

**We change lives,**  
we help people breathe easier

RespirTech®

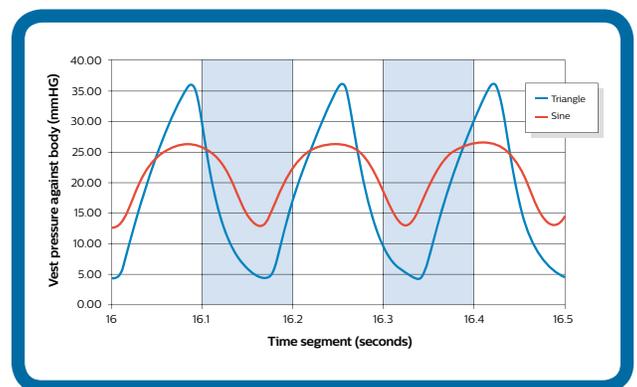
# Comfort. Adherence. Outcomes.

RespirTech was built on a simple but powerful idea: Change people's lives by helping them breathe better. Through innovative products and world-class professional services.



## Philips InCourage vest therapy

- Research has shown triangle waveform technology **clears up to 20% more mucus** than competing technology.<sup>1</sup>
- Triangle waveform therapy may be **more comfortable** because the duration of peak pressure is shorter than the sine wave technology used by competitors.<sup>1,2</sup>
- The unique active venting of the Philips InCourage system is designed to let the chest easily expand for a **deep, comfortable breath** during therapy.



## Philips Respironics CoughAssist T70

- Customized in-home titration provided by the RespirTech team to **individualize therapy** so that patients can progress through treatment at their own speed.
- Cough-trak technology allows the patient to control the length of the pause between coughs, designed to **improve comfort**.
- The goal of lung volume recruitment using the long slow deep method is to provide adequate lung inflation with a goal of reaching maximum insufflation capacity (MIC).<sup>4</sup>



# We're here to help, every step of the way.

We provide individualized support to each patient to help make starting, continuing with therapy, and seeing results from a treatment routine as easy as possible.

## Our team is an extension of your team



### Customer care

- RespirTech assigns a Patient Advocate to every patient to assist them in navigating the process.
- Our dedicated Account Service Representatives work directly with healthcare teams to answer questions and ensure proper documentation is obtained.

### Reimbursement expertise

- Our reimbursement and insurance professionals work with the patient and the payer to manage the insurance process end to end.

### Clinical services

- RespirTech's team of clinicians provides clinical product support and reviews medical documentation to ensure payer criteria is met.

### In-home patient trainers

- Licensed RTs and RNs provide in-home device training and education, setting the patient up for success.

### Ongoing patient follow-up

- RespirTech provides ongoing patient support through our case management and outcomes programs, encouraging adherence to prescribed therapies.

## RespirTech's bronchiectasis patient outcomes program<sup>3</sup>

Patient-reported results after 12 months of vest therapy with the InCourage system:<sup>4</sup>



**Yearly rate of hospitalization dropped**

**↓62%**



**Ability to clear lungs**

*Good-excellent rating increased*

**↑62%**



**Antibiotic use decreased**

**↓14%**



**Respiratory health**

*Good-excellent rating increased*

**↑43%**

# We put patients first

Survey of 4,653 patients<sup>5</sup>



**93%**  
of patients said the  
product training was  
**easy to  
understand**



**92%**  
satisfied / very satisfied  
with their overall  
**customer  
experience**



**92%**

of patients said  
**customer care**  
answered all of their questions

<sup>1</sup>Milla CE, Hansen LG, Warwick WJ. Different frequencies should be prescribed different high frequency chest compression machines. Biomed Instrum Technol 2006;40:319-324. Note: 100 CF patient study comparing triangular vs. sine waveform technology.

<sup>2</sup>Milla CE, Hansen LG, Weber A, Warwick WJ. High-Frequency chest compression: effect of the third generation compression waveform. Biomed Instrum Technol 2004; 38:322-328. Note: 8 CF patient study comparing triangular vs. sine waveform technology.

<sup>3</sup>Methodology: As of 7/31/18, self-reported data from over 10,000 bronchiectasis patients.

<sup>4</sup>McKim D. et al. Lung Volume Recruitment Slows Pulmonary Function Decline in Duchenne Muscular Dystrophy. Arch Phys Med Rehabil. 2012; 93:1117-1112.

<sup>5</sup>RespirTech's bronchiectasis patient outcomes program consists of follow-up calls at periodic intervals for up to two years to encourage HFCWO adherence and ensure the device is properly set for individual needs.

<sup>6</sup>RespirTech customer care survey results 2015-2017.

**RespirTech**<sup>®</sup>

Respiratory Technologies  
Inc., d.b.a. RespirTech

Toll free: 800.793.1261  
Main: 651.379.8999  
Fax: 800.962.1611  
[www.respirtech.com](http://www.respirtech.com)

5905 Nathan Lane North,  
Suite 200, Plymouth, MN 55442

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