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  - Choose # of pages per sheet from dropdown menu
  - Choose Black and White from “Color” dropdown
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  - Open PDF in Preview
  - Click File
  - Click Print
  - Click dropdown menu on the right “preview”
  - Click layout
- Choose # of pages per sheet from dropdown menu
- Checkmark Black & White if wanted.
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# Discover Next

## Move beyond the words

Marion Dellamonica, AuD  
Regional Trainer

**unitron** Love the  
experience

A Sonova brand

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CONTINU**ed**



# Learner outcomes

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

1. Summarize the benefits of Unitron's Discover Next platform and be able to demonstrate how the advanced performance can provide an easy first-fit.
2. Outline the new performance innovations that help patients move from sounds to words to meaning.
3. Define the multitude of wireless protocols used with the SWORD chip and how the new updates can provide a truly connected experience.



Enhanced  
conversations

Easy  
connections

Li-ion  
rechargeables

Moxi Move R

# Discover Next

## More to love:



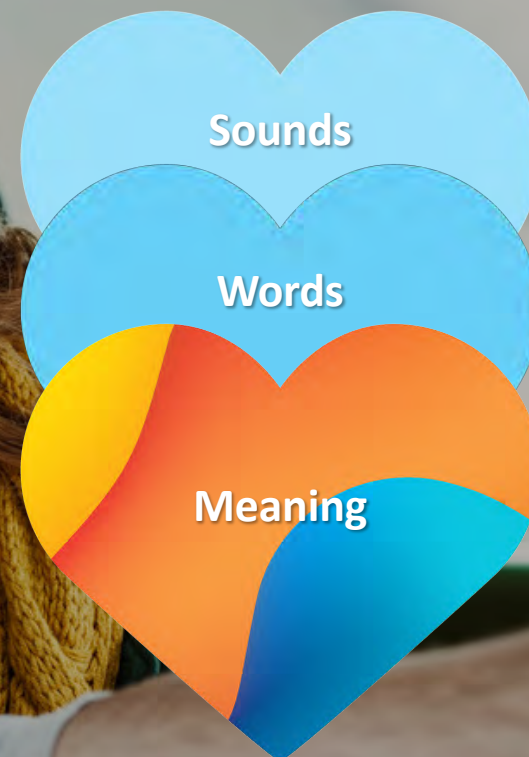
**New styles:**  
3 Inera™ ITEs  
Stride™ M BTE



**New to  
client care:**  
Remote adjust

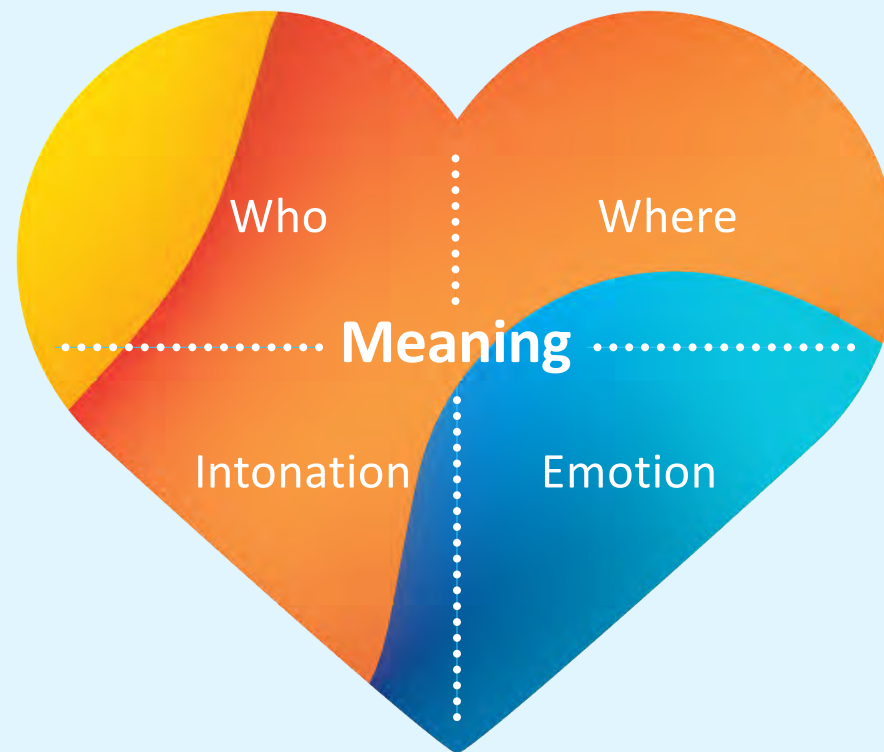
**unitron**™

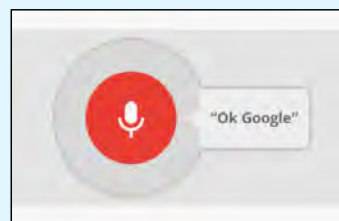
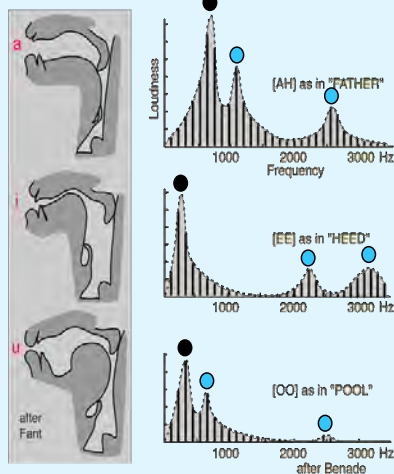
**Move  
beyond the words**



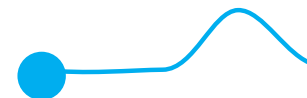
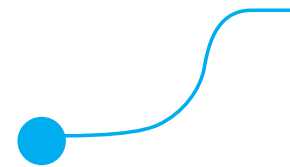
Presented in partnership with

continued



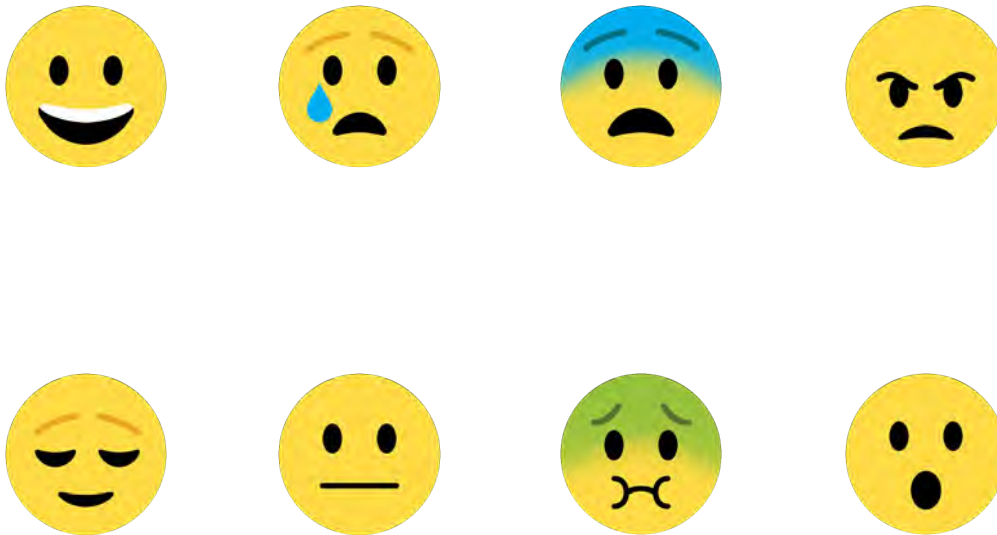


“You’re going on  
vacation next week”



**unitron.**

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

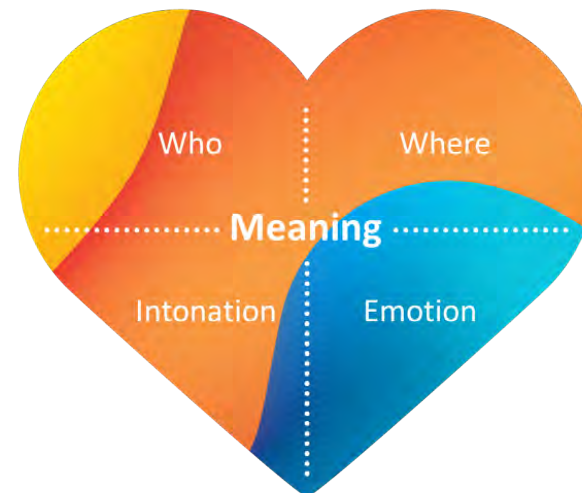
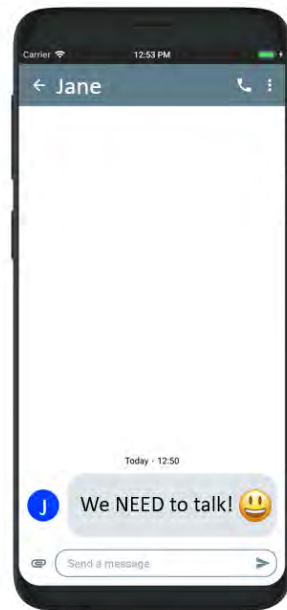


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**continued**

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



A close-up photograph of a woman with vibrant, multi-colored face paint (pink, blue, yellow) and visible tattoos on her shoulder and arm. She is holding a yellow rose and has a joyful, open-mouthed expression. The background is dark and out of focus, suggesting a festival or concert setting.

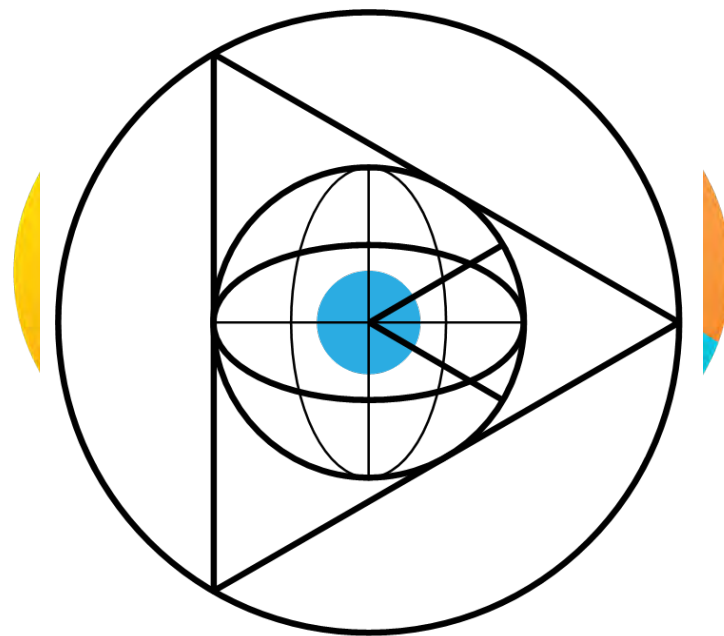
**Stellar sound with high performance**

**Discover Next**

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continued

# The engine inside Discover Next

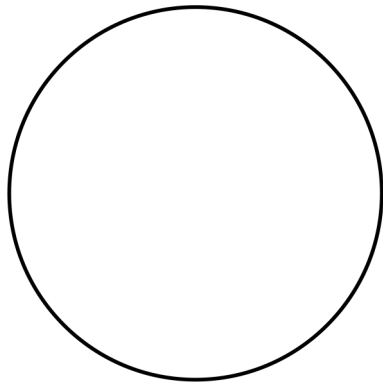


SoundCore

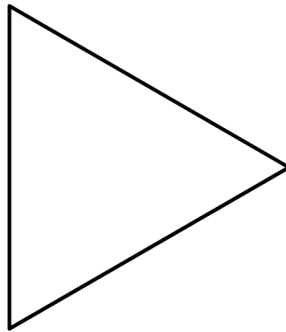
Presented in partnership with

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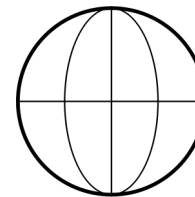
# Discover Next: SoundCore



