

Neuromonics
Sanctuary™

Casie Keaton, AuD, CCC-A
Clinical Sales Manager
casie.keaton@neuromonics.com

Marta Hecocks, AuD, CCC-A
Clinical Specialist
marta.hecocks@neuromonics.com

Relief

Welcome to the Neuromonics Sanctuary!

- ④ *What is the Neuromonics Sanctuary?*
- ④ *What does the Sanctuary offer my patients?*
- ④ *What are the Sanctuary Fitting Profiles?*
- ④ *Who is a candidate for the Sanctuary device?*

Relief

- ④ *When would I choose the Neuromonics Oasis treatment for my patients?*
- ④ *What are some of the Clinical Tools available to me?*
- ④ *How do I follow these patients and how should I structure those appointments?*

Relief

Neuromonics
The Tinnitus Company

⊕ *What tests are recommended when evaluating a tinnitus patient?*

⊕ *What codes are included in the tinnitus assessment and what is the average reimbursement rate?*

Relief

Neuromonics
The Tinnitus Company

What is the Neuromonics Sanctuary?

New Tinnitus Management Tool

⊕ Clinically proven Neuromonics stimulus

⊕ Semi customized, spectrally modified music, based on your patient's hearing thresholds

⊕ Three Fitting Profiles

⊕ Choose the best match for tinnitus relief optimization

Relief

Neuromonics
The Tinnitus Company

The Neuromonics Sanctuary™
Accessory Options



- **Headphone Options**
 - Sony
 - Sanctuary ships with this option
 - Bose IE2's
 - Can be ordered additionally
 - Fit concerns
- **Auxiliary Speaker**
 - JBL
 - Bedside for sleep
 - Desk for concentration



Relief

What is the Neuromonics Sanctuary?


- Four acoustic programs
 - Spectrally modified music with embedded Neuromonics neural stimulus
- No daily usage schedule
- Two styles of music
 - Classical and Spa/Relaxation Styles
 - Patient can choose based on preference
- No software needed!
 - Device menus allow you to fit within minutes!



Neurophysiology



Auditory

- Broad Frequency Stimulation
- Customized, spectrally modified signal

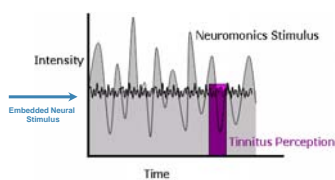


Emotional



- Relaxing music
- Targets the limbic system
- Address tinnitus stress response



Acoustic Signal





- High level of interaction
- Maximum neural stimulation
- Relief and reduced awareness during listening sessions



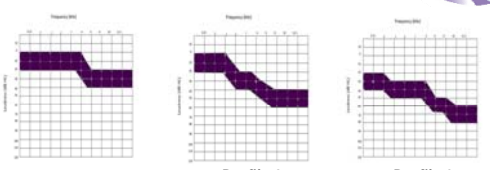
What does the Sanctuary offer my patients?

The Sanctuary utilizes what we know to provide a high degree of relief for tinnitus sufferers.

- Effectively address the tinnitus stress response
- Situational tinnitus relief
- Fast, easy patient delivery
- Much lower price point!





What are the Sanctuary Fitting Profiles?

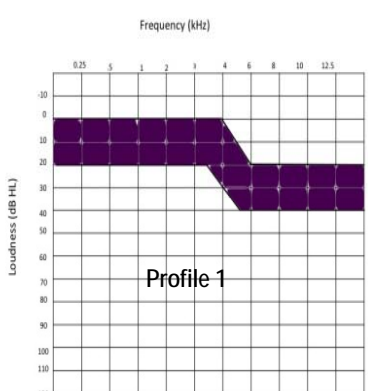


Profile 1 Profile 2 Profile 3



75% of audiometric thresholds should fall within fitting range

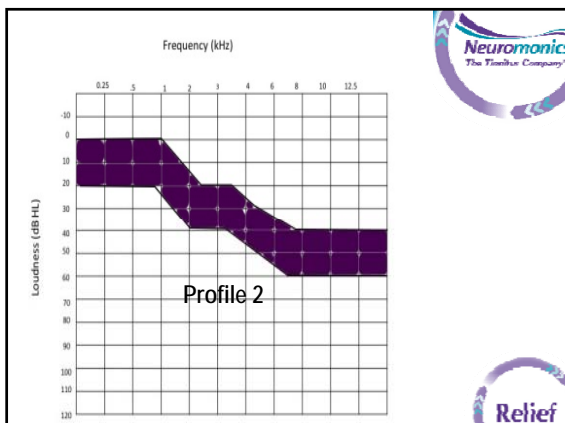
Device menus allow you to select the best choice

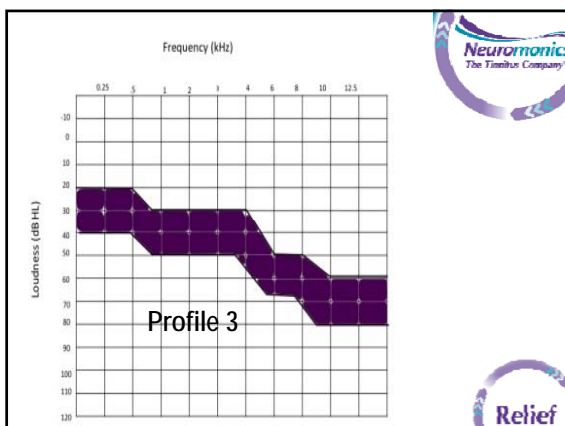




Profile 1







Who is a candidate for the Sanctuary device?

