# Discover What's Next from Unitron Move beyond the words

Bill Christman, AuD Sandie Dela Cruz, AuD, FAAA Senior Regional Trainers





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### **Learning Outcomes**

#### **Learning Outcomes:**

Upon completion of this course, attendees will be able to:

- 1. Identify the benefits of Unitron's Discover Next platform and how the advanced sound performance can provide an easy first fit, natural sound quality patients love, and connectivity for active lifestyles.
- 2. Describe the process to conduct a fitting of Unitron products with Unitron TrueFit v4.2 fitting software.
- 3. Identify two benefits of using Insights as part of their fitting process to enhance the patient experience.



### Discover Next Move beyond the words

#### Welcome

Tony Falco Vice President, Sales





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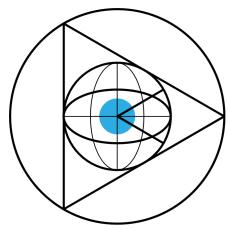


## I think we should talk about that!

fit easier, faster and with more accuracy? hear more than just provide sleek hearing instruments sounds and words? with all day comfort? offer long-lasting rechargeables with proven Lithium-ion technology? What if you could... differentiate your practice from the competition? ensure great care continues in the real-world? deliver easy connections to all kinds of favorite tech?



### **Discover Next**



SoundCore

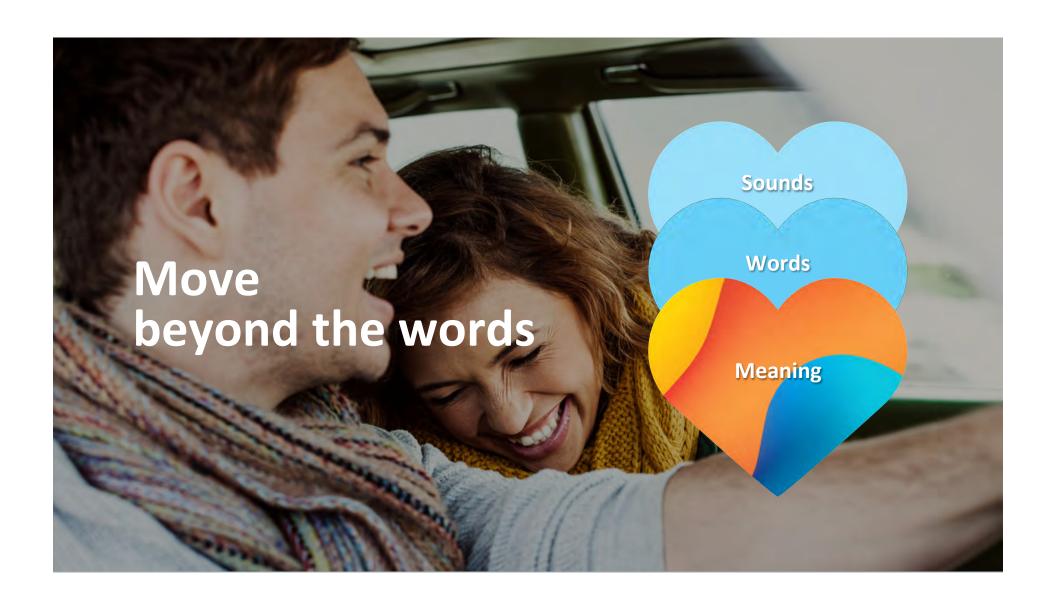
With new features:

- Soft speech lift
- Spectral Speech



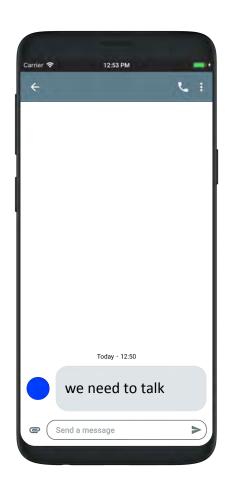
Moxi Move R

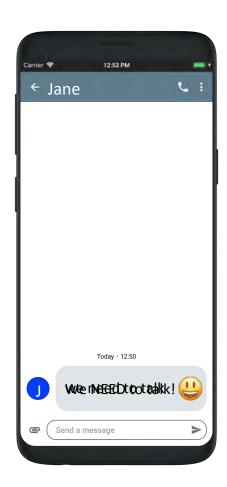
Our smallest rechargeable RIC with proven Li-ion technology that lasts all day

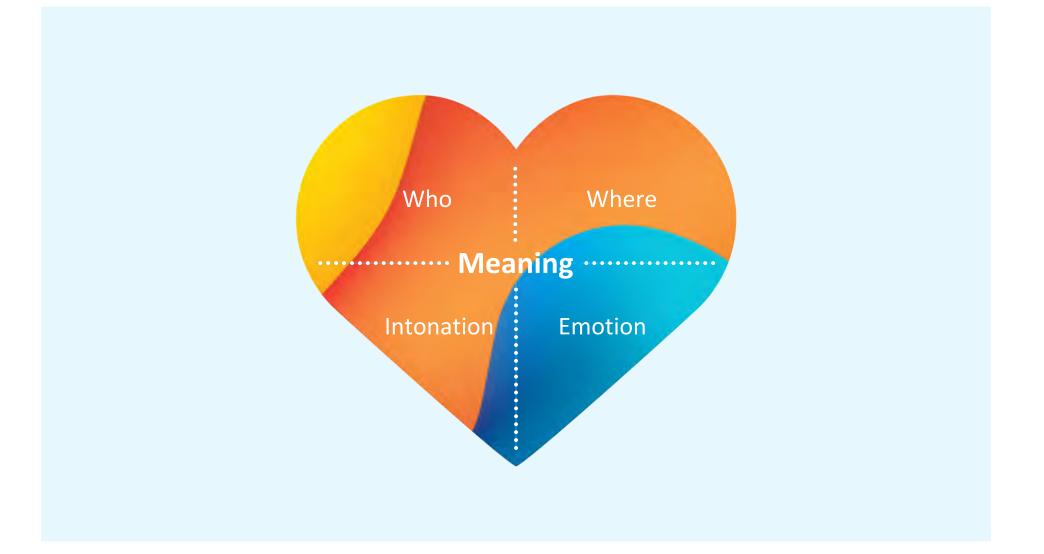




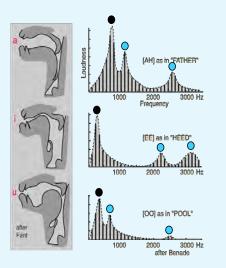














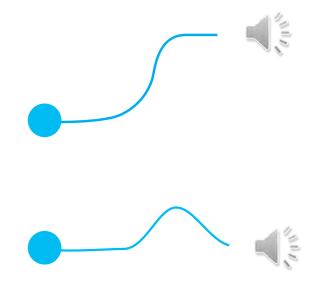




It's not just what you say, it's how you say it

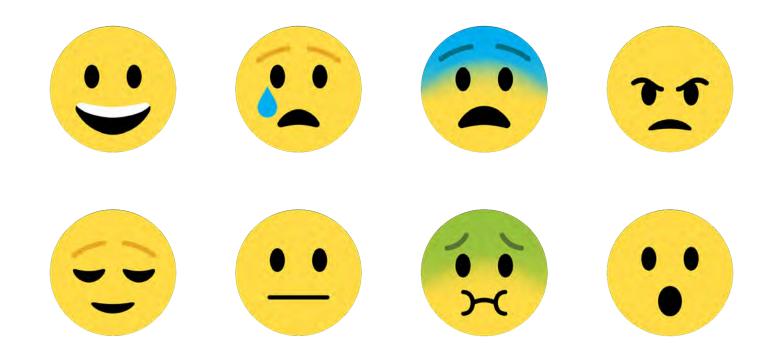


"You're going on vacation next week"



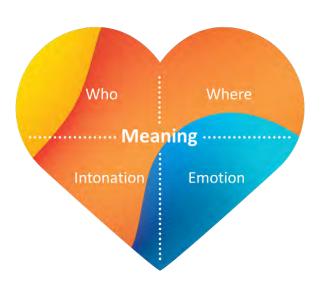
It's not just what you say, it's how you say it

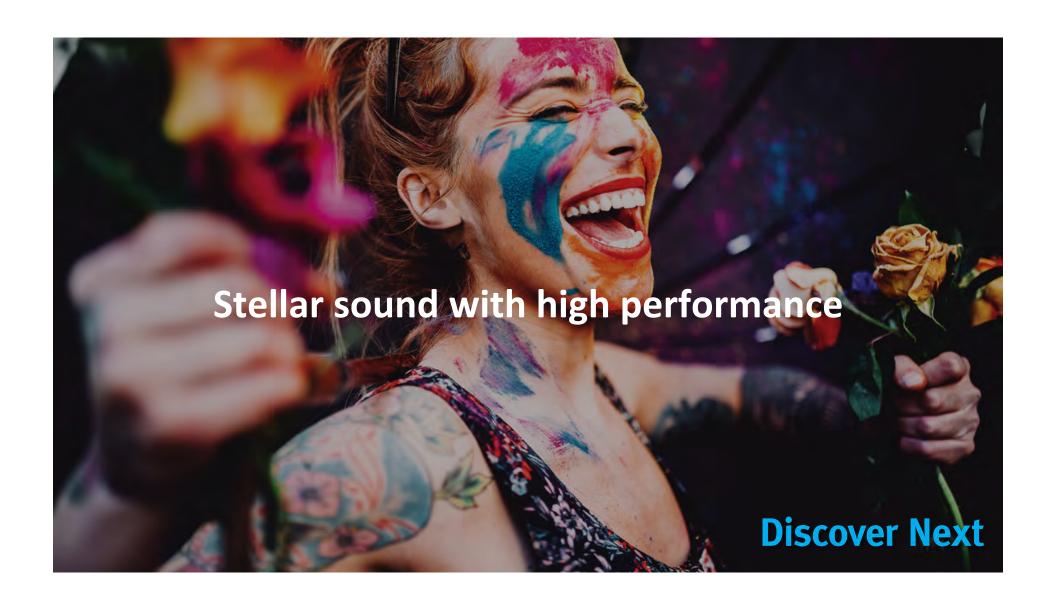




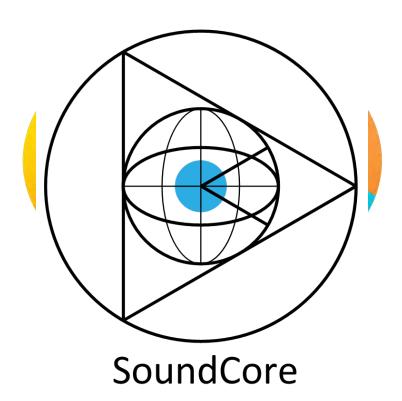
### It's not just what you say, it's how you say it