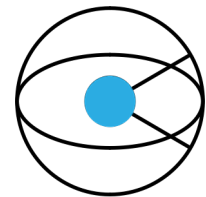
SoundNav 3.0



Sound Conductor



Spatial Awareness



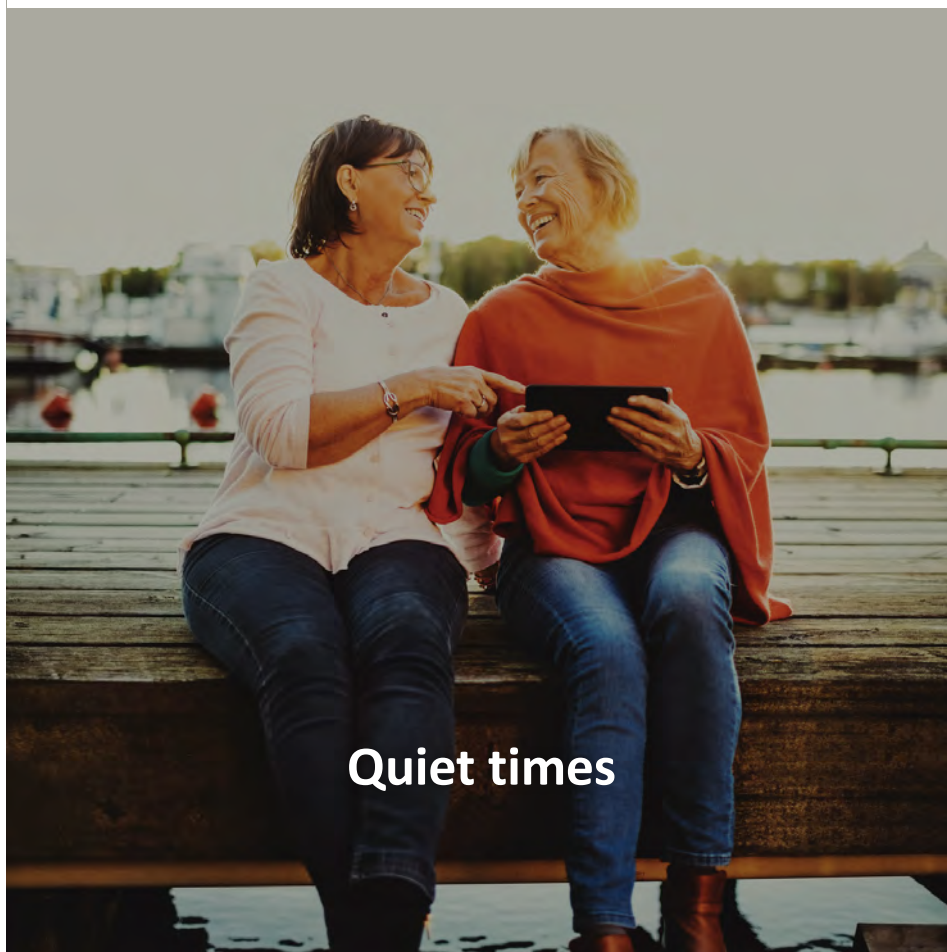
SpeechPro

## SoundCore

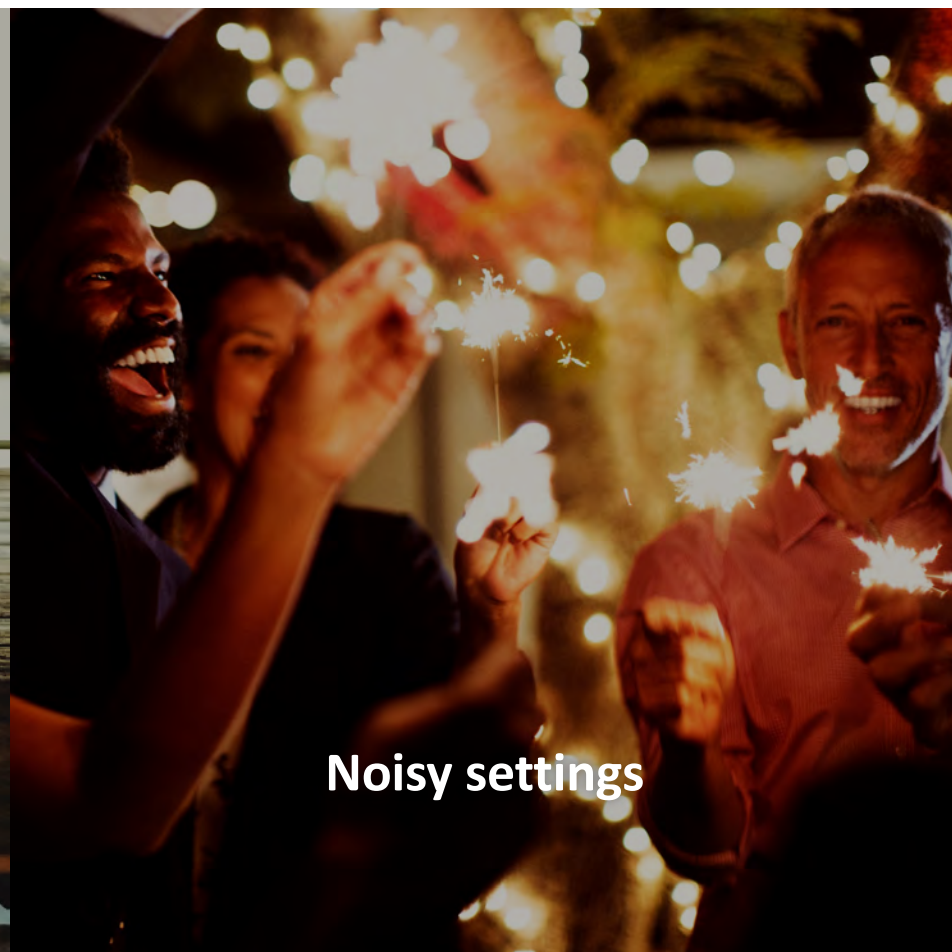
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Listening needs are very different depending on the situation



**Quiet times**



**Noisy settings**



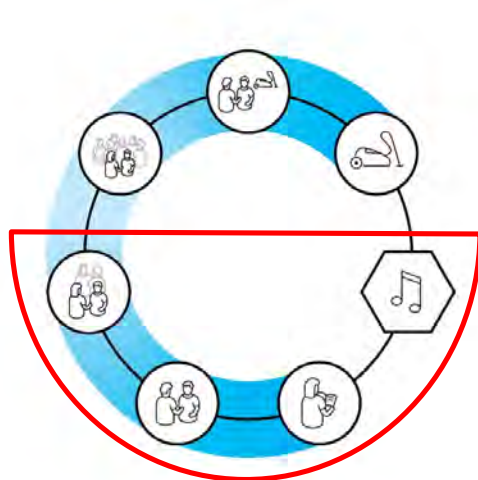
Get to the heart of quiet conversations

Discover Next

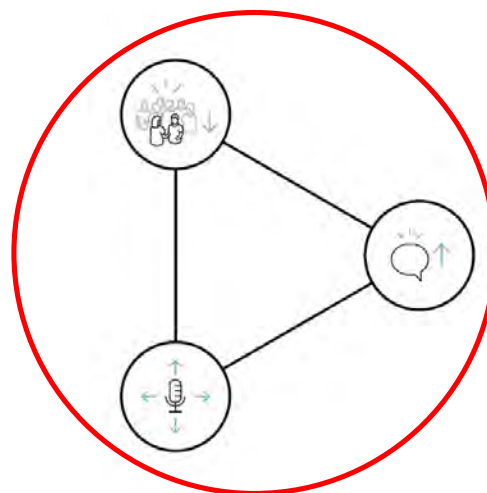
Presented in partnership with

continued

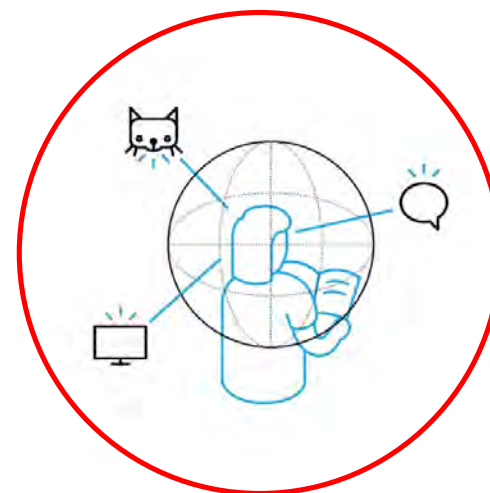
# SoundCore in quiet environments



SoundNav 3.0

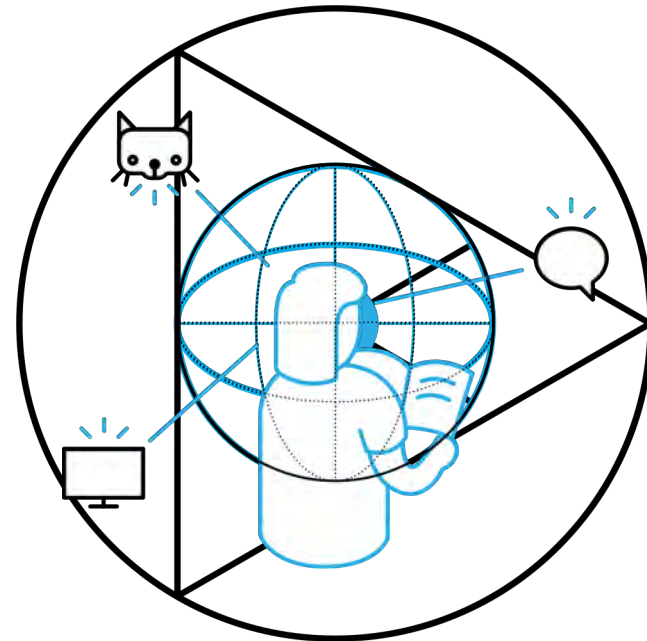


Sound Conductor



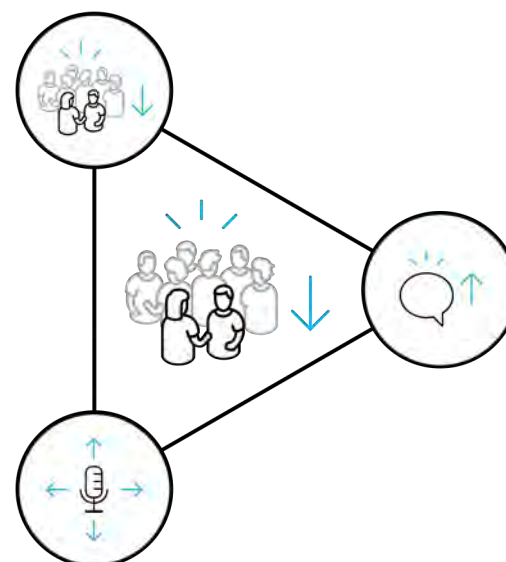
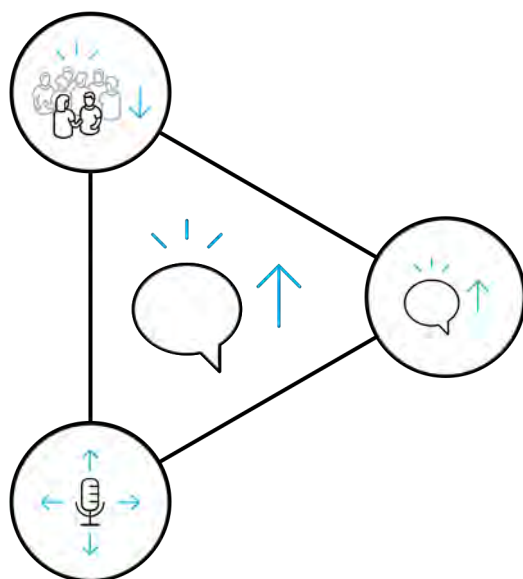
Spatial Awareness

