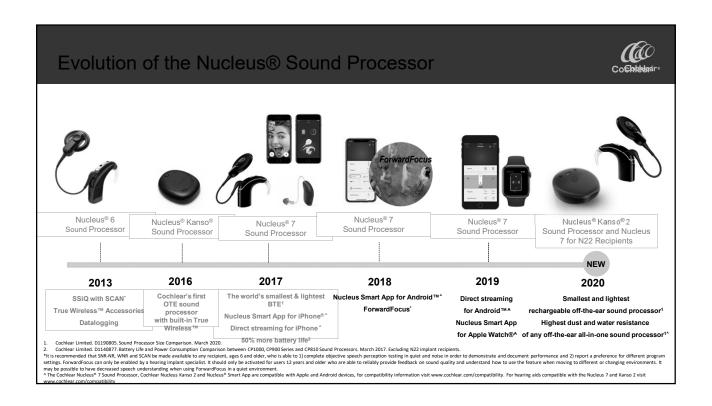




What do patients want? Hear Connect Reliable & Care when Better than with Durable & where Before others Products they need it









Nucleus® implant compatibility

INTERNAL USE ONLY

The Nucleus® 7 Sound Processor is compatible with the following implants:

- Cl600 Series: Cl612, Cl622, Cl624, Cl632
- CI500 Series: CI512, CI522, CI532, ABI541
- CI24RE/CI400 Series: CI24RE (CA), CI24RE (ST), CI422, CI24REH (Hybrid L24)
- N24 Series: Cl24R (ST), Cl24R (CS), Cl24R (CA), Cl24M, Cl11+11+2M (double array), ABI24M
- N22 Implant



Our smallest and lightest BTE¹ designed for comfort





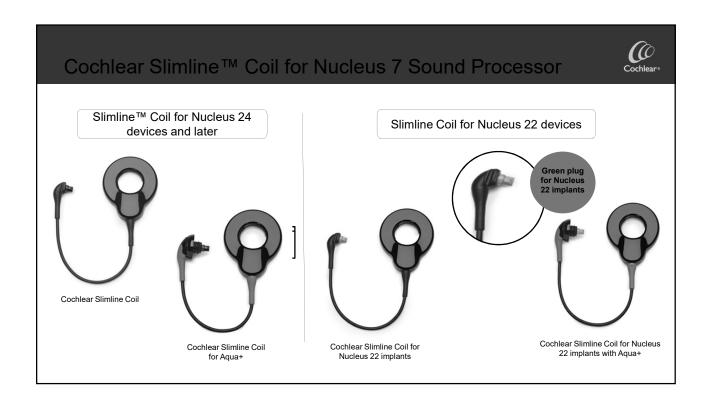


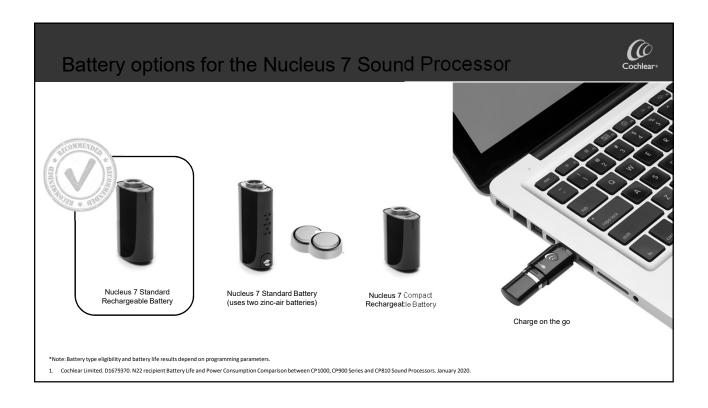


Coil Lengths	Magnet Strengths	
6 cm	½ M, ½ (I)	4 M, 4 (I)
8 cm	1 M, 1 (I)	5 M, 5 (I)
11 cm	2 M, 2 (I)	6 M
25 cm	3 M, 3 (I)	