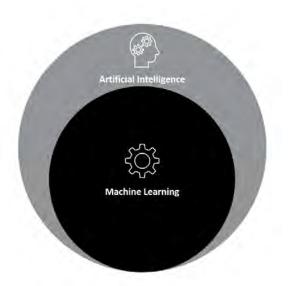
### The engine inside Discover Next

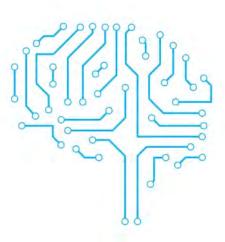


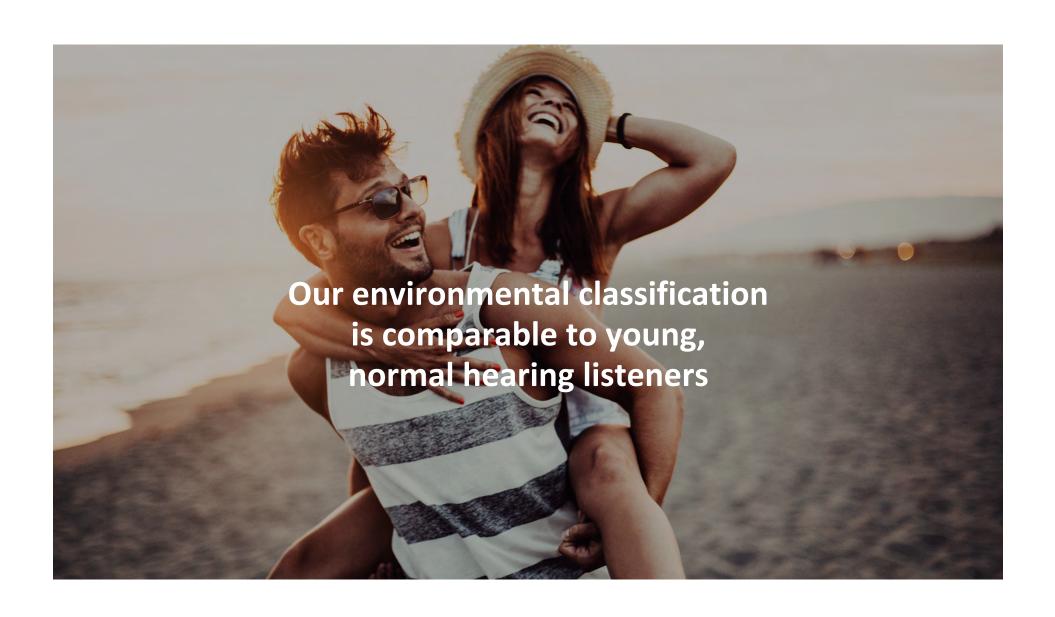
## The first step is always accurate classification

### AI - machine learning trained our classifier to approximate human-like abilities

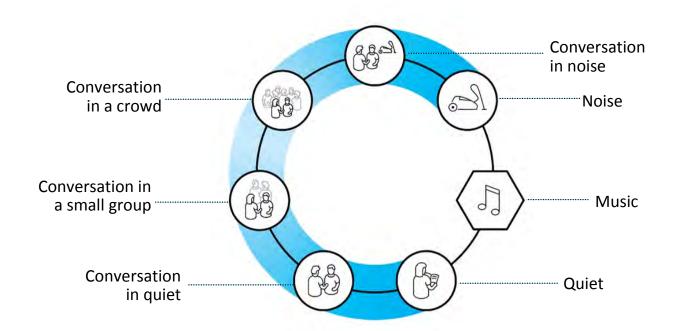




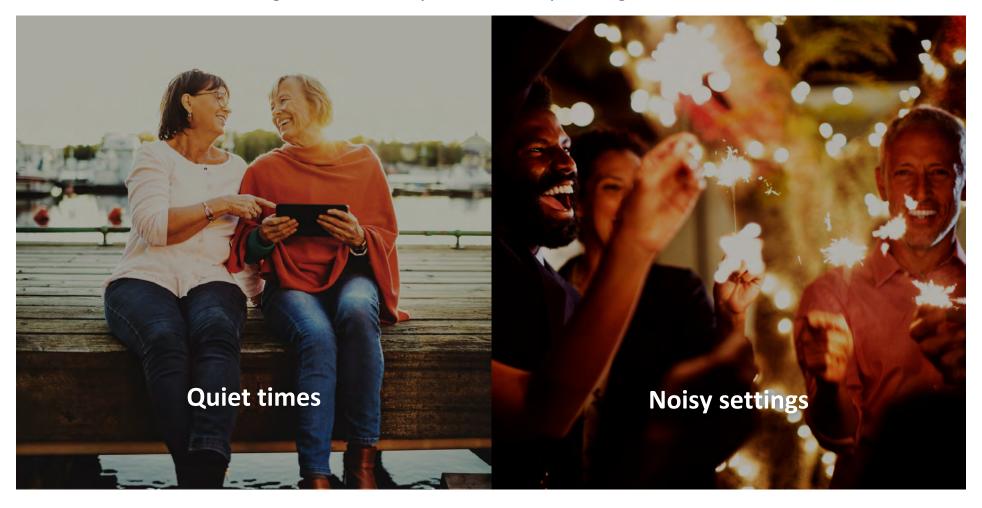


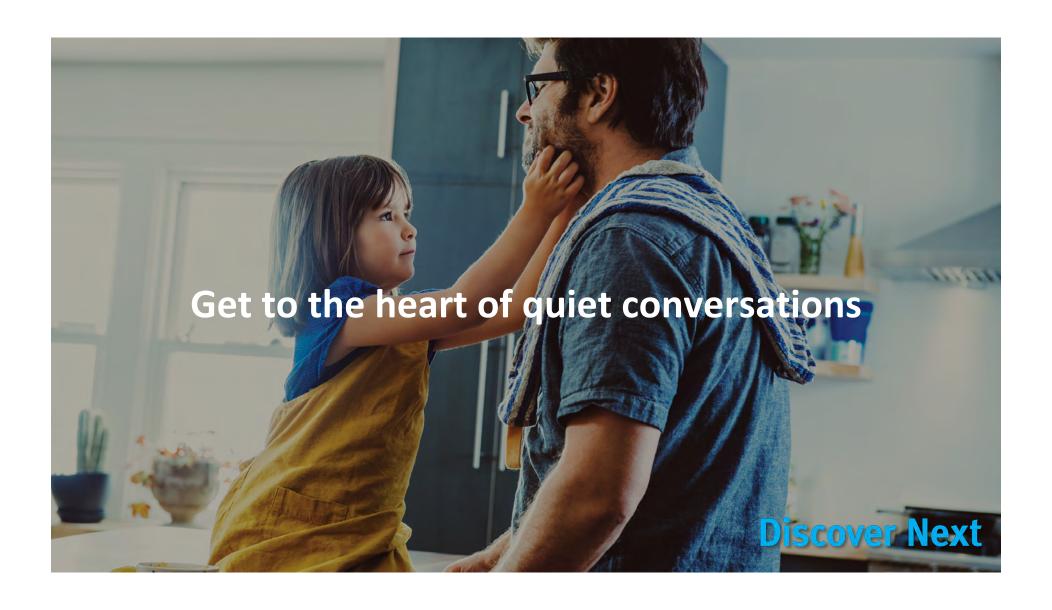


#### SoundNav 3.0

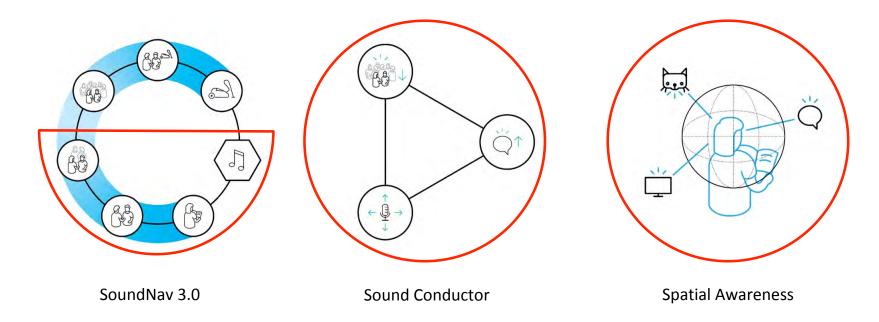


Listening needs are very different depending on the situation



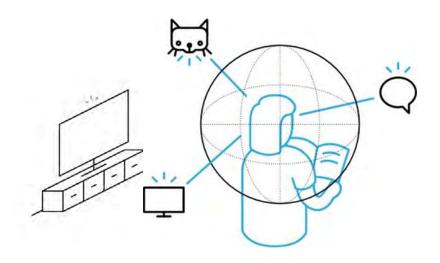


### SoundCore in quiet environments







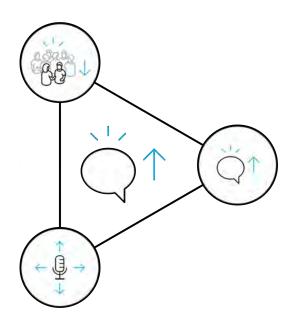


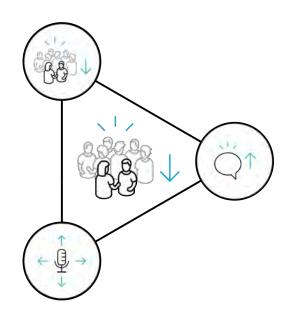
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### Sound Conductor

### Speech enhancement & noise reduction



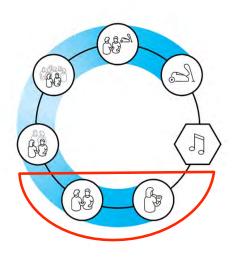




Introducing soft speech lift



### Soft speech lift



SoundNav 3.0



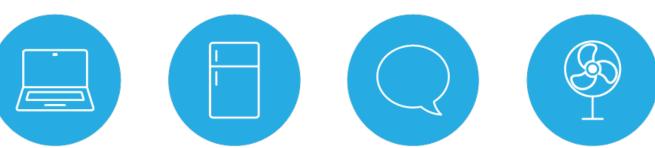
### Why not just increase gain for soft sounds?