# Spatial Awareness



# Sound Conductor

## Speech enhancement & noise reduction



# Introducing soft speech lift



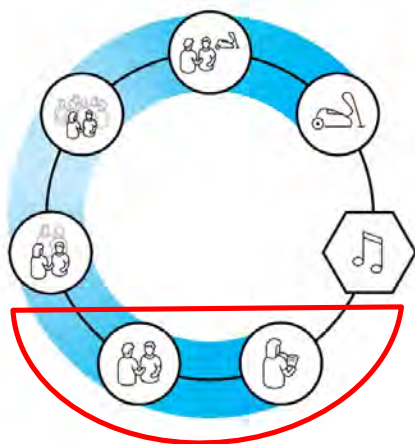
**Discover Next**

Presented in partnership with

continued

# Soft speech lift

makes the subtle nuances of speech (soft speech cues) more pronounced, making even soft-spoken people, (like grandchildren) easier to hear.



SoundNav 3.0

Relevant manual programs

✓ Place of Worship ✓ Acoustic Telephone



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continued

# Lifting soft speech



A photograph of a man and a young girl in a kitchen. The man, with dark hair and glasses, is wearing a blue t-shirt and has a towel draped over his shoulder. The girl, with brown hair, is wearing a blue shirt and yellow overalls. She is reaching up and touching the man's beard. The background shows kitchen cabinets and a window.

SoundCore gets to the heart of quiet conversations

Discover Next

Presented in partnership with

continued



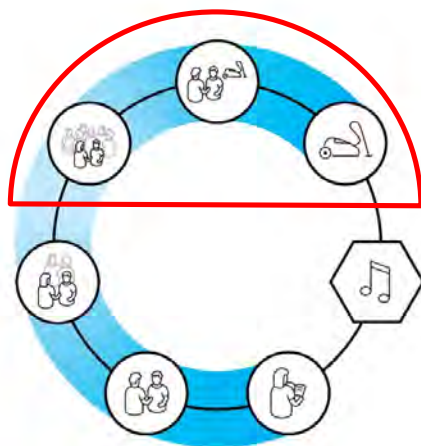
Deeper meaning even in challenging environments

[Discover Next](#)