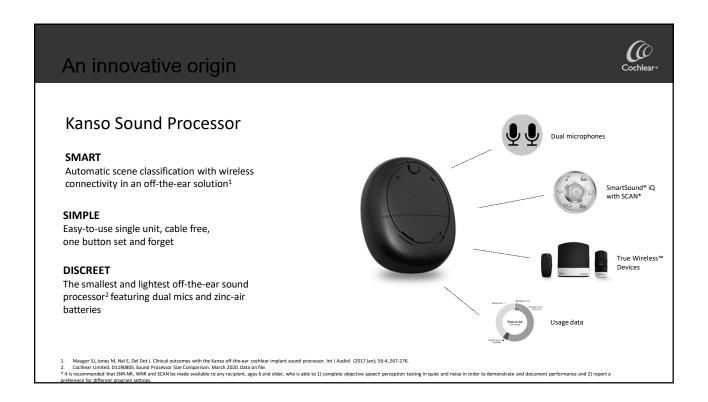
1. Cochlear Limited. D1190805. Sound Processor Size Comparison. March 2020











What did clinicians and new recipients say they liked about the Kanso Sound Processor?





Positive overall hearing performance

- √ 96% Patients¹
- √ 95% Clinicians²



Easy to use

- √ 92% Patients¹
- √ 92% Clinicians²



Comfortable

- √ 91% Patients¹
- √ 99% Clinicians²



- Majority of adult users rated Kanso Sound Processor highly for increased confidence³
- Parents and carers reported that school-aged children demonstrated increased device independence⁴



- Cochlear Limited. D1336982. Cochlear Kanso Evaluation Survey Recipients October 2017. November 2017. n=129. Data on file.

 Cochlear Limited. D1343943. Cochlear Kanso Evaluation Survey Clinicians December 2017. December 2017. n=165. Data on file.

 Cochlear Limited. D1072997. Acceptance of the CP950 processor with experienced CP910/CP90018T sound processor users. November 2016. n= 23. Data on file.

 Comfort and Listening Benefits of the Kanso Off-The-Ear Sound Processor in Children. Phillips 8., Plasmans A., & Dhooge I. Cochlear White Paper (2016). D1110229 ISSI NOV16

What product enhancements did clinicians and existing recipients suggest for future off-the-ear sound processors?





Batteries

- Rechargeable batteries are preferred.1-3
- Disposable batteries are fiddly and placing them is difficult.2



Microphone check

Unable to check the microphone sound quality.2



- Cochlear Limited. D1336982. Cochlear Kanso Evaluation Survey Recipients October 2017. November 2017. n= 129. Data on file.
 Cochlear Limited. D1343983. Cochlear Kanso Evaluation Survey Clinicians December 2017. December 2017. n= 155. Data on file.
 Cochlear Limited. D1072997. Acceptance of the CP950 processor witer Seprenced CP801/CP908 TES cound processor users. November 2016. Data on file.

Introducing....



Nucleus Kanso 2 Sound Processor

Smart has never been so simple.



19

Designed for ease of use and for hearing wherever life takes your patient





- Auto-on and button-free control
- Built-in rechargeable battery
- Wireless charging with built-in drying unit
- Portable Charger for on-the-go use*
- Variety of secure wearing options
- Highest dust and water resistance rating for an off-the-ear sound processor 1
- Kanso® 2 Aqua+ for added confidence in the water**