### Soft speech lift



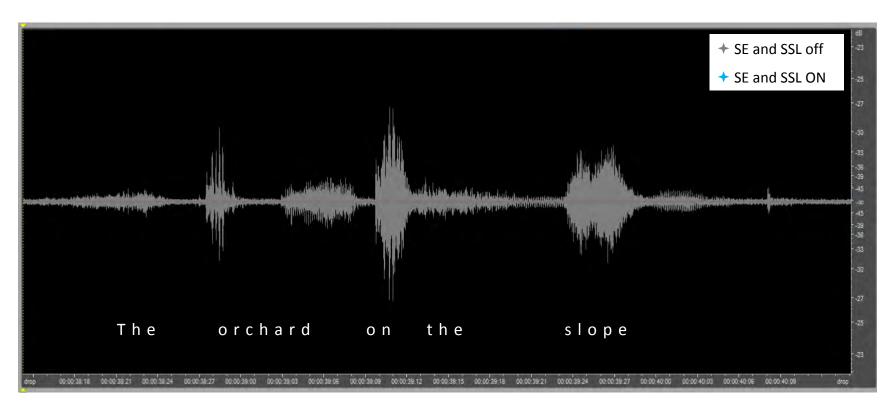








### Lifting soft speech

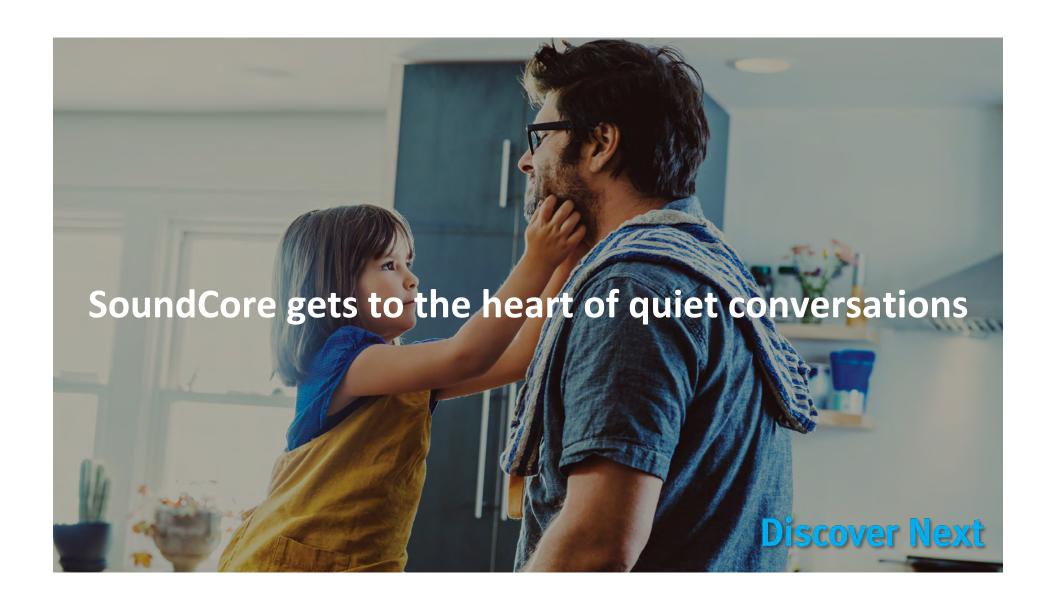


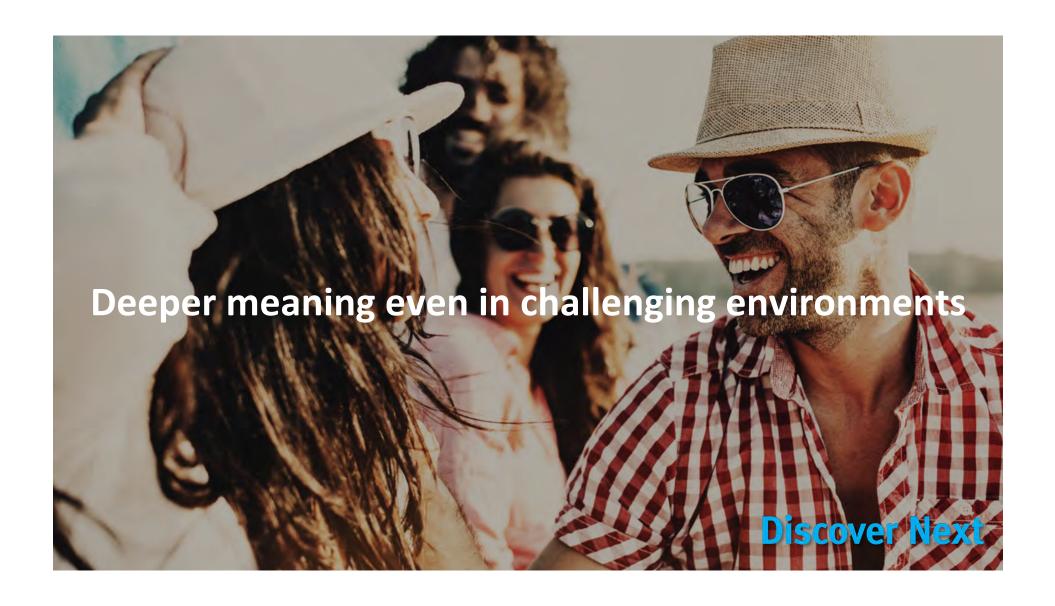
### Don't just add gain

Unfortunately, current research has shown that increasing the overall level to compensate for reduced audibility can have adverse effects on emotion perception, rather than restorative effects. ARC19: Advances in Amplification

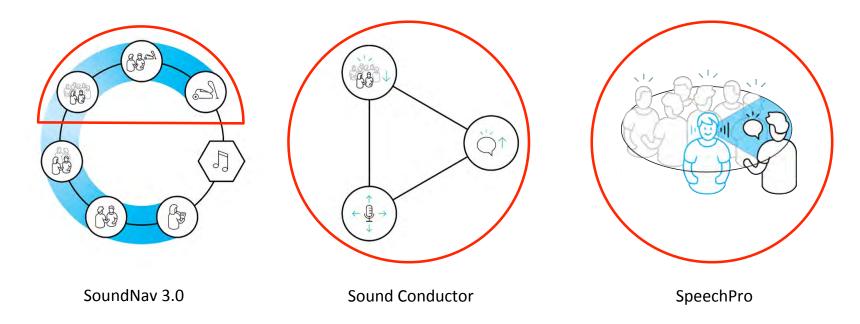
Can Hearing Aids Change the Way Adults Respond ERIN PICOU, AUD, PHD, Research Assistant Professor, Department of Hearing and Speech

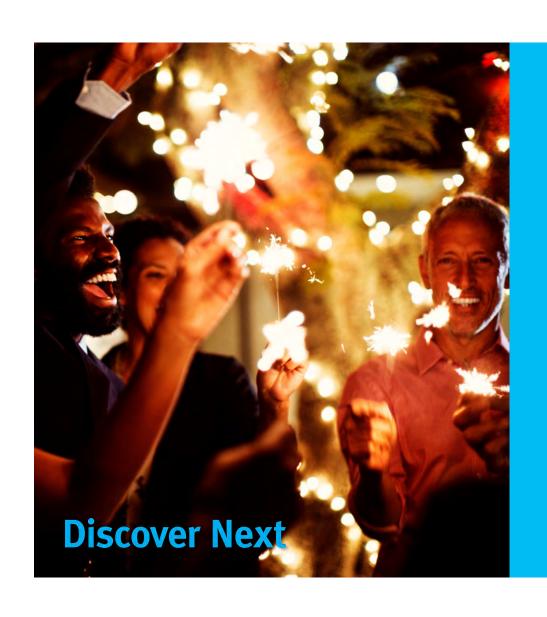
Sciences, Vanderbilt University





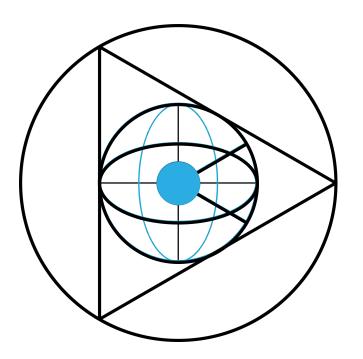
## SoundCore in high noise situations





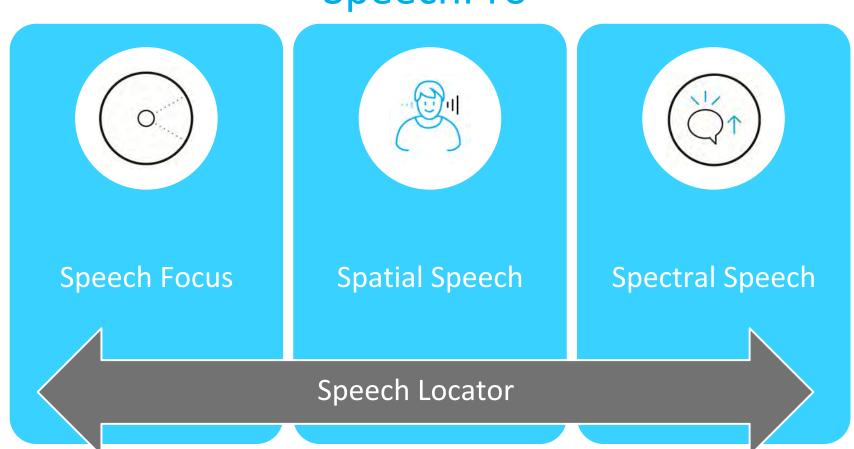
Introducing Spectral Speech in SpeechPro