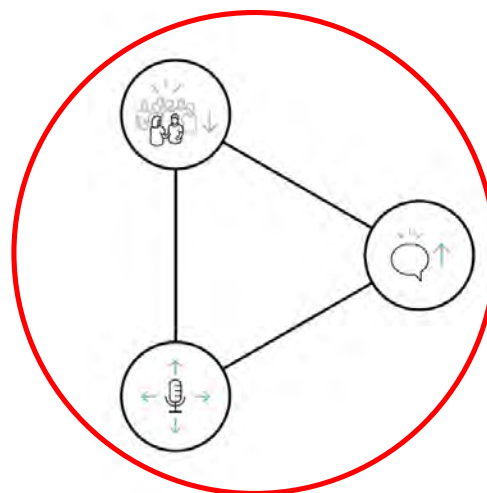
Presented in partnership with

continued

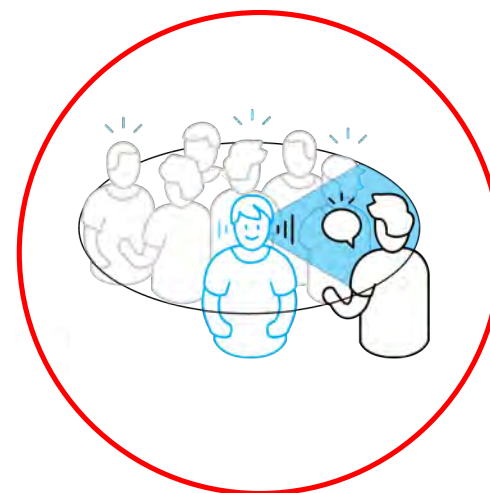
# SoundCore in high noise situations



SoundNav 3.0



Sound Conductor



SpeechPro



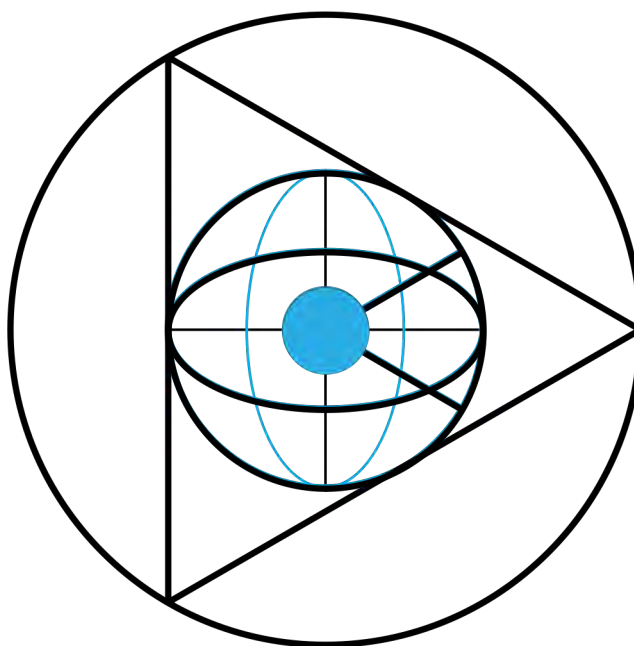
**Discover Next**

# Introducing **Spectral Speech** in SpeechPro

Presented in partnership with

continued

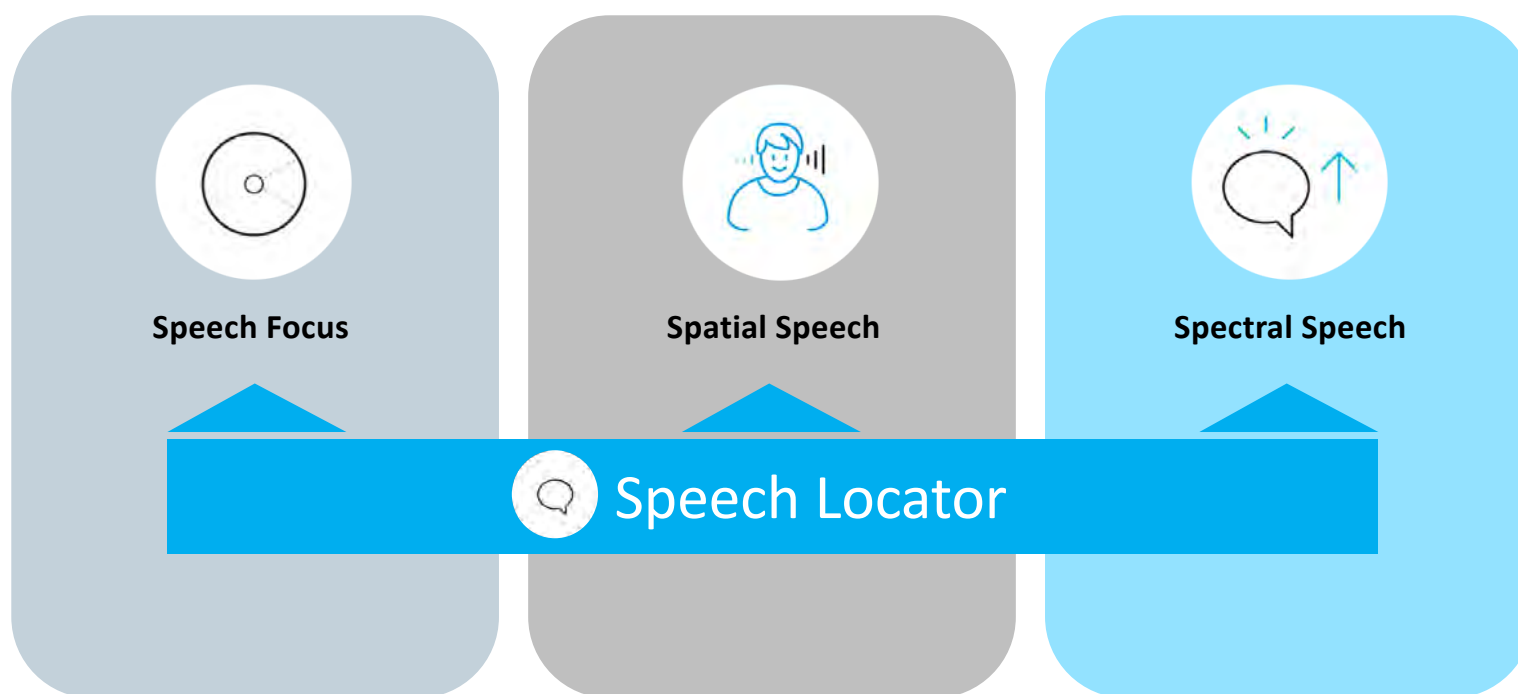
# SpeechPro



Presented in partnership with



# SpeechPro



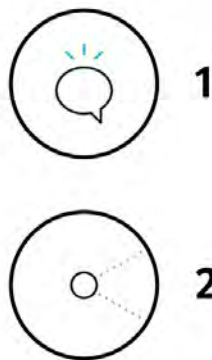
# Speech Locator

## Detection of the location of speech



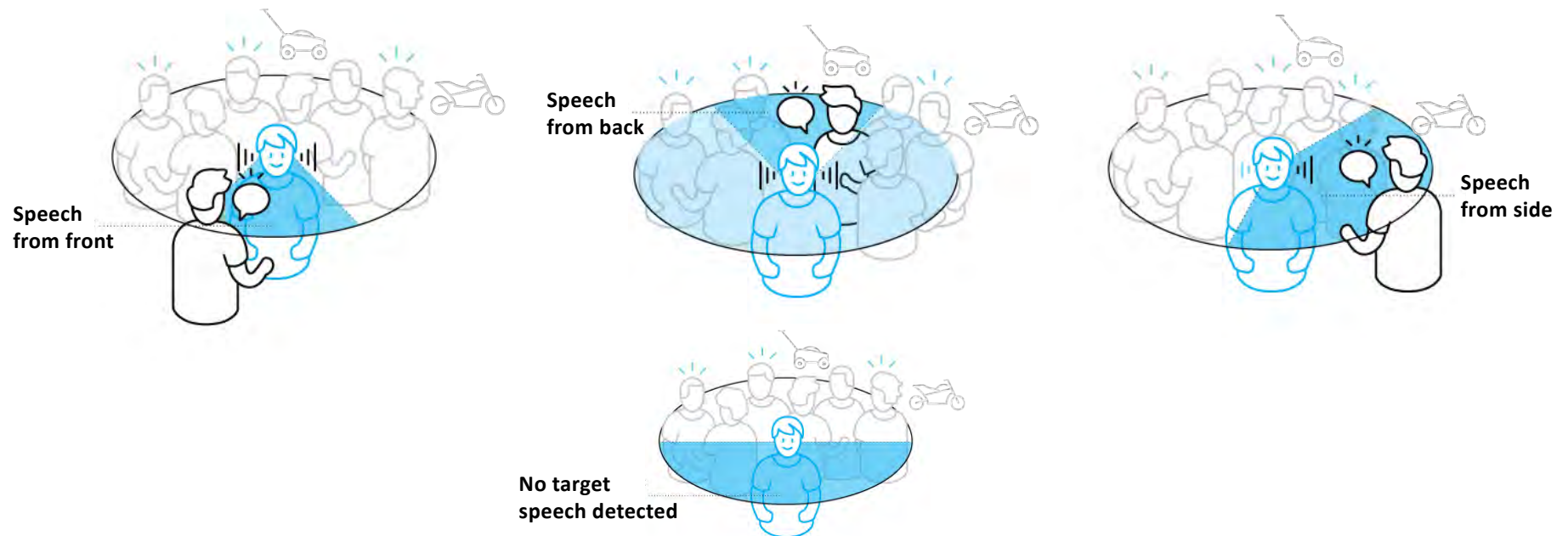
# Speech Focus

Directional beamforming towards the speaker



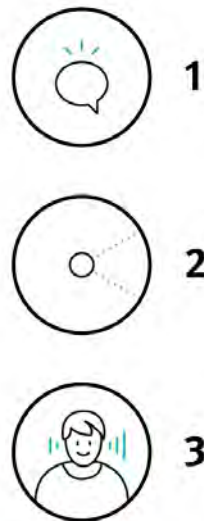
# Speech Focus

## Directional beamforming towards the speaker



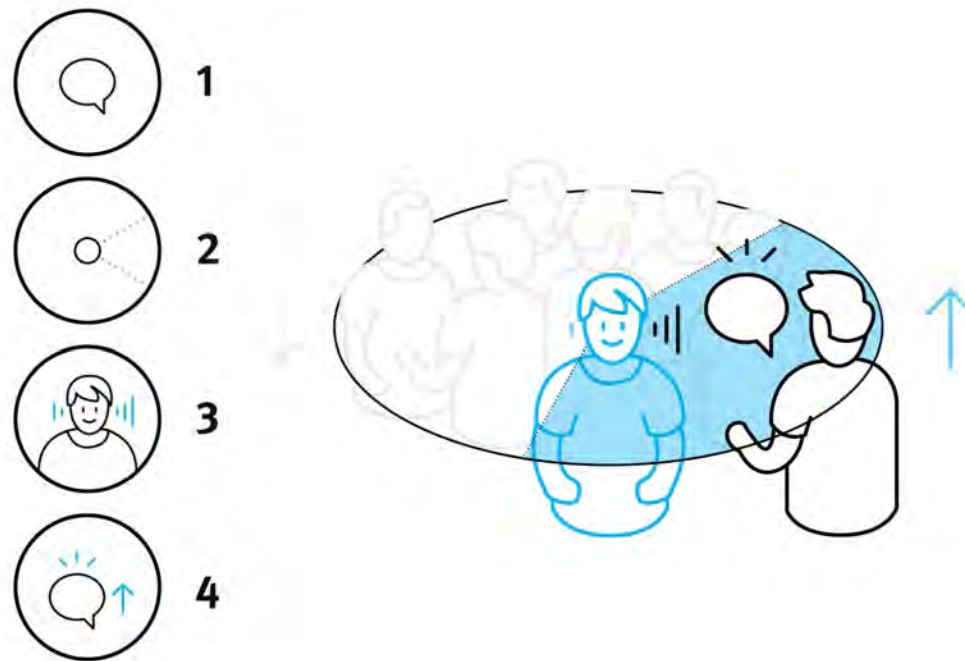
# Spatial Speech

## Dynamic preservation of localization cues



# New with Discover Next: Spectral Speech

## Distinction between speech and noise



# Spectral Speech

## Distinction between speech and noise

Speech from  
front



Speech from  
back



Speech from  
side





**SoundCore delivers deeper meaning  
in challenging environments**

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continued



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**Incredible begins with the first words they hear**

**Discover Next**

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continued



# Getting them started has never been easier

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

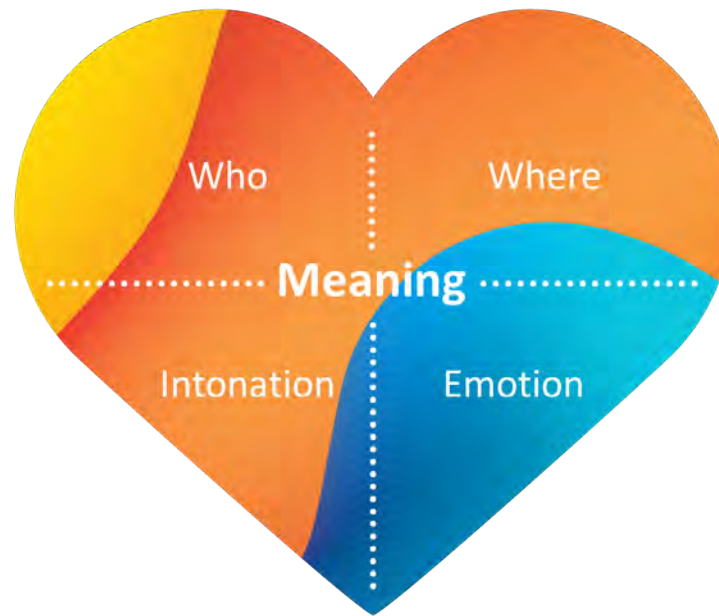
- Initial, acoustically transparent frequency response for pleasant, natural first sound experience
- Quick and easy workflow in TrueFit – just 5 clicks to a happy new wearer
- Automatic adaptation to full target for maximum long-term benefit in just a few weeks

**83%** Of new wearers were “highly satisfied” by Discover’s sound quality in their first appointment.

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**Discover Next will move you in more ways than one**

**Discover Next**

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continued

# Introducing Stride M powered by Discover Next

- Standard 312 battery
- Slimtube or earhook/earmold fitting
- Full SoundCore functionality
- Telecoil
- SWORD 3.0
- All accessories



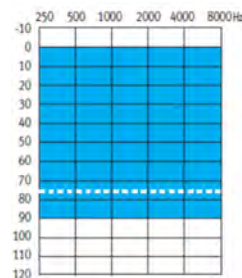
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**continued**

# Stride performance profile

| Style                                   | Stride M |
|---|----------|
| Peak output/gain (2cc) filtered earhook | 128/63   |
| Peak output/gain (2cc)<br>slim tube     | 122/58   |



----- Slim tube (power dome)



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## Colors to match your personality



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continued

# Introducing Inera powered by Discover Next



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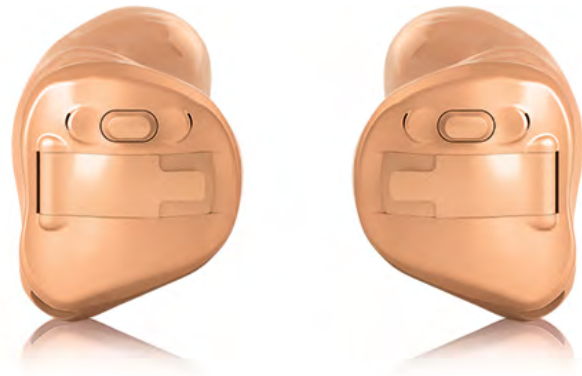
Presented in partnership with

**continued**

# Discover Next Inera 312 wireless

Our first custom product with 2.4 GHz wireless functionality!

- Full SoundCore functionality including SpeechPro
- SWORD 3.0
  - MFA connectivity – iOS and Android
  - Hands-free binaural phone calls
  - Stereo quality direct media streaming
  - All accessories



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# DX Inera non-wireless options

## When small size is most important

- Non-wireless, omni-directional products have a different feature set
- Benefits:
  - Cosmetic appeal
  - 10A battery CIC, IIC
  - 312 battery ITC
  - Telecoil (option)
  - Push button (option)
  - IIC remote (option)

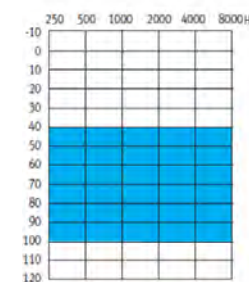
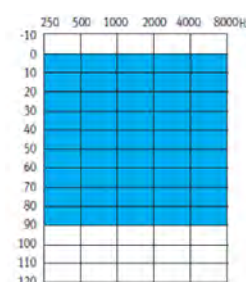
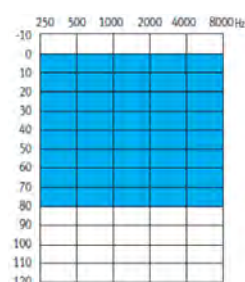
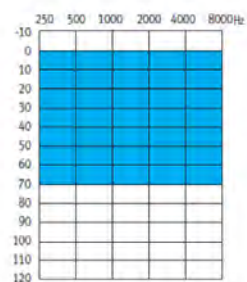


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# Inera performance profiles



| Receiver type          | M          | P          | SP         | UP                |
|------------------------|------------|------------|------------|-------------------|
| Peak output/gain (2cc) | 109/40     | 115/50     | 119/60     | 127/70            |
| Available in style     | All styles | All styles | All styles | 312 wireless only |



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# Fantastic runs in the family



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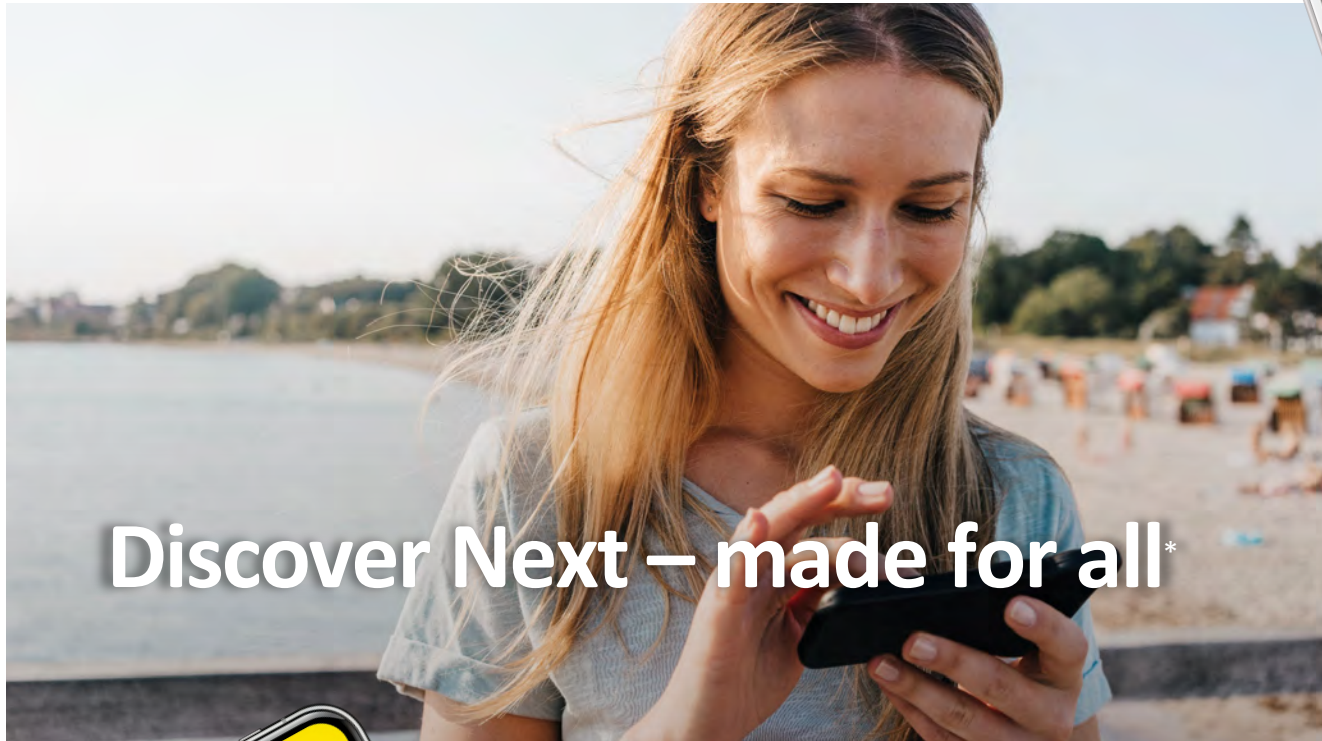
continued