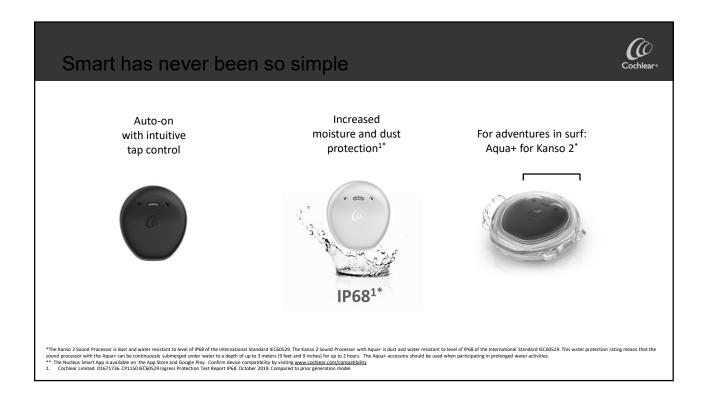
*Optional accessory

**The Kanso 2 Sound Processor is dust and water resistant to level of IP68 of the International Standard IEC60529. The Kanso 2 Sound Processor with Aqua+ is dust and water resistant to level of IP68 of the International Standard IEC60529. This water protection rating means that the sound processor with the Aqua+ can be continuously submerged under water to a depth of up to 3 meters (9 feet and 9 inches) for up to 2 hours. The Aqua+ accessory should be used when participating in prolonged water activities.

1. Cochlear Ltd. D1190805 Sound Processor Size Comparison. 2020; March. Data on file.

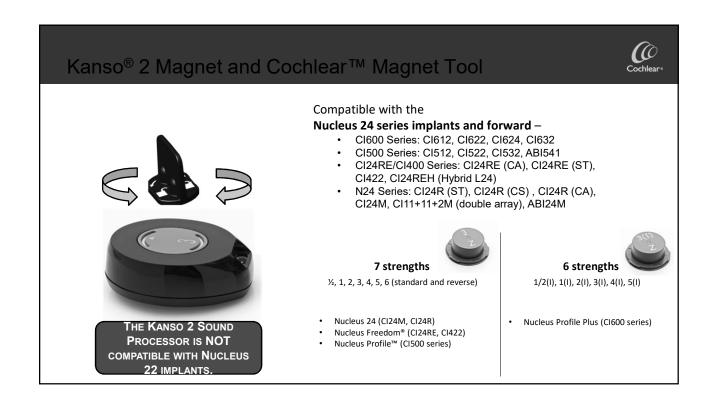
2. D1671736. CP1150 IEC60529 Ingress Protection Test Report IP68

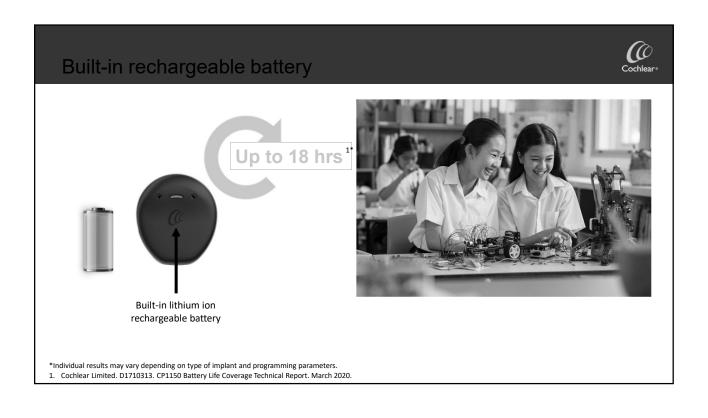
Smart has never been so simple Your patients can enjoy comfort and discretion with the smallest rechargeable off-the-ear cochlear implant sound processor.1 34 mm *Kanso 2 Sound Processor with lowest strength magnet 1. Cochlear Limited, D1190805, Sound Processor Size Comparison, March 2020, Data on file.