# **SpeechPro**

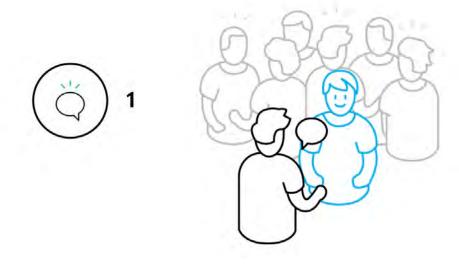




## SpeechPro



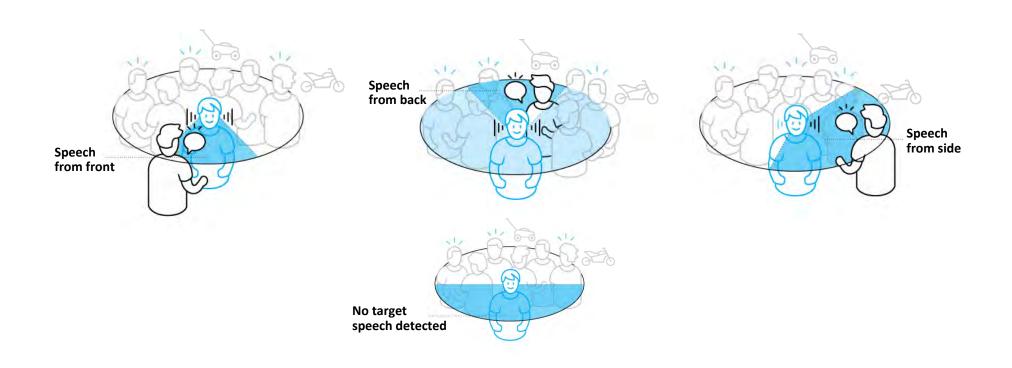
# **Speech Locator**Detection of the location of speech



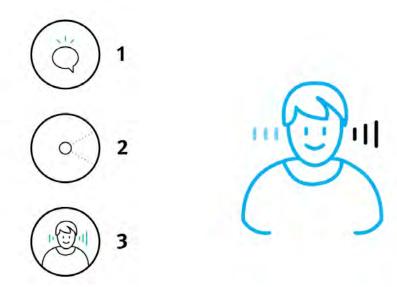
# **Speech Focus**Directional beamforming towards the speaker



# **Speech Focus**Directional beamforming towards the speaker

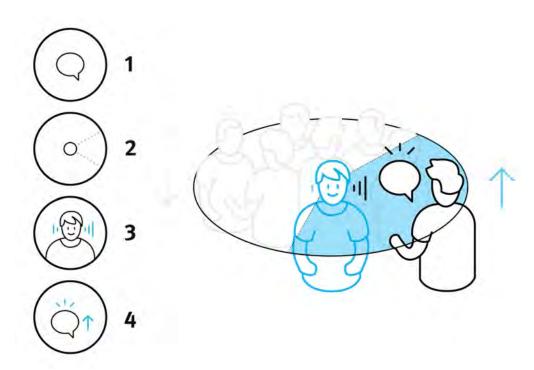


# **Spatial Speech Dynamic preservation of localization cues**



# New with Discover Next: Spectral Speech

Distinction between speech and noise



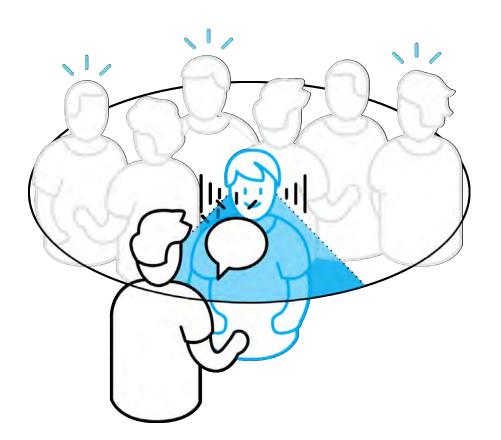
# Spectral Speech Distinction between speech and noise

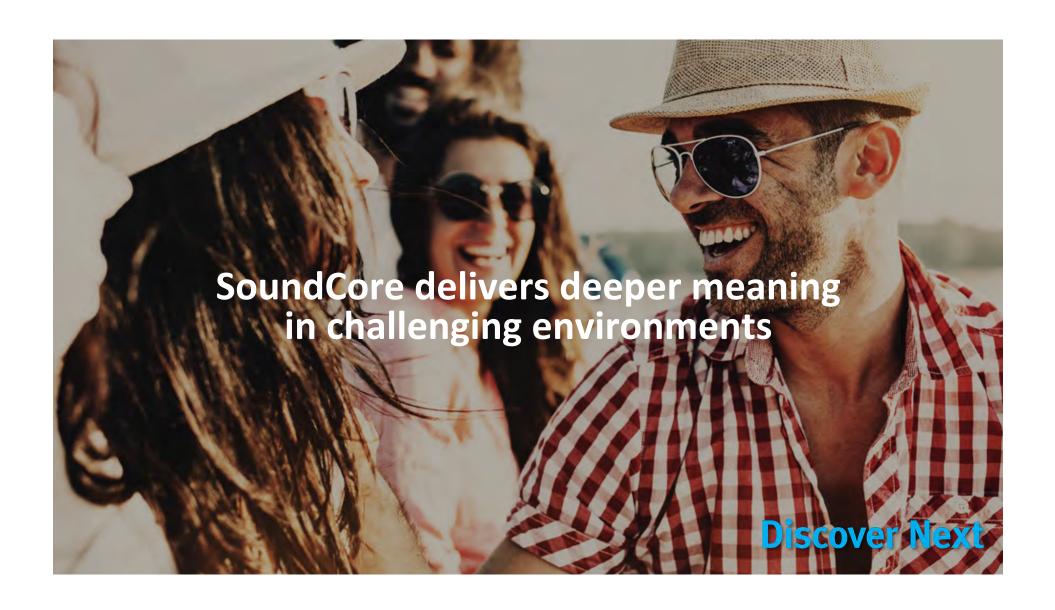


#### SpeechPro Speech from front



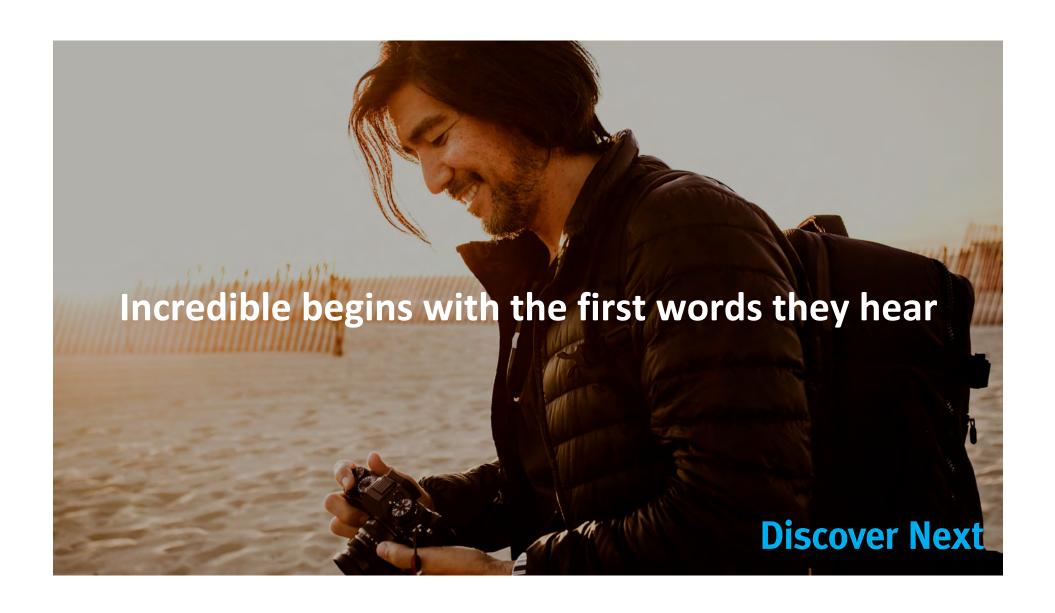
1 Speech Locator





# "The whole is more than the sum of its parts"

Aristotle



#### Getting them started has never been easier

Great first impressions with rich, natural sound that eases them in and keeps getting better

- Initial, acoustically transparent frequency response for pleasant, natural first sound experience
- Quick and easy workflow in TrueFit just 5 clicks to a happy new wearer
- Automatic adaptation to full target for maximum long-term benefit in just a few weeks

83%

Of new wearers were "highly satisfied" by Discover's sound quality in their first appointment.

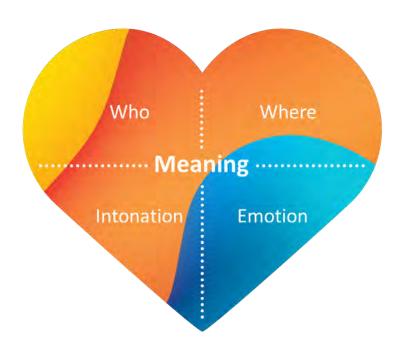
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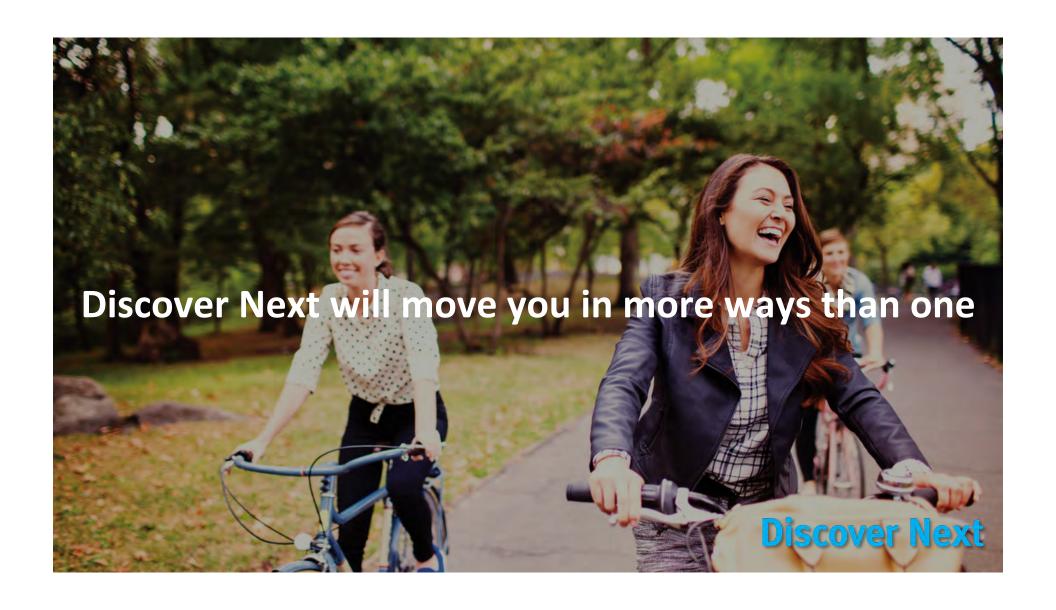
With the first fit for the new users, we practically do not have to touch it. — Spain

Pretty gosh darn good. I am very confident with the first fit. I like that it is easy and my patients are not coming back with issues like they did in the past.