| SoundCore                                  |                               | Discover Next 9 | Discover Next 7 | Discover Next 5 | Discover Next 3 |
|--|-------------------------------|-----------------|-----------------|-----------------|-----------------|
| SoundNav                                   | <b>SoundNav 3.0</b>           | •               | •               | •               | •               |
|  | Total listening environments  | 7               | 6               | 4               | 2               |
|  | Conversation in a crowd       | •               |                 |                 |                 |
|  | Conversation in a small group | •               | •               |                 |                 |
|  | Music                         | •               | •               |                 |                 |
|  | Quiet                         | •               | •               | •               |                 |
|  | Noise                         | •               | •               | •               |                 |
|  | Conversation in quiet         | •               | •               | •               | •               |
|  | Conversation in noise         | •               | •               | •               | •               |
|  | Total streaming environments  | 2               | 2               | 2               | 2               |
|  | MediaNav speech               | •               | •               | •               | •               |
|  | MediaNav music                | •               | •               | •               | •               |
| Sound optimization                         | <b>Sound Conductor</b>        | •               | •               | •               | •               |
|  | Speech enhancement            | •               | •               | •               | •               |
|  | Soft speech lift              | •               | •               | •               |                 |
|  | Noise reduction               | •               | •               | •               | •               |
|  | Microphone features           | •               | •               | •               | •               |
| Localization                               | <b>Spatial Awareness</b>      | •               | •               | •               |                 |
|  | Personalized                  | •               |                 |                 |                 |
|  | Pinna Effect                  | •               | •               | •               | •               |
| Performance in<br>challenging environments | <b>SpeechPro</b>              | •               |                 |                 |                 |
|  | Speech Locator                | •               | •               |                 |                 |
|  | Speech Focus                  | •               |                 |                 |                 |
|  | Spatial Speech                | •               |                 |                 |                 |
|  | Spectral Speech               | •               |                 |                 |                 |
|  | SpeechZone 2                  |                 | •               |                 |                 |
| Fine-tuning channels                       |                               | 20              | 16              | 14              | 12              |

Compatibility limited for some product styles

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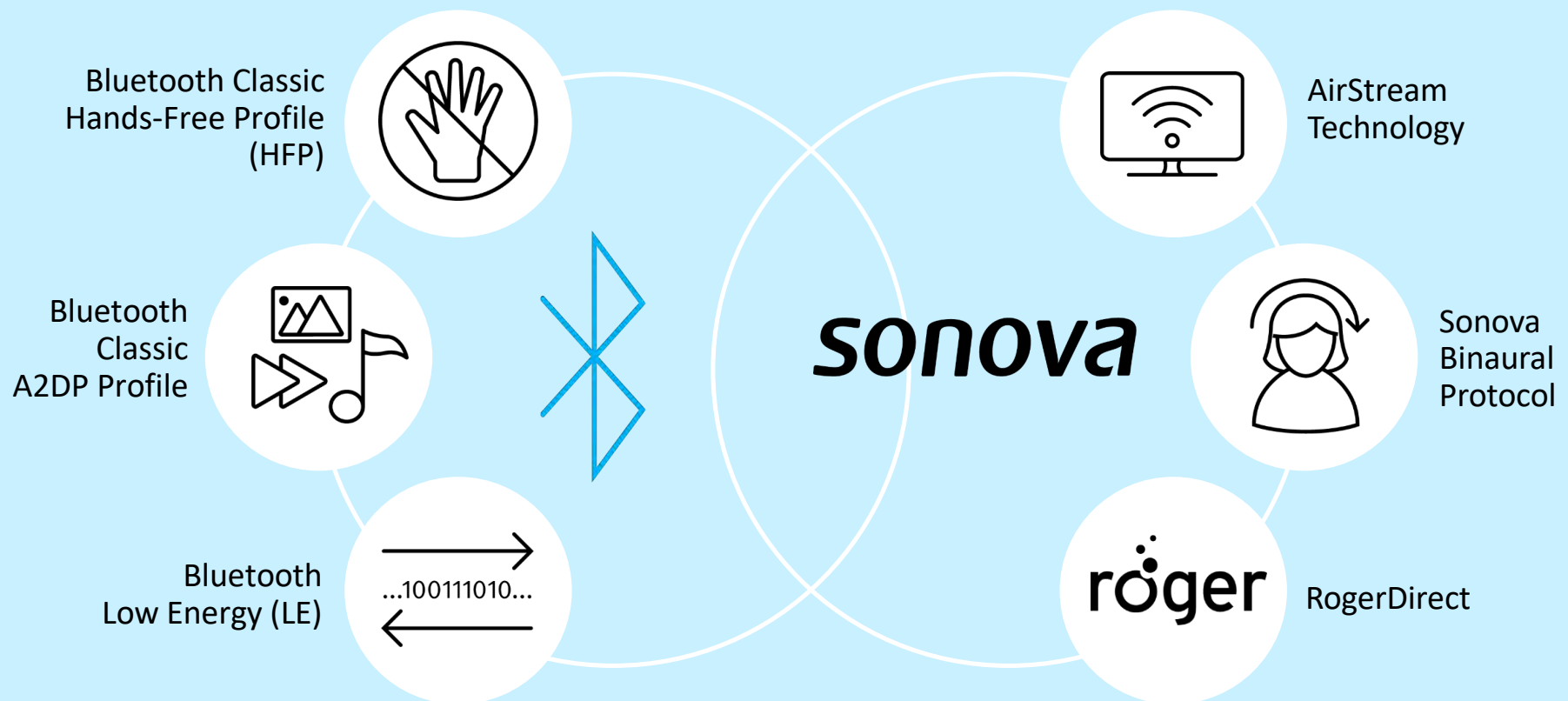
\*Smartphones and traditional mobile phones with a compatible Bluetooth Hands-Free Profile

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**continued**

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



# Convenient solutions



TV Connector



PartnerMic



Remote Control



Roger

# 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
- Coach
- Equalizer
- \*NEW remote adjust





Flexibility for you. Convenience for all.

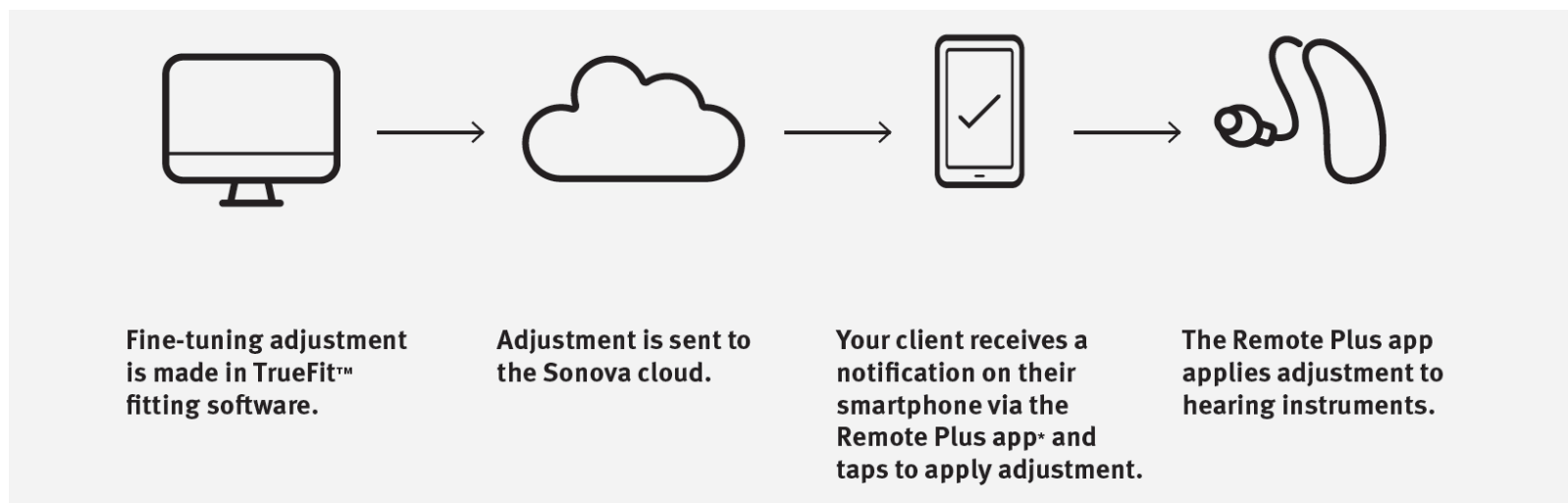
Life's easier for everyone with [remote adjust](#)

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continued

# Remote adjust is a simple, and straight forward work flow.



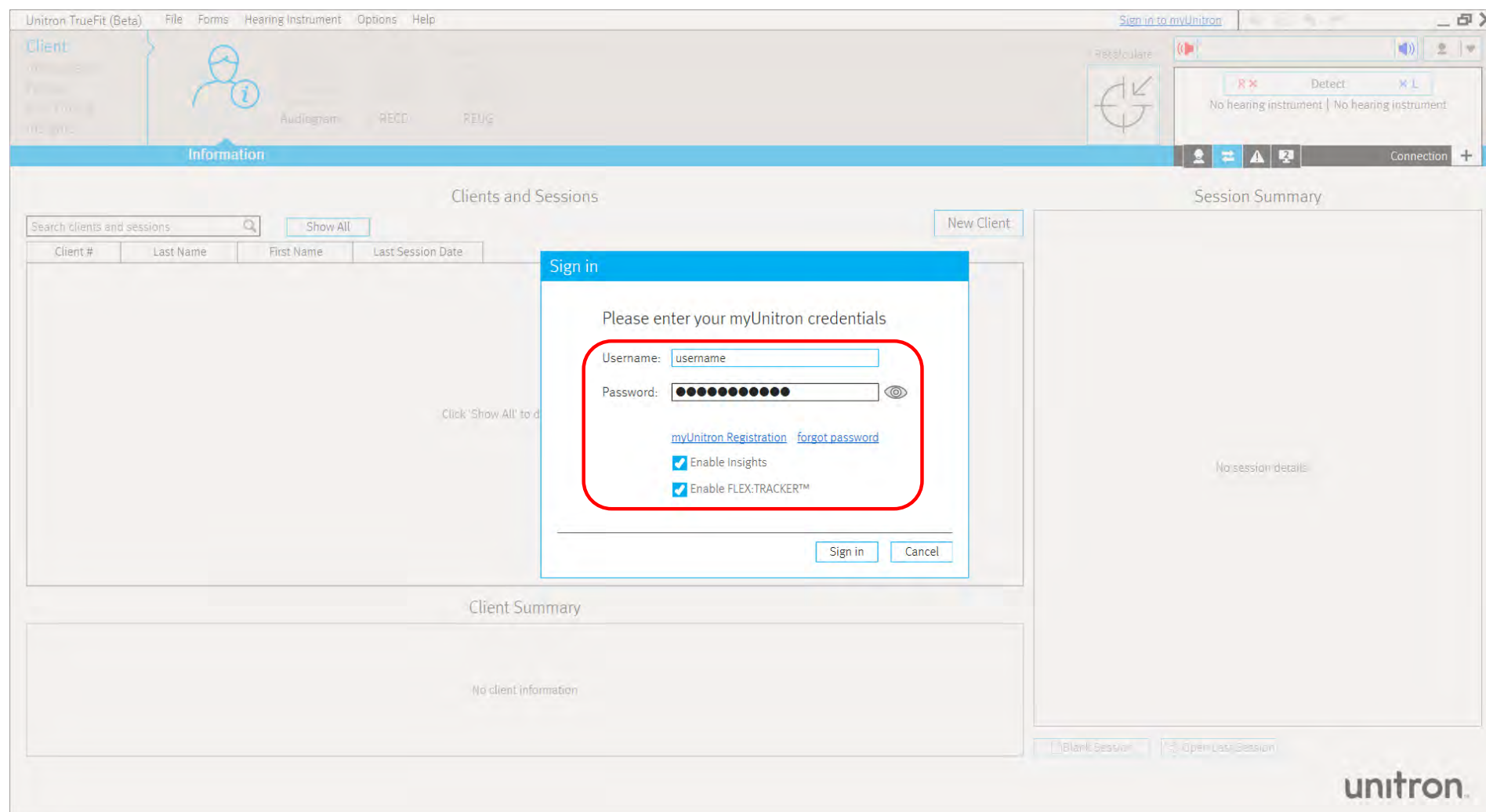
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continued