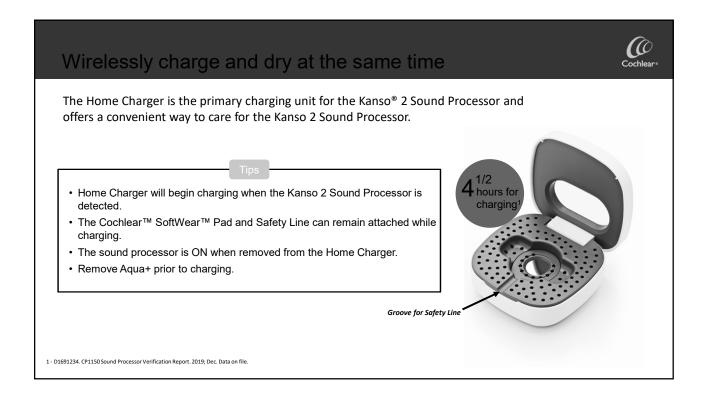


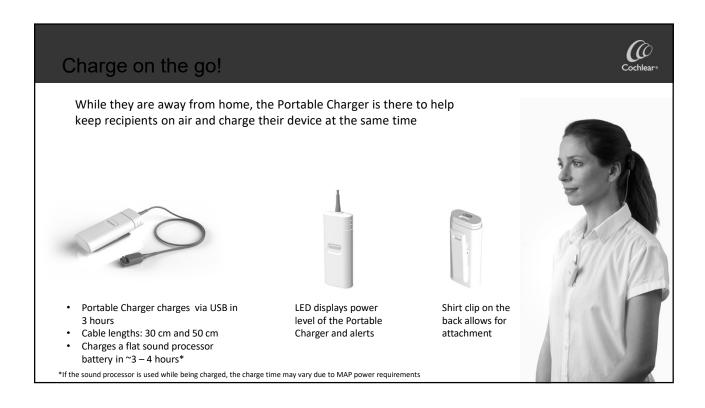


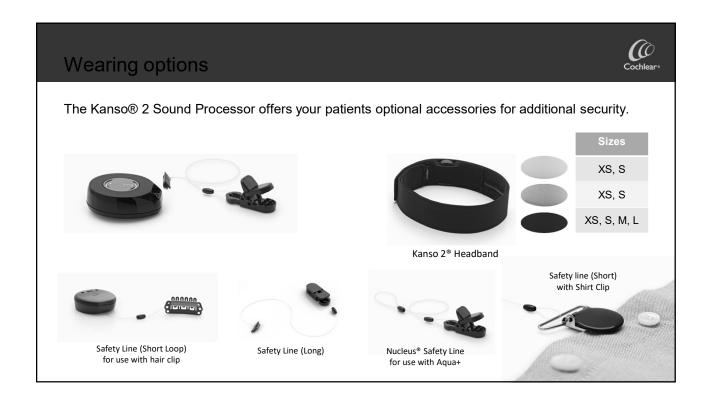
Auto-on and tap control Button-free control 2 taps 3 taps On Off Off Auto-on is enabled by default. • Firmly tap on the cover of the sound processor. • Tapping can occur on or off the implant; if tapping while off the implant, hold the sound processor with two fingers of one hand while tapping with the other. • Tapping while placed on a hard surface, such as a table, does not allow for detection of taps. • Four taps will enable flight mode.