— USA

Devices are sounding comfortable, clear, "like normal", and NO reports about own voice discomfort/occlusion, etc. – Australia





## Fantastic hearing runs in the family





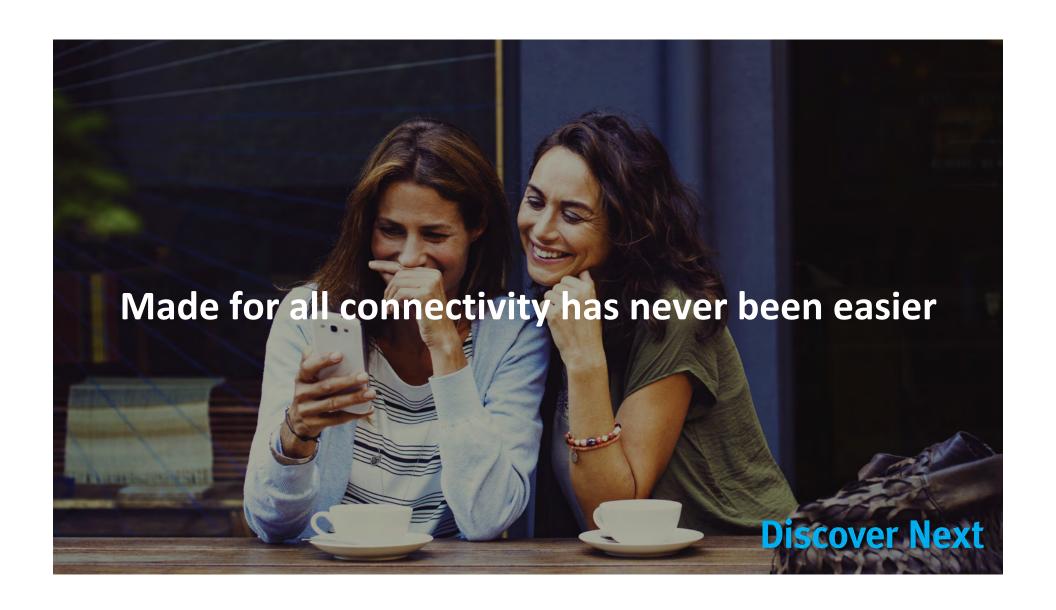
#### Colors to match your personality



#### Proven to last and last and last

- ✓ Reliable
- ✓ Hassle-free
- ✓ Quick to charge
- ✓ All day use





# Discover Next with SWORD 3.0 supports six 2.4 GHz protocols!



Sonova



Bluetooth Classic Hands-Free Profile (HFP)



AirStream Technology



Bluetooth Classic A2DP Profile



Sonova Binaural Protocol



Bluetooth Low Energy (LE) röger

RogerDirect

#### **Truly hands-free**



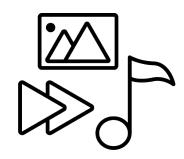
Bluetooth classic hands-free profile

- Made for all phones\* Android and iOS
- Phone calls to both ears
- Truly hands-free key advantage over ASHA protocol
  - 2-way protocol means microphones in hearing instrument pick up the voice of the wearer
- Now calls and streaming to 2 phones



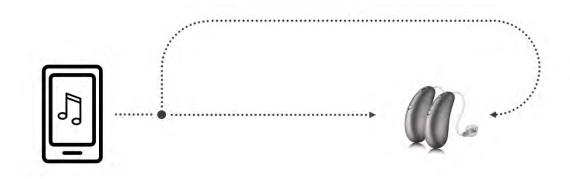
\*Smartphones and traditional mobile phones with a compatible Bluetooth Hands-Free Profile

### Stellar media streaming sound quality



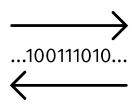
Bluetooth Classic A2DP profile

- Made for all phones\* Android and iOS
- Binaural media streaming with MediaNav
- Superior, stereo sound quality



<sup>\*</sup>Smartphones and traditional mobile phones with a compatible Bluetooth Hands-Free Profile

## **Easy data transmission**



**Bluetooth LE** 

- New Remote Control
- Remote Plus app\*
- NoahLink Wireless







<sup>\*</sup>Smartphones and traditional mobile phones with a compatible Bluetooth Profile

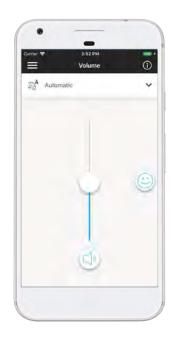
#### **Remote Control**

- Adjust volume of environment and tinnitus masker
- Program changes
- Includes replaceable battery



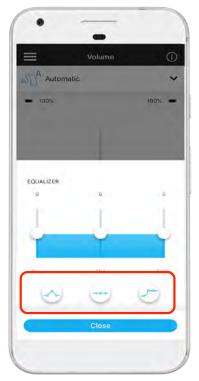
#### Remote Plus app – functionality

- Change programs
- Control volume
- Watch how-to videos
- Adjust the balance between the media audio and the environment
- Adjust tinnitus masker
- Submit ratings on their hearing experience
- And...



## Remote Plus app – equalizer

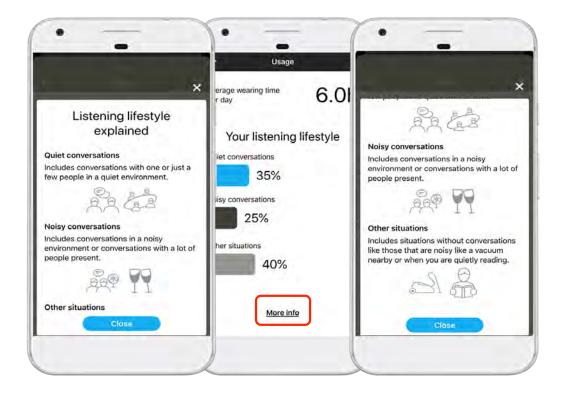








# Remote Plus app – patient view of usage

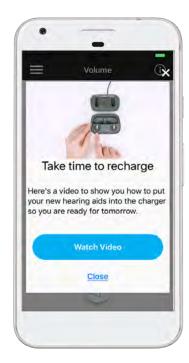


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#### Remote Plus app – coach

Our coach feature assists you in helping your patients reach their full potential with their new hearing instruments

- Analyze performance
  - Usage, ratings, overall satisfaction
- Instruct in relevant skills
  - Insertion/removal, charging/batteries, care & maintenance
- Provide encouragement
  - Consistent usage, tips for hearing in noise



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## Great sound, easy to use



- Long transmission range
- Unmatched sound quality



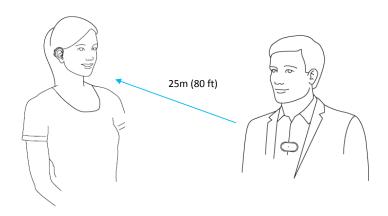




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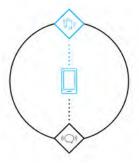
#### **PartnerMic**

 Streams speaker's voice directly to the hearing aids from up to 25 meters away





#### **TV Connector**





#### Binaural audio and data exchange



Sonova binaural protocol

- Streams full bandwidth audio from one device to another in a binaural fitting for Binaural Phone
- Exchanges data for DuoLink and binaural features

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#### Proven performance in noise and over distance



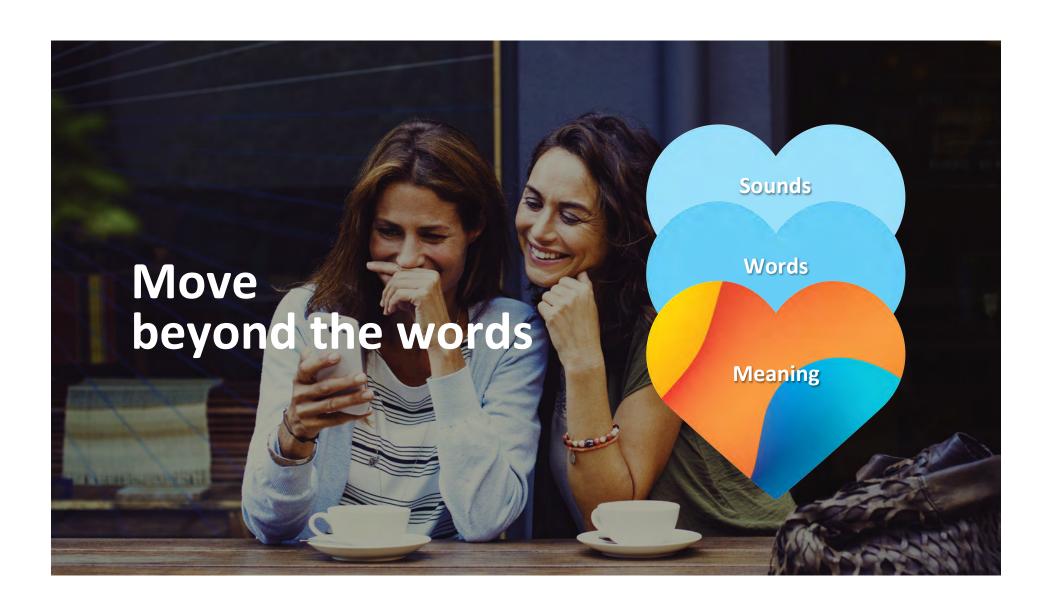
#### **Roger microphones**

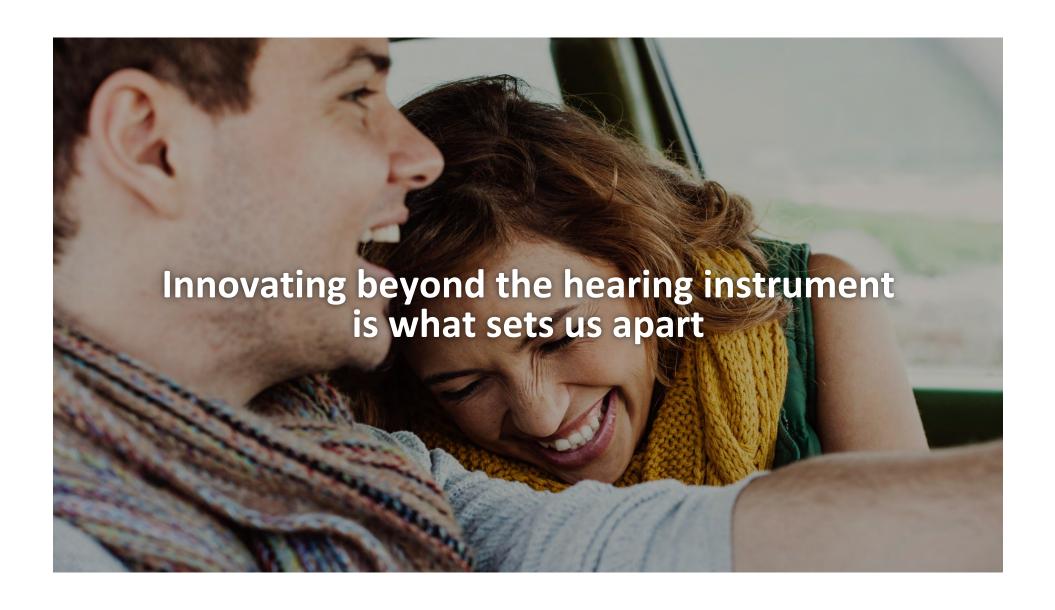
- Roger Select
- Roger Pen
- Roger Table Mic II



#### **Convenient solutions**







FLEX enhances the experience for both you and your patient.