# How to enable remote adjust

# Remote adjust is a feature of Insights



Training Session | Unitron TrueFit | File | Forms | Hearing Instrument | Options | Help

Client | Instruments | Fitting | End Fitting | Insights

Initial Configuration

Initial configuration complete

1 2 3 4  
Client Device Confirm Finish

Insights Setup ⓘ

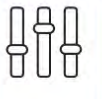
Name: Training Session1


Email:


Enable client activation


By enabling client activation, I confirm that my client is at least 18 years old and that I have received their consent to transfer their personal data to the Sonova cloud. [Insights Privacy Notice](#)

Where to next?

 Tuning

 Program Manager

 Accessories

 Fitting Summary

Detect

Noahlink Wireless

Simulate

DX Stride

DX Moxi

D Stride

D Moxi

T Moxi

T Stride

Rechargeable  
114/50 dB (2cc)  
Multi-function button  
Bluetooth®

icn\_close-2

Unitron TrueFit File Forms Hearing Instrument Options Help

Client Instruments Fitting **End Fitting** Insights

HI Setup Beeps Fitting Summary

Recalculate

Conversation in quiet

Detect

D Moxi Jump R 9 D Moxi Jump R 9  
D Moxi Jump R 9 M RIC D Moxi Jump R 9 M RIC

Connection +

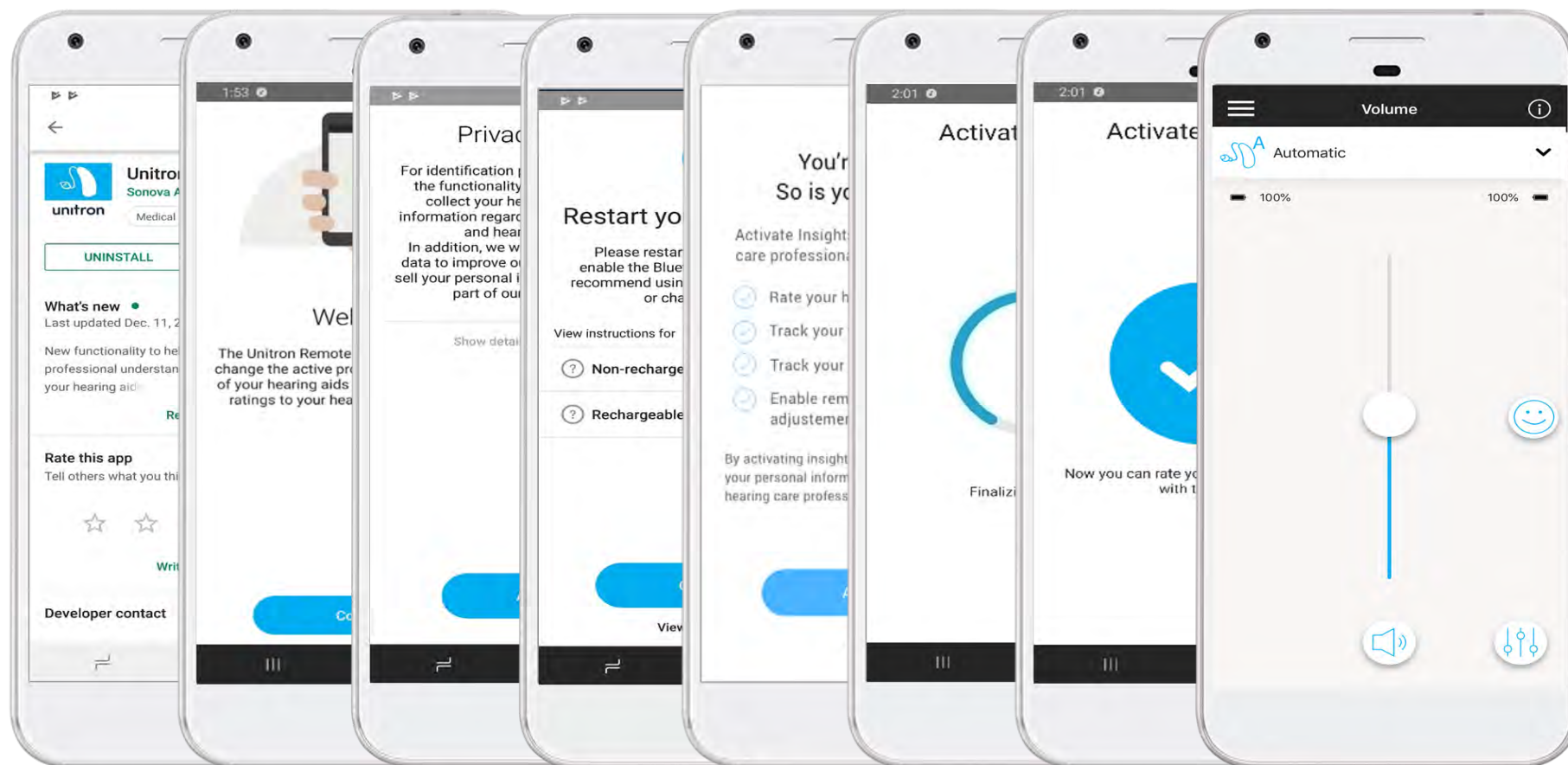
### Insights Setup

#### Insights Setup

- Step 1: Log into myUnitron 
- Step 2: Enable Insights 
- Step 3: Generate activation code  TBWXEP
- Step 4: Enable client activation 

[Check smartphone compatibility](#)

| Client Language... | Overall Satisfacti... |
|--------------------|-----------------------|
| English            | Every 6 months        |



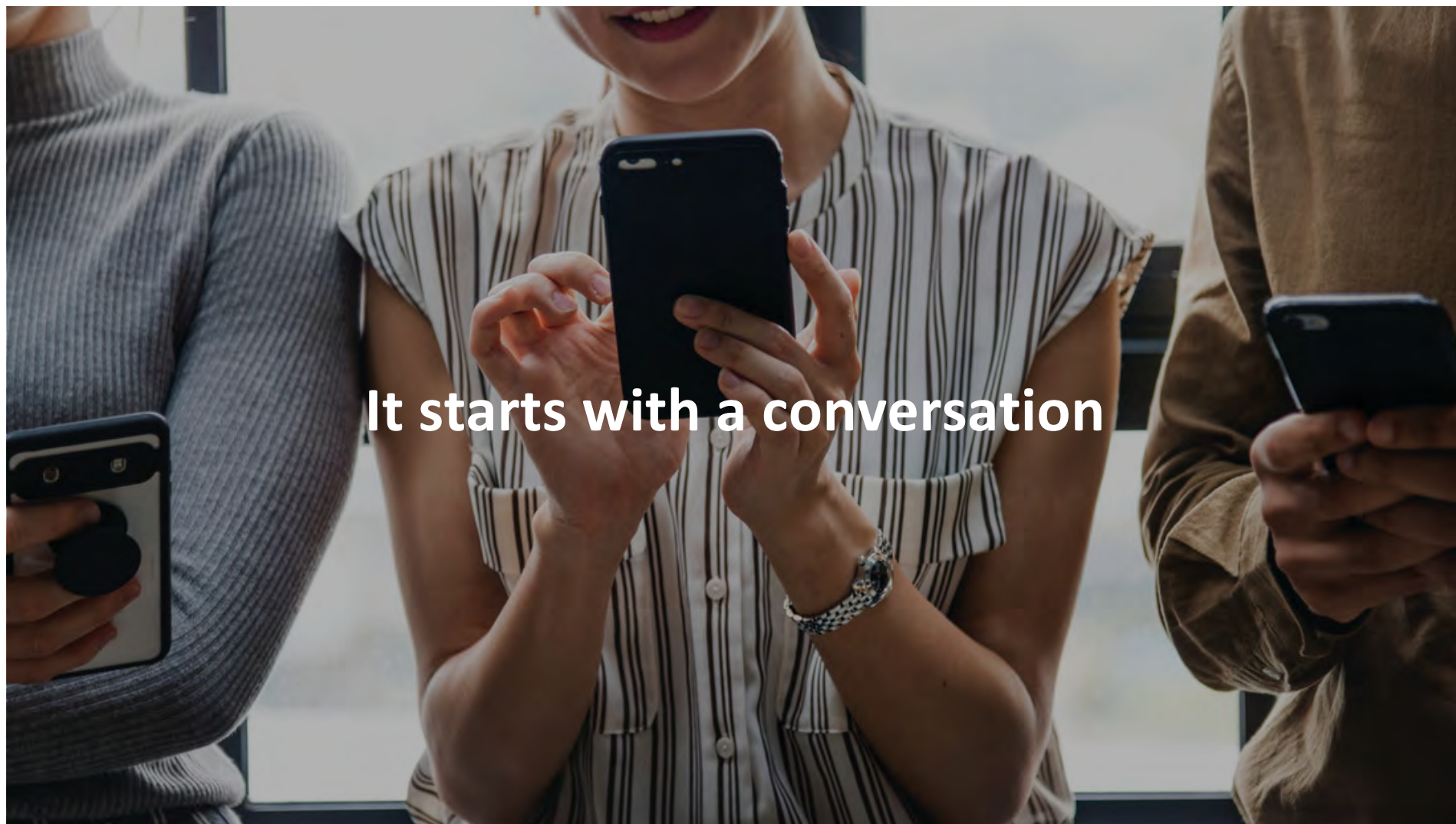
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# How to perform a remote adjust session