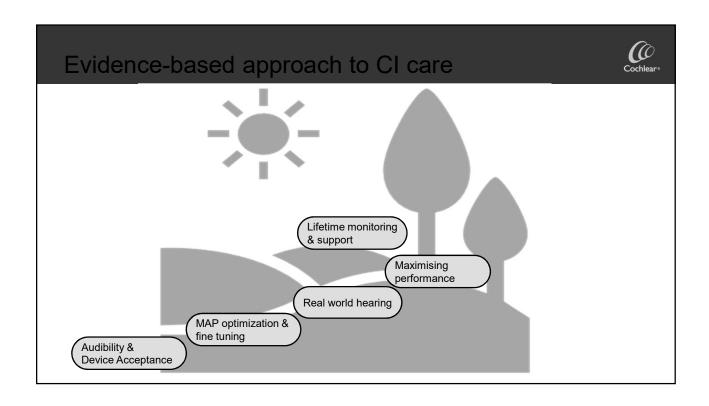


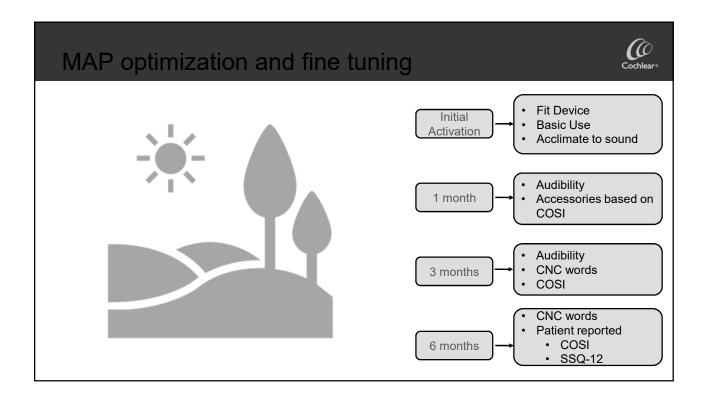


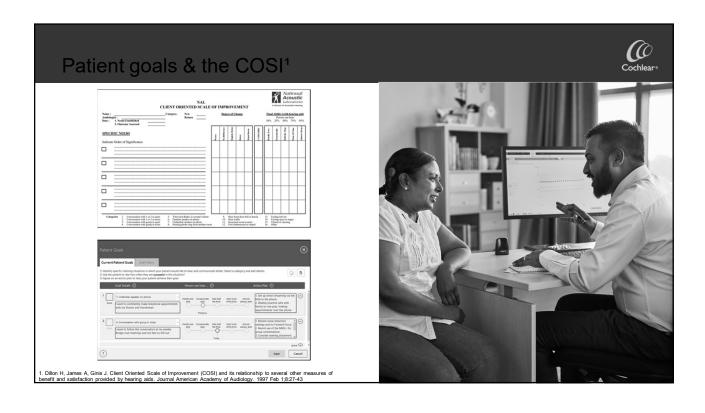


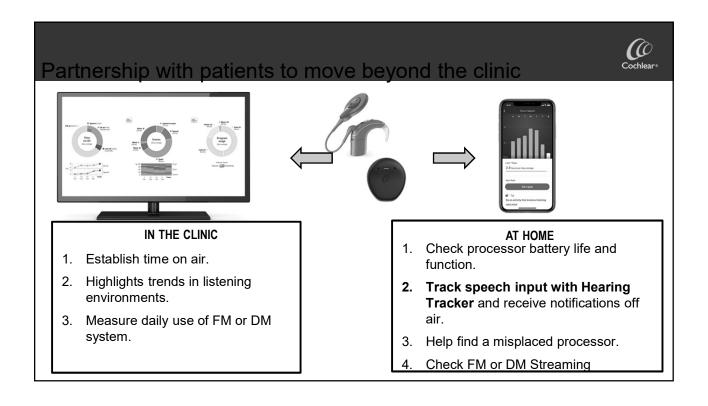


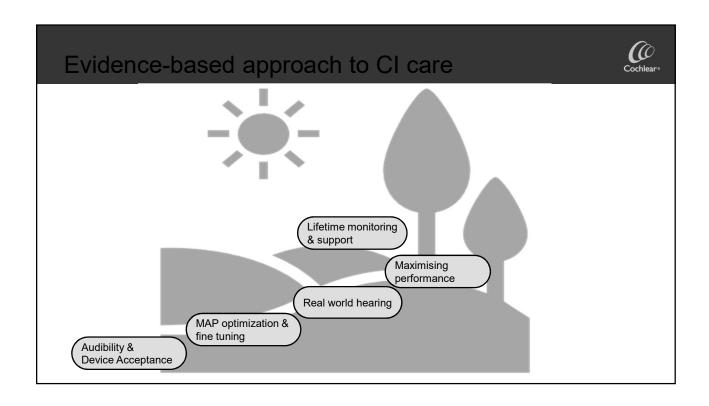




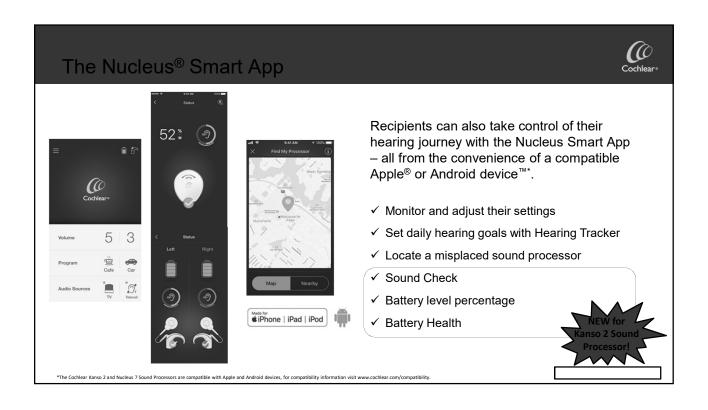


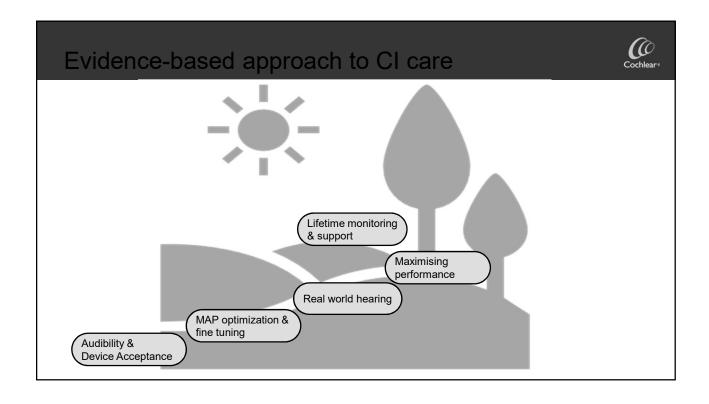












Improve Hearing in Noise





Nucleus 7 Sound Processor users rating their hearing in background noise with the Nucleus 7 Sound Processor to be equal to or better than with their own BTE processor.2

Maximize listening performance anywhere, anytime. 1,2

- ForwardFocus can only be enabled by a hearing implant specialist. It should only be activated for users 12 years and older who are able to reliably provide feedback on sound quality and understand how to use the feature when moving