#### **Our priorities**

#### **#1 Products**

Our connected network of hearing instruments and software



#### #2 FLEX tools

Using a specific tool(s) to address your patient's needs

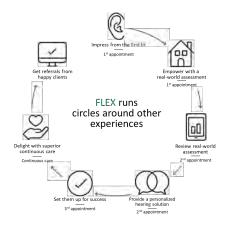






#### #3 FLEX experience

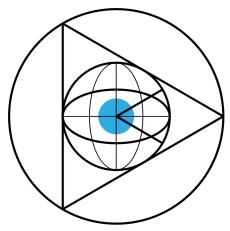
Implementing a selection of tools for greater success



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## In summary

#### **Discover Next**



SoundCore

With new features:

- Spectral Speech
- Soft speech lift



Moxi Move R

Our smallest rechargeable RIC with proven Li-ion technology that lasts all day

#### **Blended Service Model**

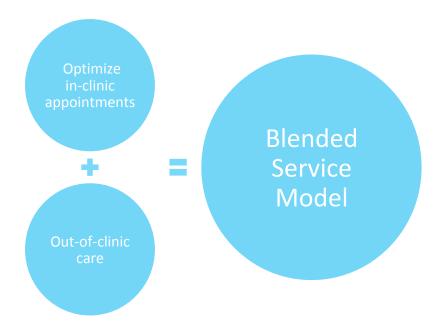




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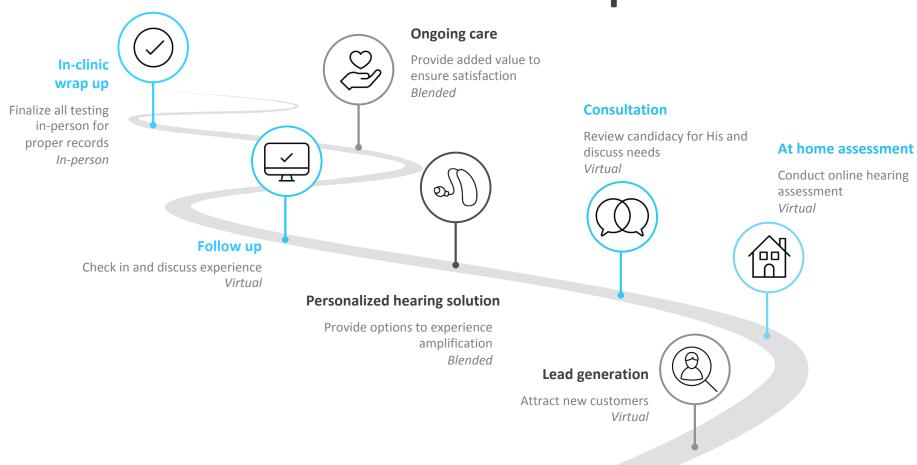
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#### **Blended Service Model**



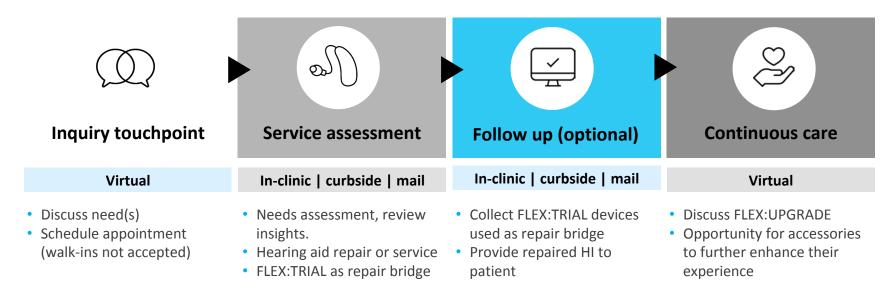
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#### Blended Service Model – new purchase



#### What about existing clients?

#### Blended Service Model – Existing clients



We are committed to providing a hearing care experience everyone will love, even during the circumstances faced due to COVID-19

#### **TrueFit version 4.2**



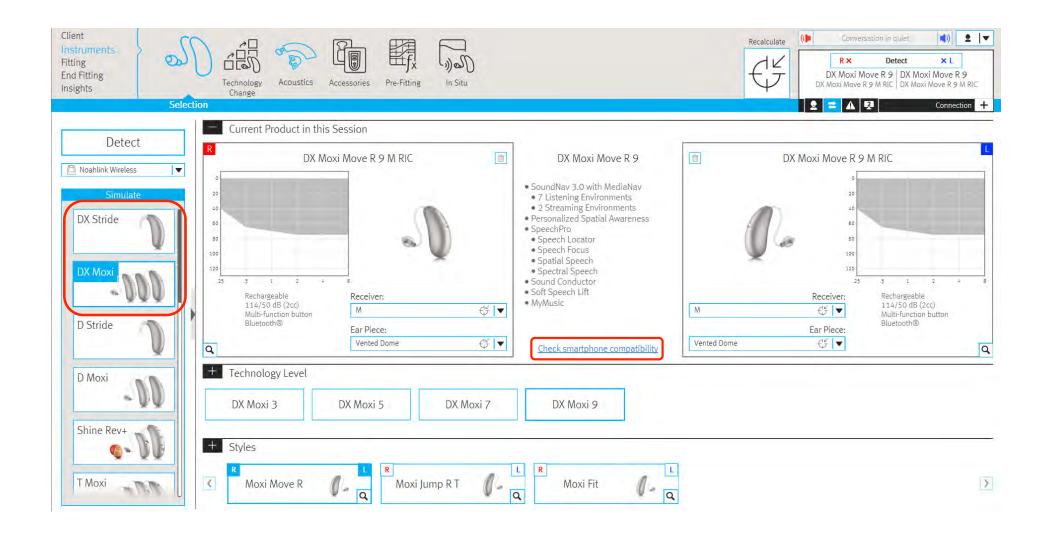


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What's new with TrueFit v4.2?

### Support for Discover Next products



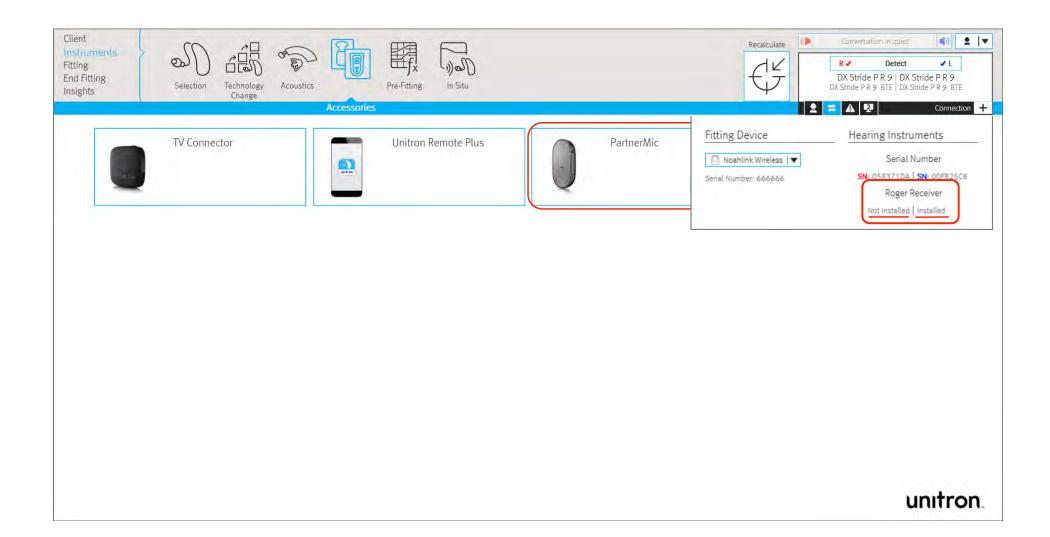
#### **Programming Devices**

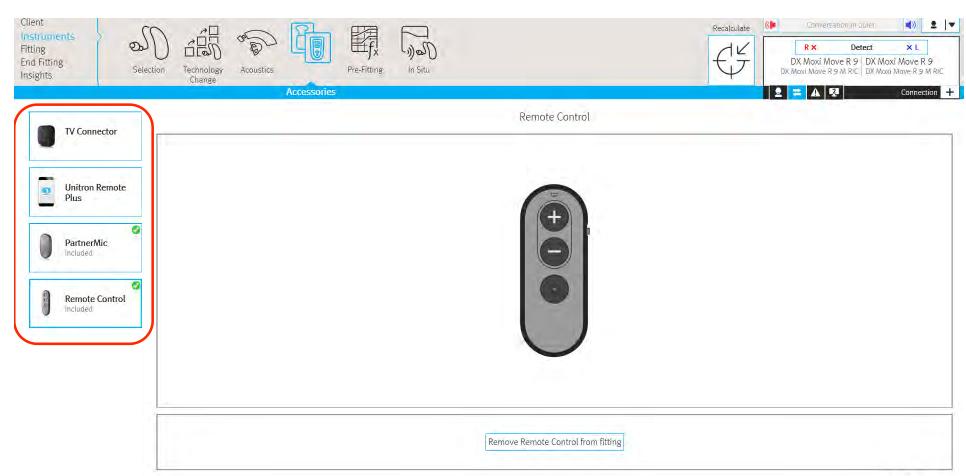
- Noahlink Wireless is the only programming interface compatible with Discover Next products
  - Plug and Play
  - Pairing mode Lithium-ion vs disposable batteries



