



# Integrated Respiratory Care for ALS Patients and Caregivers

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# Ventec Life Systems

VOCSN is designed, developed, and manufactured in the U.S.



- Founded in 2012 by Doug DeVries, creator of the LTV
- History developing 18+ FDA cleared ventilators
- 80+ issued patents, collectively, for technologies prior to and not related to Ventec
- Based in Bothell, Washington



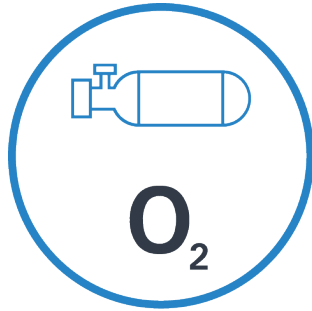


# Typical Respiratory Equipment

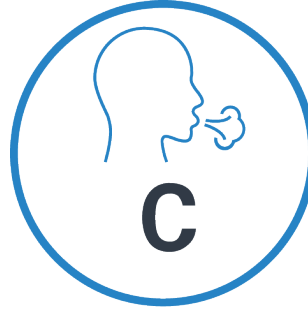
Ventilator patients usually require numerous medical devices



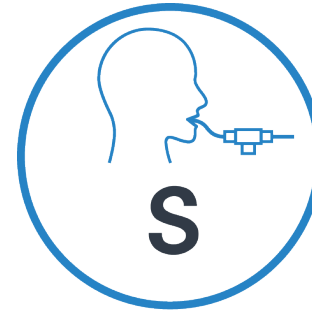
VENTILATION



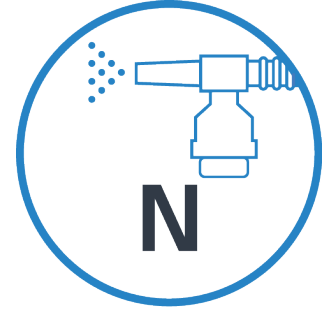
OXYGEN



COUGH



SUCTION



NEBULIZER



# Challenges of Traditional Devices

VOCSN addresses three common challenges in respiratory care

1

## Complex and time consuming

Administering patient care using five devices takes time, creates undue stress for caregivers, and increases the risk for mistakes. Consequently caregivers spend more time managing equipment and less time interacting with patients. Additionally, each device requires specific training to use and regular maintenance to keep working.

2

## Limited portability

Ventilator patients wishing to leave their home are often required to transport more than 55 pounds of equipment as well as numerous accessories and multiple extra batteries. Patients are typically confined to their homes due to the logistical burden and power needs of their life-support equipment.

3

## Difficult to switch between therapies

Switching between five devices to provide therapies is time consuming and uncomfortable. For example, a patient with a spinal cord injury needing to complete a cough therapy must complete three steps. First, caregivers disconnect the patient from the life support ventilator. Second, the patient is connected to the cough assist device using a separate patient circuit. Third, once the therapy is complete, the patient must reconnect to the ventilator. Switching between devices may take up to 15 minutes, require as many as two caregivers to complete, and expose the patient's airway to the risk of infection.



# VOCSN: Five therapies. One device.

VOCSN is the first and only portable, integrated respiratory system



VS



55<sub>lb</sub>

5 machines | Multiple circuits

18<sub>lb</sub>

1 machine | 1 circuit



# VOCSN Multi-Function Ventilator

## Overview

- Hospital to Home
- Pediatric to Adult
- Customizable – VOCSN grows with the patient needs
- FDA Cleared in April 2017







# Critical Care Ventilator



- **CRITICAL CARE:** VOCSN meets the rigorous ISO international standard for safety and accuracy
- **COMPREHENSIVE:** Combines best in class technology for invasive, non-invasive and mouthpiece ventilation across a comprehensive set of modes and settings
- **COMPENSATION:** Powerful integrated leak and circuit compensation allow for more accurate ventilation and comfortable breathing