Low to moderate tinnitus disturbance
TRQ score below 35
Score of zero on TRQ question #24



Symmetrical hearing
Thresholds ≤ 20 dBHL between ears

No indication of reactive tinnitus
Patient history or Residual Inhibition test

No significant psychological history
Depression/anxiety/disturbance



Who is a candidate for the Sanctuary device?

- ⊕ Patients seeking situational tinnitus relief
 - ⊕ Sleep
 - ⊕ Concentration
- ⊕ Patients who have lower tinnitus awareness
 - ⊕ Maybe not a daily occurrence
- ⊕ Patients seeking a device for tinnitus management
 - ⊕ As opposed to long term treatment outcomes





Who is a candidate for the Sanctuary device?

- ⊕ Normal hearing patients where a hearing aid is not indicated
- ⊕ Patients with milder hearing losses that do not perceive communication difficulties
- ⊕ Hearing aid patients that need relief beyond what a hearing aid may provide

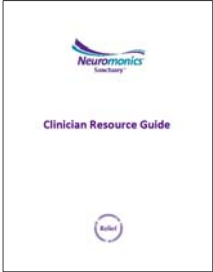



When would I choose the Neuromonics Oasis treatment for my patient?


- ⊕ Patients with severe tinnitus disturbance and high level of awareness
 - ⊕ TRQ score above 35
- ⊕ Patients that perceive a daily tinnitus impact
 - ⊕ Quality of life factors / Function affected
 - ⊕ Daily dose of two or more hours a day of usage
- ⊕ Long term reduction of disturbance and awareness





What are some of the Clinical Tools available to me?




- Fitting Criteria
- User Protocol
- Warranty, Loss and Damage
- Terms and Conditions of Sale
- Service and Repair Policy
- Receive an electronic copy
- Hard copy shipped with first order



What are some of the Clinical Tools available to me?






Clinician Counseling Guide




What are some of the Clinical Tools available to me?

www.NeuromonicsProfessional.com




How do I follow these patients and how should I structure those appointments?




Follow up considerations


- ⊗ Patient needs
- ⊗ Clinical judgment
- ⊗ Recommend one week call, four week follow up
- ⊗ Additional fees to cover professional time
 - ⊗ Fitting Fee
 - ⊗ Set fee per office visit



What tests are recommended when evaluating a tinnitus patient?




1. Tympanometry
2. OAE's
3. Comprehensive Audiometry
4. Assessment of Tinnitus
 1. Pitch Matching
 2. Loudness Match
 3. Minimum Masking Level
 4. Residual Inhibition



Coding and Reimbursement

Source: 2013 Medicare Fee Schedule and Hospital Outpatient Prospective Payment System for Audiologists
www.asha.org/~2013/Medicare-Fee-Schedule-Audiology.pdf



Code	Procedure	2013 Medicare Rate Non-Facility
92567	Tympanometry	\$ 14.30
92587	DPOAEs; limited evaluation (to confirm the presence or absence of hearing disorder, 3-6 frequencies) or TEOAEs with interpretation and report	\$ 18.72 - 21.78
92557	Comprehensive Audiometry	\$ 37.44
92625	Assessment of Tinnitus •Pitch Match •Loudness Match •MLM	\$ 68.76
	Total	\$139.22
E1399	Durable Medical Equipment •Code used for device •Have to define what treatment is and why medically necessary	Amount inconsistent across insurance carriers Medicare NA

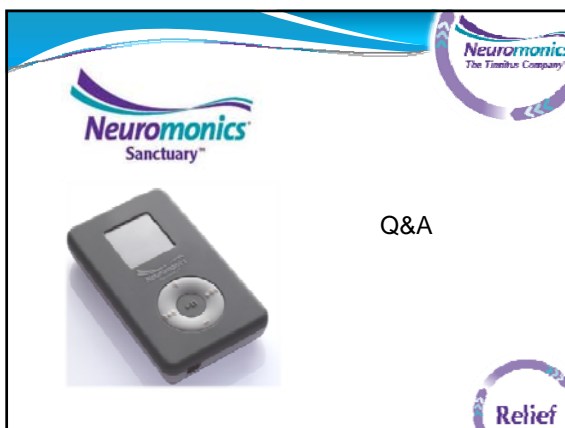


Neuromonics
The Timbus Company

Neuromonics
Sanctuary™

*Relief when they want it.
Relief when they need it.*

Relief



Neuromonics
The Timbus Company

Neuromonics
Sanctuary™

Q&A

Relief