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# Solutions





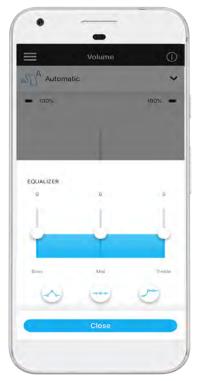
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#### Remote Plus app

#### Remote Plus app – equalizer

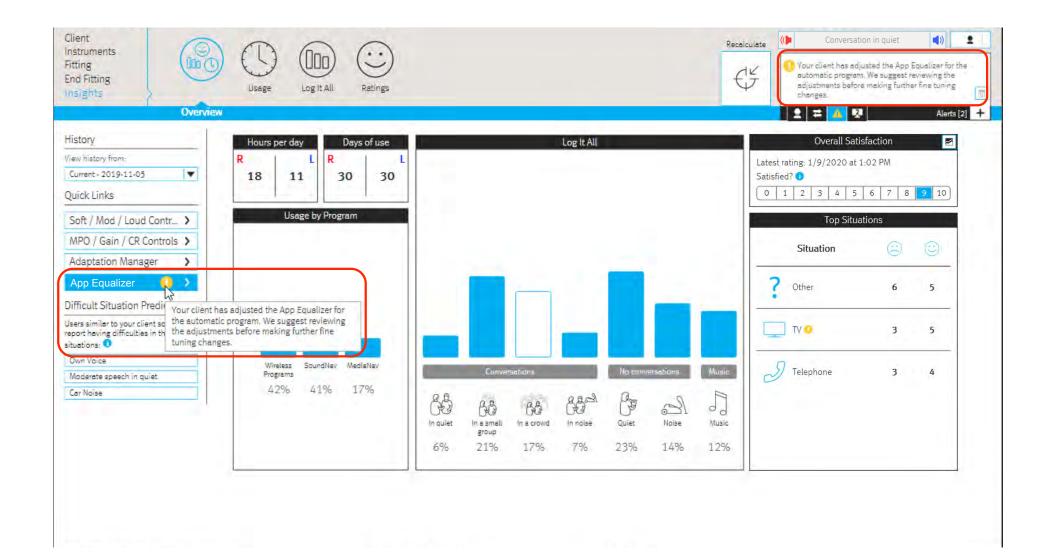


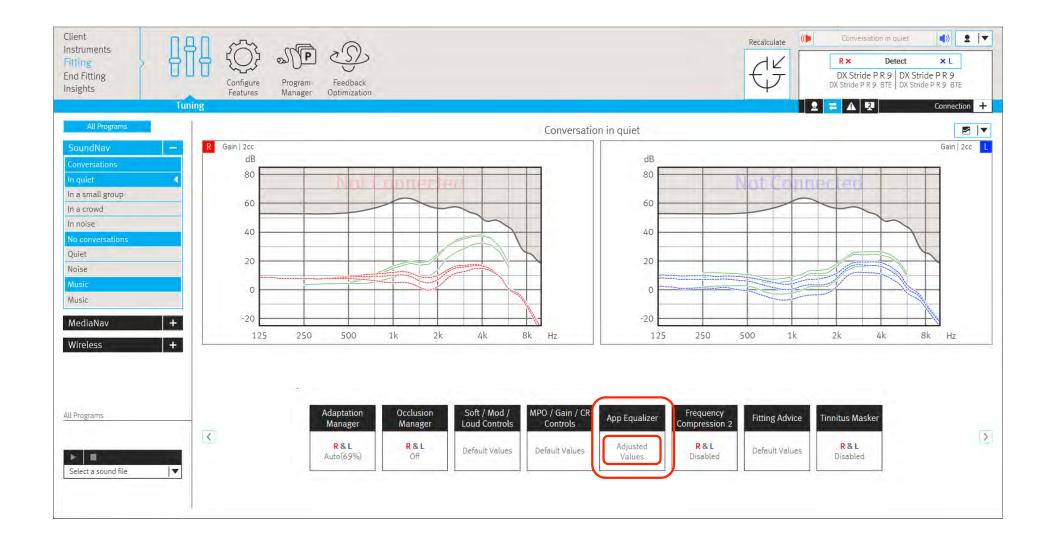






## Understand how your patient has used the equalizer

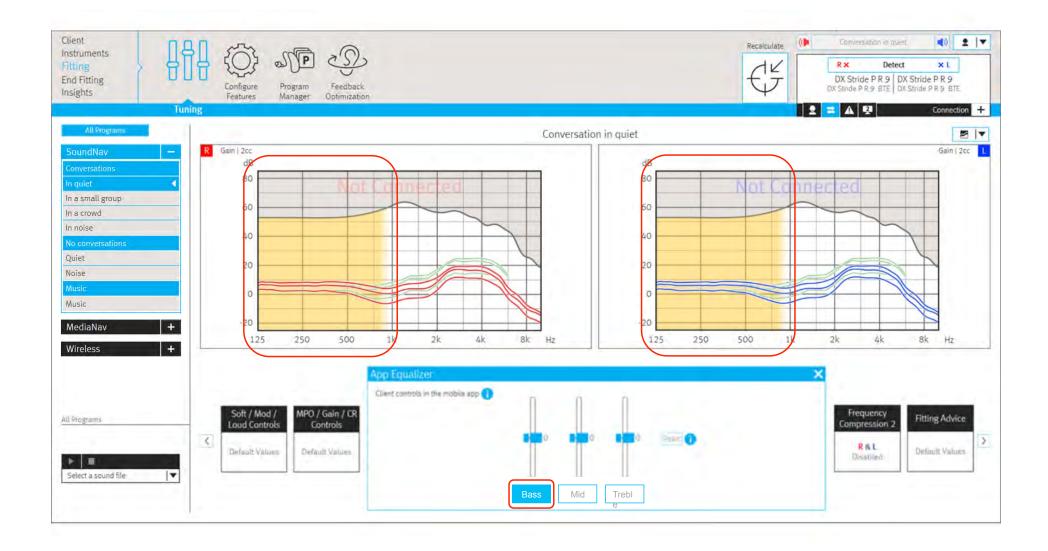


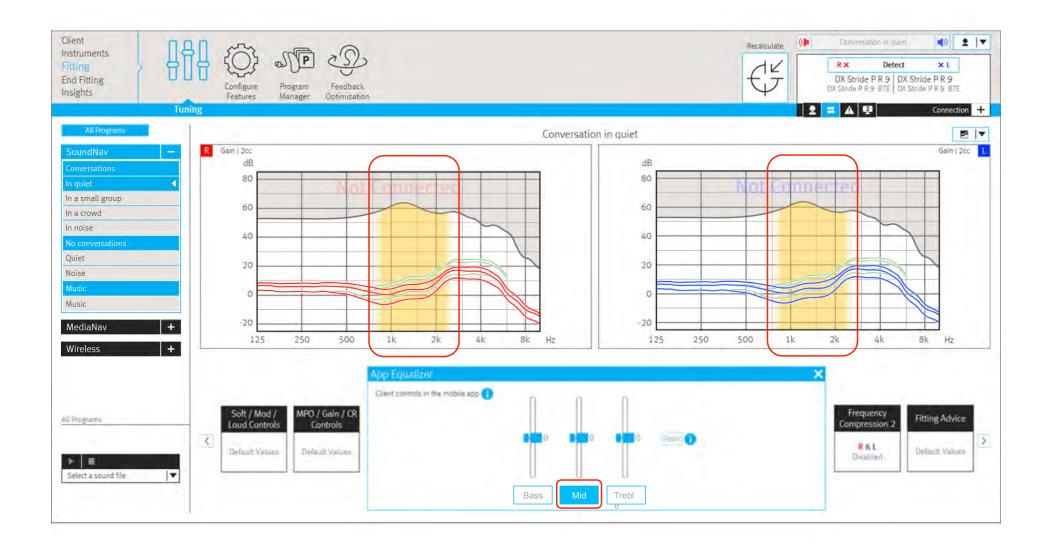




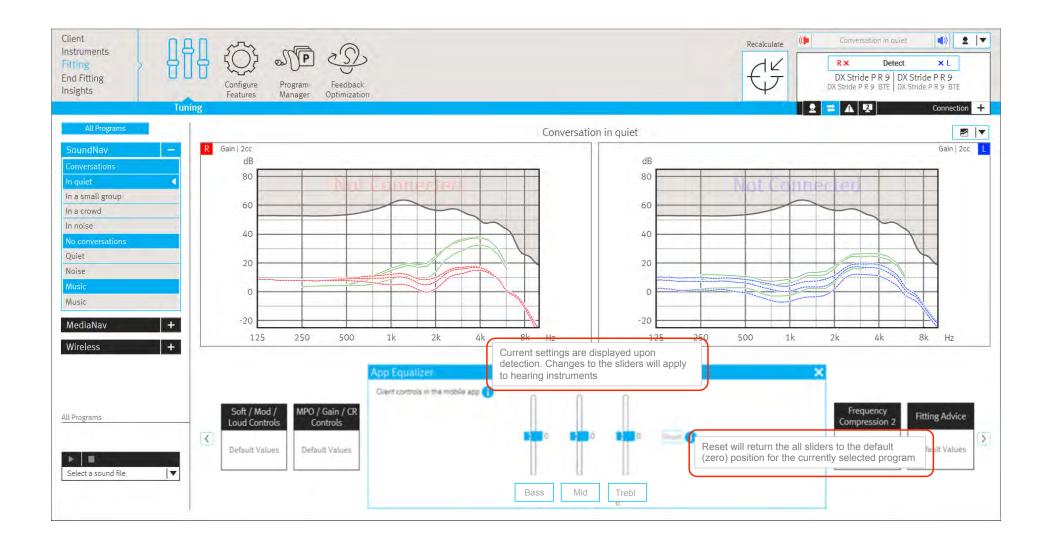












## **Automatic REM**

## **Automated Real Ear Measurements (REM)**

1. An automatic REM workflow with Otometrics Aurical FreeFit has been added to TrueFit 4.2 software.



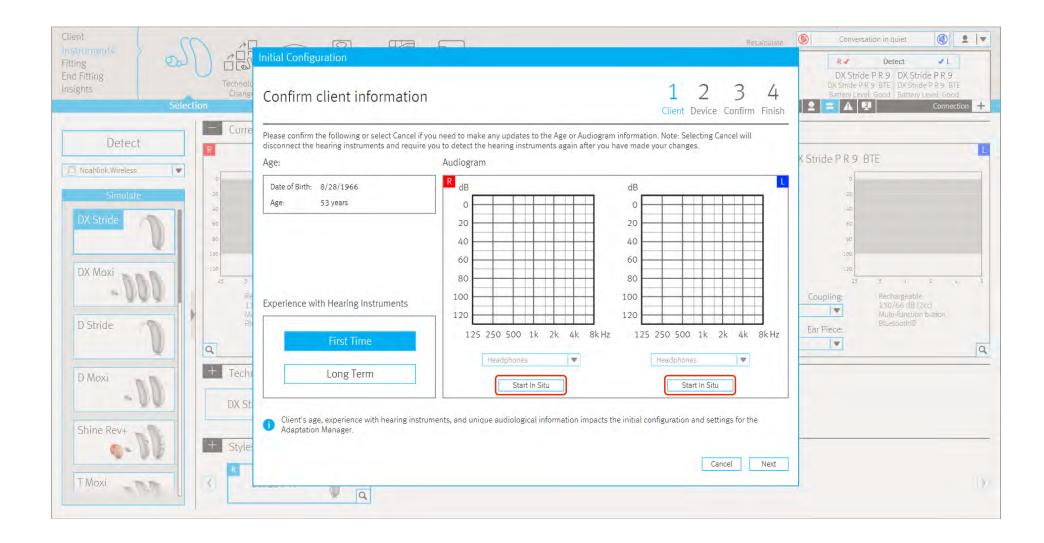
- 2. The Automatic REM workflow walks you through the various steps of the Real Ear Measurements and matching to targets. It can be run on either Left or Right or both ears.
- 3. We have a new Fitting Guide for the Automatic REM feature, which can be found in TrueFit under Help\Instruction Guides\Automatic REM Guide

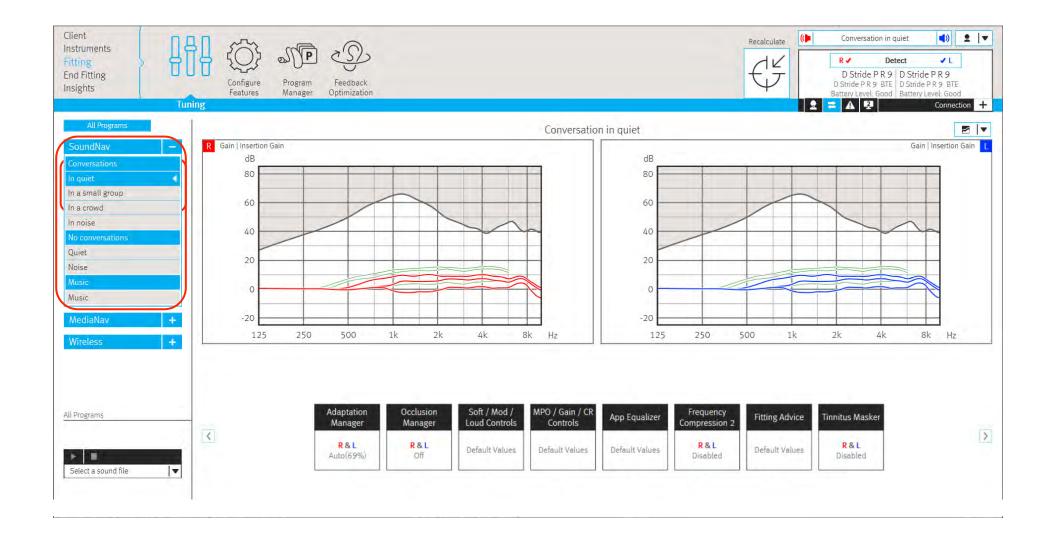


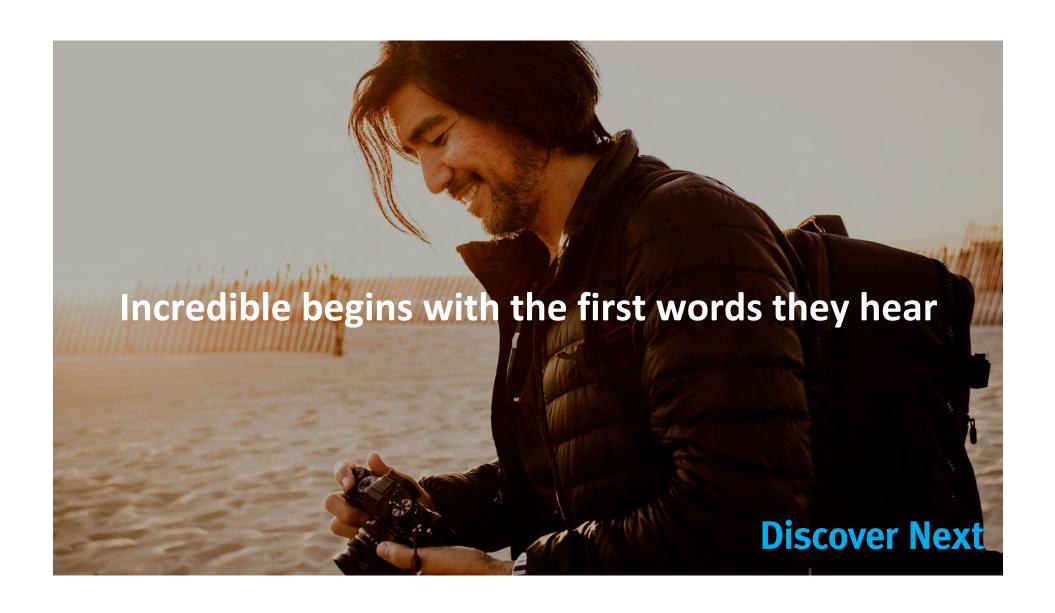
4. If you are interested in learning more about Automated Real Ear Measurements, training can be scheduled directly with your Regional Trainer.

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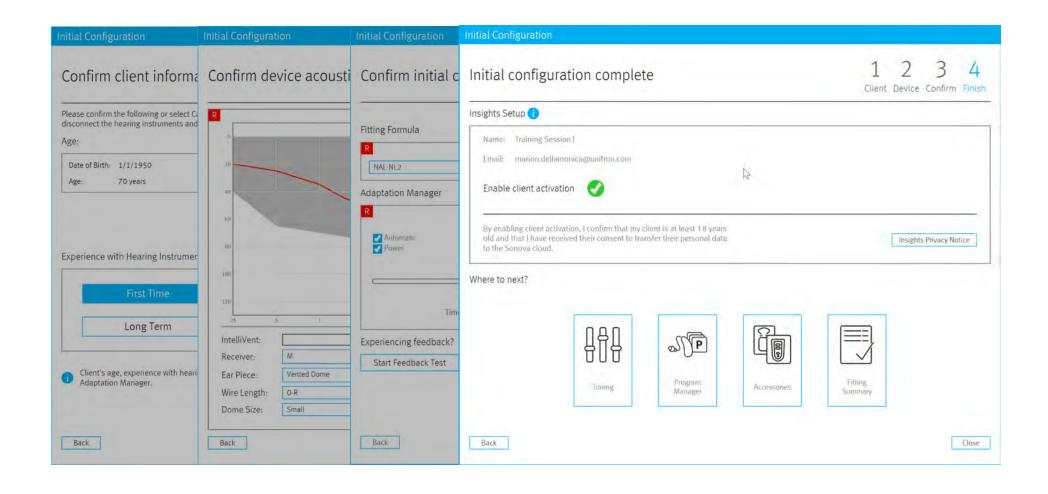








# 1st fit walkthrough





P1: SoundNav (Startup)

#### Client Controls

Multi-function button short press up: Volume up Multi-function button short press down: Volume down Multi-function button long press up: Program chang Multi-function button long press down: Program chang Volume Range: 20 dB (10 dB up; 10 dB down)

#### General Status

Feedback Test: Not run Data Logging: On (Logging) Automatic Adaptation Manager: On

#### Indicators

Enabled: Program Change, Warnings/Alerts, Volume Co

Discov Discover In-Clini

#### Getti

1. Mu

Short I

Pusi

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- 3. Remove the h charging slot(s)