to different or changing environments. It may be possible to have decreased speech understanding when using ForwardFocus in a quiet environment.

 Mauger, S., Warren, C., Knight, M., Goorevich, M., Nel, E. 2014. Clinical evaluation of the Nucleus® 6 cochlear implant system: performance improvements with Smart Sound iQ. International Journal of Audiology, 53(8): 564–576.

 Cochlear Limited D1376556 Acceptance and Performance with the Nucleus 7 Cochlear Implant System with Adult Recipients. June 2018, Data on file

Maximize Hearing Performance





ForwardFocus* is designed to attenuate distracting noise from behind the listener, making it easier for the listener to enjoy face-to-face conversation.

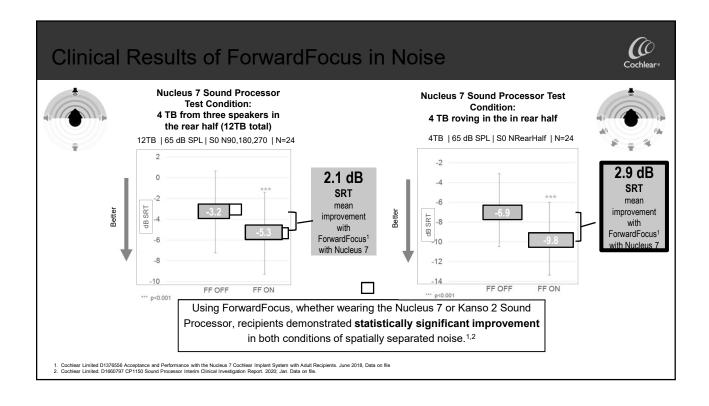
Designed to enable maximum focus on what matters.