# 6 L/min Internal Oxygen Concentrator



- **INTERNAL CONCENTRATOR:** Internal oxygen concentrator capable of delivering the equivalent of 6 L/min of oxygen or up to 40% FiO2
- **OXYGEN SOURCES:** 3 sources of oxygen including: internal oxygen concentrator, external high-pressure, and low-pressure
- **OXYGEN DIRECT:** The Oxygen Direct system is three times more energy efficient than existing concentrators, which significantly decreases the size of the oxygen concentrator and maximizes battery life
- **ONBOARD FIO2 MONITOR:** The VOCSN onboard FiO2 monitor verifies accurate oxygen delivery





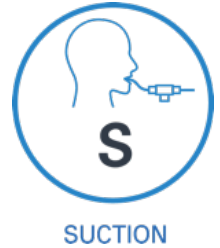
# Touch Button Cough



- **TOUCH BUTTON:** Cough therapy at the touch of a button delivered in seconds rather than minutes
- **VENTEC ONE-CIRCUIT:** No more switching between devices using multiple circuits
- **BREATH SYNC:** VOCSN monitors patient breathing and triggers a cough at a natural point in the breathing cycle



# Hospital Grade Suction

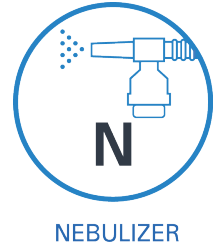


- **HIGH FLOWS:** Hospital grade suction system that provides consistent high flows throughout the entire suction experience
- **QUIET:** More than three times quieter than traditional suction machines
- **VENTEC TRAVEL CANISTER:** 300mL detachable travel canister allows suction on the go





# High Performance Nebulizer



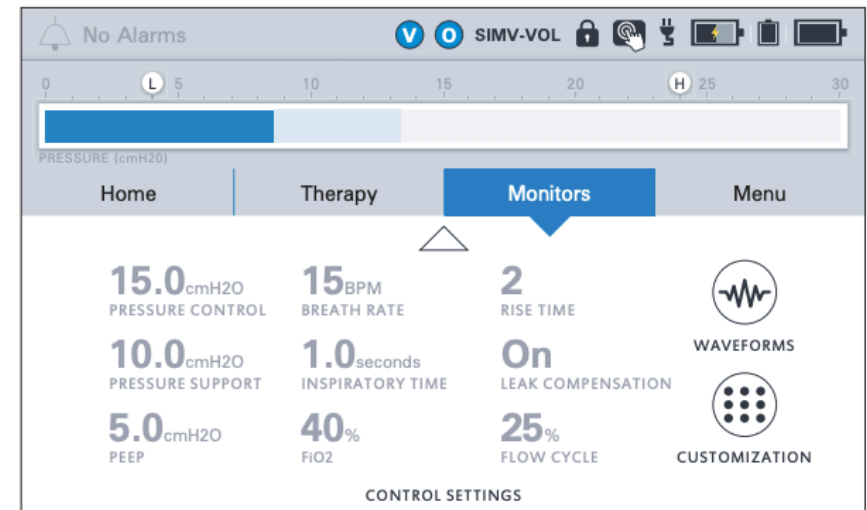
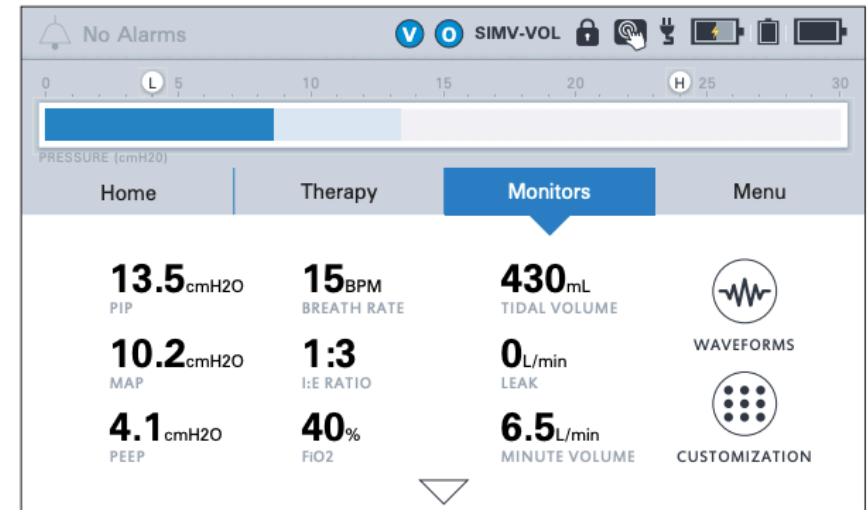
- **FLOW COMPENSATION:** VOCSN automatically compensates for the airflow from the nebulizer drive to ensure accurate ventilation and comfortable breathing
- **PROGRAMMABLE AUTO-OFF:** Nebulizer automatically turns off when the therapy duration is complete
- **NOISE MUFFLER:** Sound muffler technology makes the nebulizer drive two times quieter than traditional nebulizer systems