#### Pairing your n

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#### 2\_Chi Flight mode

Unitron TrueFit<sup>T</sup>

Discover In-Clinic Demonstration - D Moxi Jump R 9 M RIC: Left Wednesday, June 10, 2020 & Right

#### Using mobile phone with your hearing aids

Making a phone call Start a call on your paired mobile phone as you normally would. You will hear the audio through your hearing aid(s). Your hearing aid picks up your voice through its own microphone.

Accepting a phone call When receiving a call, an incoming call notification will be heard in the hearing aid(s). The call can be accepted by a short push of less than 2 seconds on either the upper or lower part of the button on either hearing aid. Alternatively, accept the call on your phone as you normally would.

Rejecting a phone call An incoming call can be rejected by holding down the upper or lower part of the button on either hearing aid for more than 2 seconds. Alternatively, reject the call on your phone as you normally would.

Ending a phone call End a call by holding down the upper or lower part of the button on either hearing aid for more than 2 seconds. Alternatively, end the call on your phone as you normally would.



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Unitron TrueFit™ 4.2

Page 3 of 6

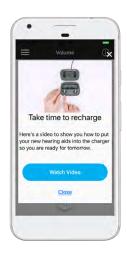
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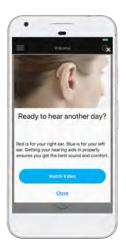


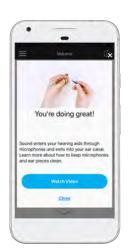
### Coach

Help your patients reach their full potential with their new hearing aids with performance analysis, instruction in relevant skills, and providing encouragement using their Remote Plus app









unitron.

## myInsights

### myInsights website

https://myinsights.myunitron.com

Review myInsights website for client specific data

- Personal details
- Average daily wearing time
- Log It All data
- Ratings submitted
- Trends in overall satisfaction and comments



## Move beyond the words