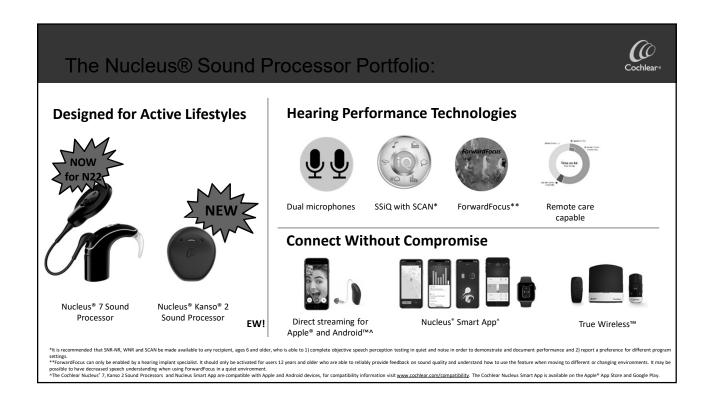


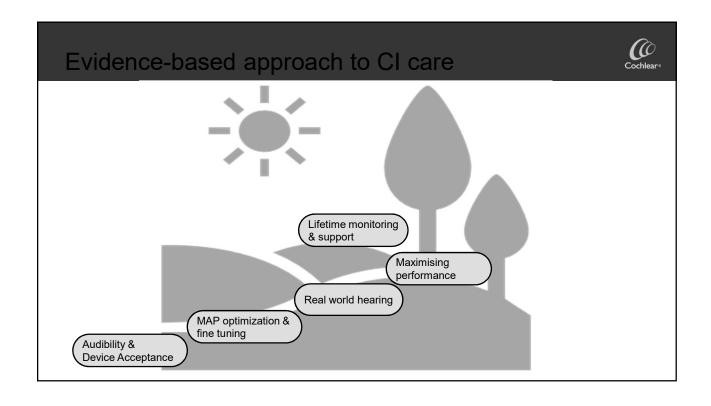


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Cochlear Link



Remote Programming



Remote Check

Cochlear Link

Provides secure and private patient care "beyond the clinic"

- Auto-registration
- Replacement processors without clinic intervention
- Lightning fast service for patients with less clinic time spent on administration



*Data on file. 2018 Salesforce Data Report (internal)

Convenience at Home and at the Clinic



Remote Check is a suite of hearing health checks available via the Nucleus Smart App which enable quality CI care, delivered anywhere.*

A clinician enrolls a patient via myCochlear Clinic Professional Portal



Patients complete the Remote Check activities that are assigned to them by their clinician, from the convenience of their own home via the Nucleus Smart App.



Clinicians log in to myCochlear Clinic to access and review their patients' Remote Check results.



Remote Check results can be used to to tailor the intervention to the patients specific needs, scheduling follow up where needed.



If the patient doesn't need to be seen in person, Remote Check has saved them a trip to the clinic! The clinic can devote their time and attention to new patients or those who need more comprehensive clinical care.



*Remote Check with the Cochlear Kanso 2 and Nucleus 7 Sound Processors is available via the Smart App for IPhone and IPod touch users. For compatibility information visit www.cochlear.com/compatibility

Remote Check Activities: Overview





Remote Check patient activities

The complete suite of Remote Check activities are designed to take as little as 15 minutes for patients to complete, and as little as 10 minutes for clinicians to assess^{1,2}.

A clinician can determine which combination of activities are appropriate to assign to their patient, although it is recommended that the complete suite of tests are selected to provide the clinician with comprehensive data on their patient's hearing performance.

Datalogging and device diagnostic information is gathered each time the patient completes a Remote Check.

1) Cochlear Limited, D1739391, Remote Check Usage Investigation. Data on file. The median time taken is 20mins for a unilateral patient and 30mins for a bilateral patient.

) Cochlear Limited, D1739391, Remote Check Pilor Favalization LIK & N.T. Seb. 2019 Data on file. The average time taken is between 10 – 19mins denoming on the results to be reviewed.





The Benefits of Remote Check





For Recipients:

- Complete checks in the comfort of their home at a time of their choosing
- . Time saved and cost reduced by not traveling to and from clinic for routine care
- Peace of mind and confidence on progress of their (or their child's) hearing journey

For Clinicians:



- · Reduce unnecessary visits for patients who are on track
- Spend more quality time with patients with complex needs
- See more patients who are waiting for an initial candidacy evaluation
- Reduce the burden on patients by offering a convenient, time-saving option of care
- Improve patient counselling by assessing patients hearing health and device usage data in between their appointments

Recipient Support Services to lighten the load



- Ready to Wear with Direct Shipping
- · Upgrade Reimbursement Support
- · SignHear for Letters of Medical Necessity
- ProCare Team for you
- Recipient Solutions Manager for your patients
- · Hear Always for service and repair
- Audiology On Call for clinical needs