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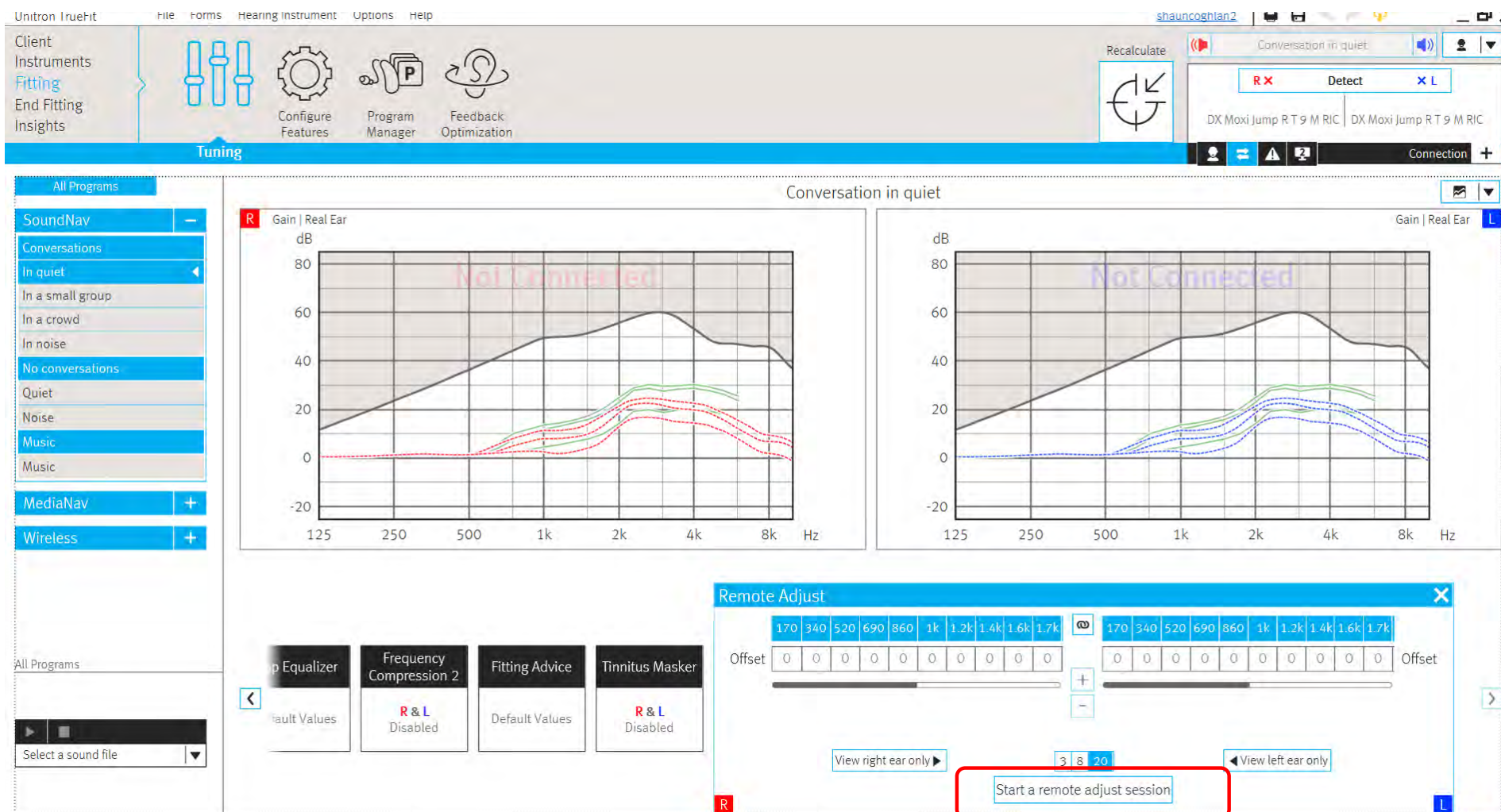




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Unitron TrueFit (Beta) File Forms Hearing Instrument Options Help

Client Instruments Fitting End Fitting Insights

Tuning

All Programs

SoundNav +

MediaNav +

Wireless +

Remote Adjust

### Adjustments

1 Adjustments 2 Message 3 Finish

All Programs

SoundNav -

Conversations

In quiet

In a small group

In a crowd

In noise

No conversations

Quiet

Noise

Music

MediaNav +

Wireless +

Gain | Real Ear

dB

125 250 500 1k 2k 4k 8k Hz

Not Connected

Gain | Real Ear

dB

125 250 500 1k 2k 4k 8k Hz

Not Connected

Remote Adjust

170 340 520 690 860 1k 1.2k 1.4k

Offset 0 0 0 0 0 0 0 0

Soft Loud

Default

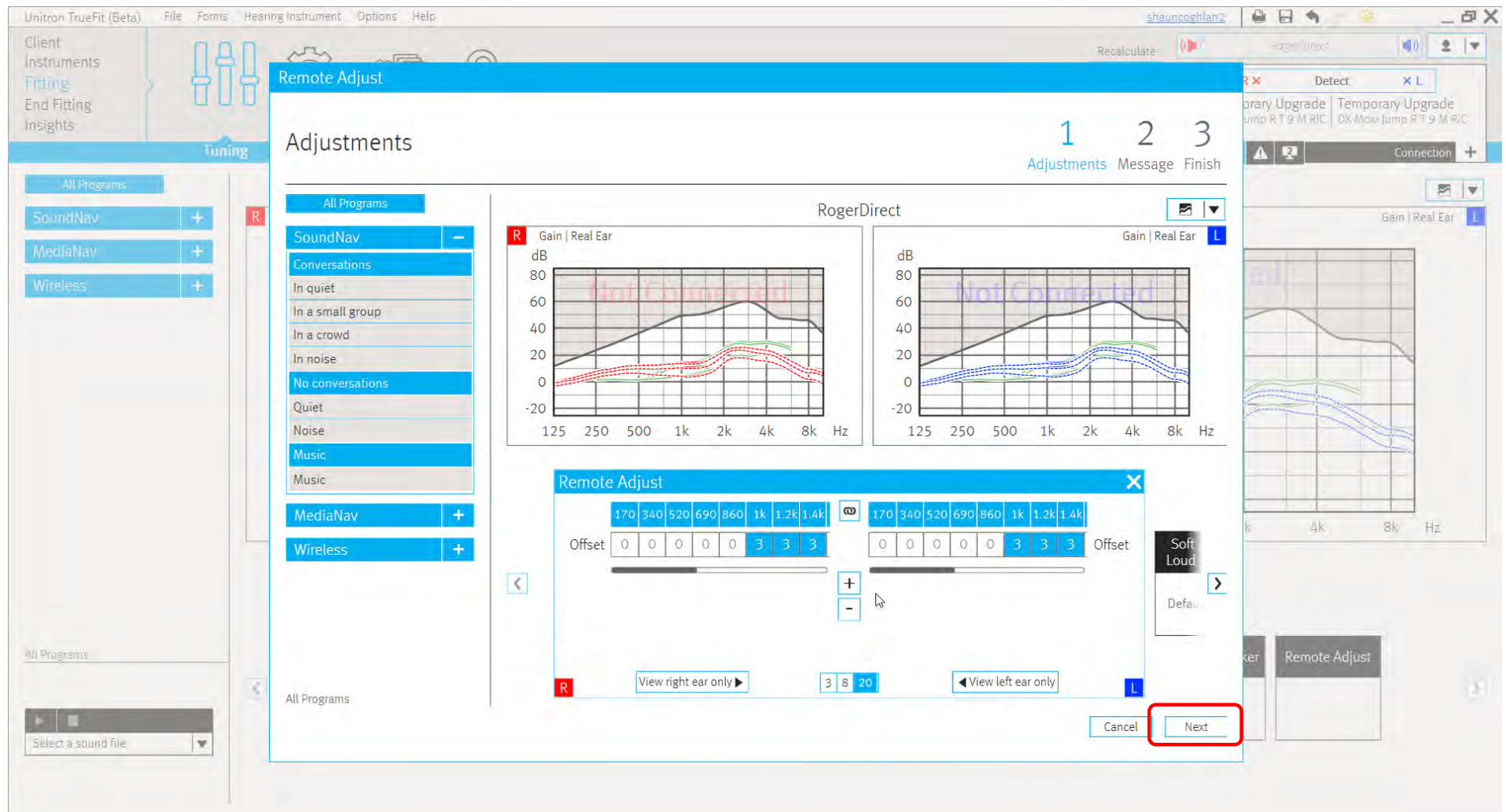
View right ear only ▶ 3 8 20 ◀ View left ear only

Cancel Next

Select a sound file







Unitron TrueFit (Beta) File Forms Hearing Instrument Options Help

Client Instruments Fitting End Fitting Insights

Tuning

All Programs

SoundNav +

MediaNav +

Wireless +

Remote Adjust

Enter a message

1 2 3  
Adjustments Message Finish

All Programs

SoundNav -

Conversations

In quiet

In a small group

In a crowd

In noise

No conversations

Quiet

Noise

Music

Music

MediaNav +

Wireless +

Gain | Real Ear

dB

125 250 500 1k 2k 4k 8k Hz

Not Connected

Gain | Real Ear

dB

125 250 500 1k 2k 4k 8k Hz

Not Connected

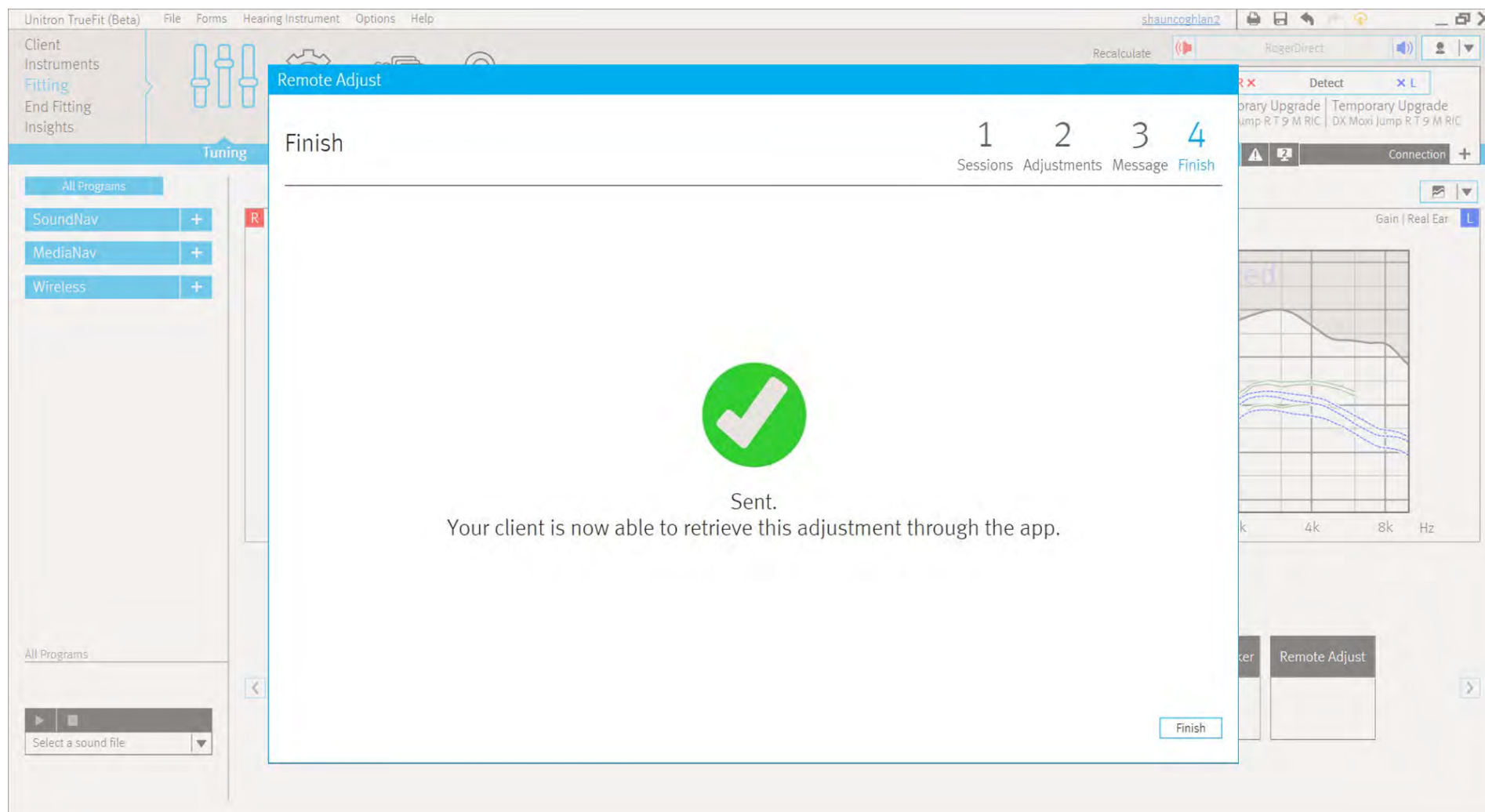
Enter a message to send to your client:

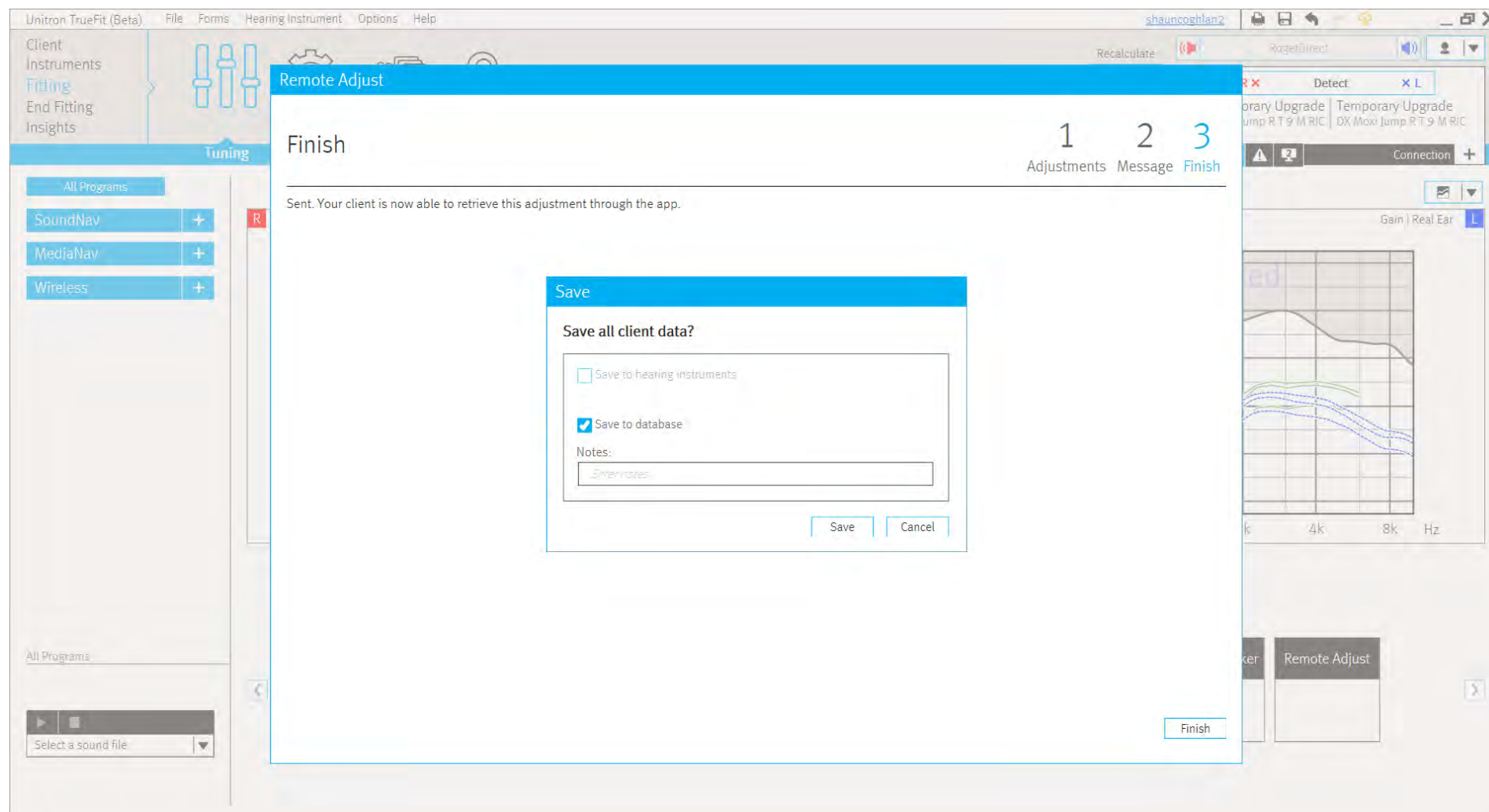
Here is the update to help hear your children better

Back

Cancel Send

Remote Adjust

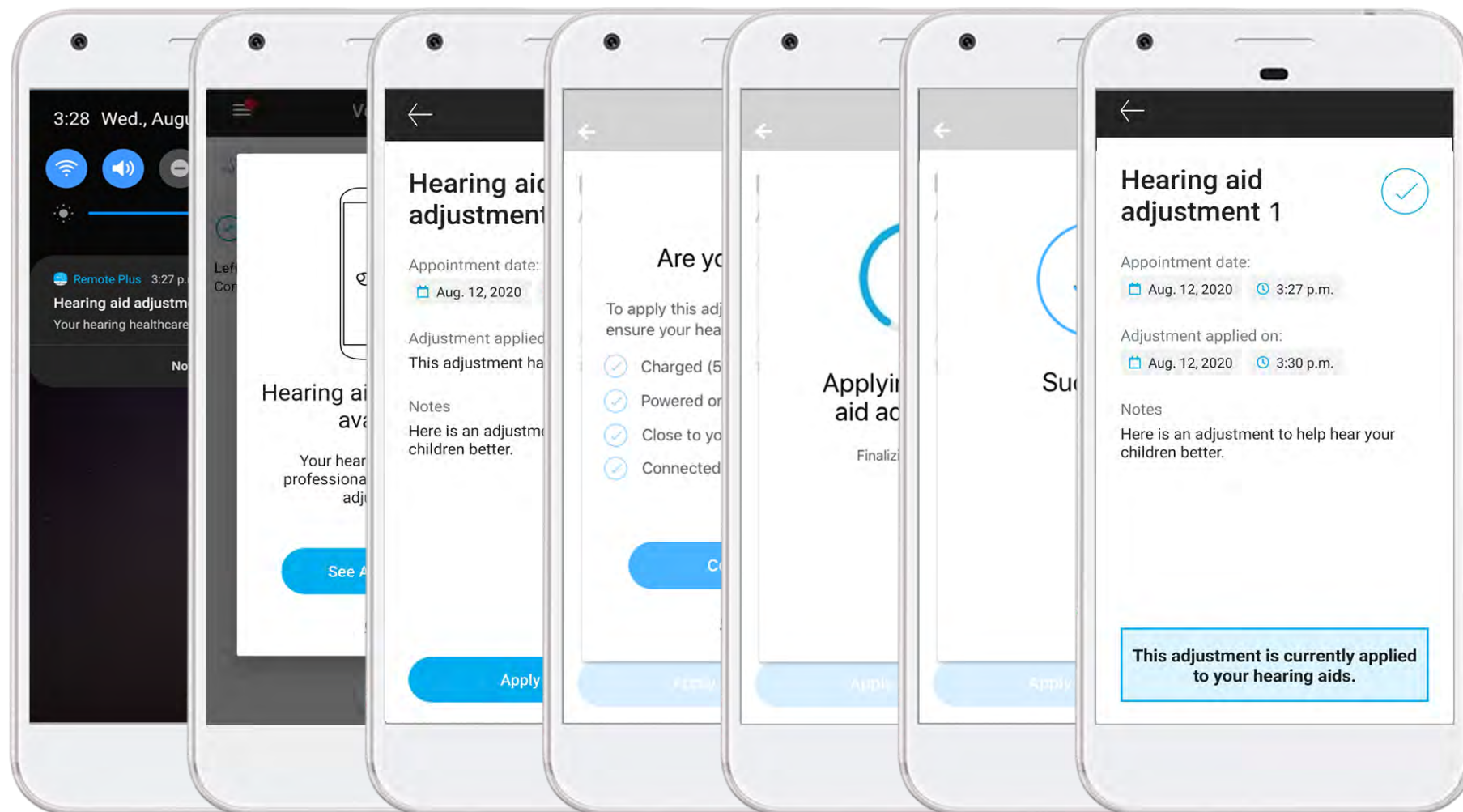




# How your client applies an adjustment

Presented in partnership with





A photograph of a man and a woman in an office environment. The man, wearing a light blue patterned button-down shirt, is standing and laughing with his hands clasped. The woman, wearing a light blue top, is seated at a desk and also laughing. The background shows office cubicles and a window. The text "When would you use remote adjust in your practice?" is overlaid in white.

**When would you use remote adjust  
in your practice?**

Presented in partnership with



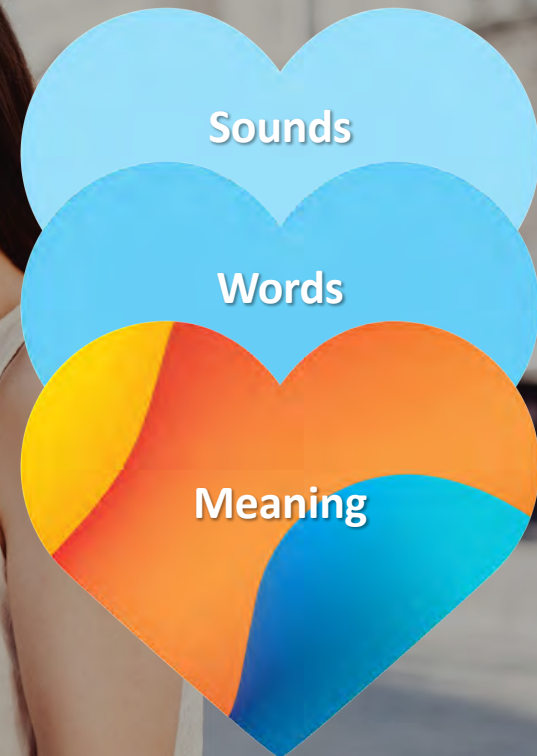


Easy, empowering and flexible

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continued

# Move beyond the words



Presented in partnership with

continued

# It's all on Discover Next

Technology to hear  
beyond sounds and words

Lithium-ion rechargeables  
proven to last all day

A refreshed set of  
easy-to-use accessories

Stylish hearing instruments  
with all-day comfort

Easy connections to all  
kinds of favorite tech

Enhanced flexibility with  
remote fine-tuning  
adjustments



Presented in partnership with



# Additional Training

If you are interested in additional training opportunities on AudiologyOnline, please sign up for the following training opportunities:

1. Unitron TrueFit v4.3 (1 CEU) - Wednesday, September 23<sup>rd</sup> at 11 am CDT
2. Move Beyond the Words (1.5 CEUs) - Friday, September 25<sup>th</sup> at 11 am CDT



# Thank you

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**Love the experience™**

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unitron™

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