# Monitors & Therapy Tracker

- **MONITORS:** Customizable, user can arrange to match charting
- **CONTROL SETTINGS:** To aid clinicians charting activities, an additional page of customizable control settings is visible by pressing the down arrow at the bottom of the Monitors screen to view currently active Ventilation and Oxygen therapy control settings
- **WAVEFORMS:** Accurate waveforms, responsive on screen graphics
- **THERAPY TRACKER:** Stores the most recent 7,300 events, including alarms and changes to control settings which can be downloaded to a USB.





# Touch Button Cough Therapy

Integrating ventilation and cough versus traditional devices

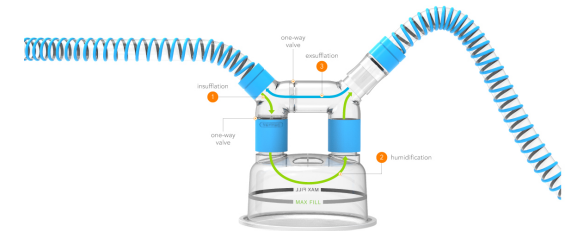


VENTILATION



COUGH

- **Reduce Anxiety:** Reduce patient anxiety by ensuring uninterrupted ventilation, because patients should not have to disconnect from their ventilator to cough.
- **Save Time:** Save time by providing Cough therapy in seconds rather than minutes.
- **Reduce Risk of Infection:** May reduce the risk of infection by eliminating the need to frequently disconnect the patient circuit.
- **Increase Compliance:** Increase the use of cough therapy by making it mobile and simpler to use.
- **Humidity with Cough:** Using the Humidifier Bypass, VOCSN is the first system to deliver humidified coughs to patients using heated circuits.



- **Maintain Oxygen Saturation:** Using external high-pressure sources, VOCSN is the first system to deliver cough therapy with supplemental oxygen during inhalation.
- **Uninterrupted Ventilation:** Patients will never again be disconnected from their life support ventilation to cough. Every breath is supported.



## pALS using VOCSN

Celebrating Halloween at the Gleason House in New Orleans, LA



TEAM  GLEASON





# Benefits of Integrated Care

VOCSN is Simple, Mobile, and Care Changing



## SIMPLE

- Ventec One-Circuit™
- Single integrated Ventec-One circuit
- Quick and easy setup



## MOBILE

- Five therapies in one device
- 70% lighter and smaller than five devices
- Up to 9 hours of on-board battery



## CARE CHANGING

- Touch Button Cough™
- Uninterrupted ventilation between therapies
- Designed to reduce the risk of infection

**1** device to learn  
device to clean  
alarm to silence

**1** device to transport  
device to charge  
power supply to carry

**1** circuit for all therapies  
touch to operate  
device to monitor



# Care Benefits of VOCSN

VOCSN was design to accomplish the following care goals



- Increased Patient and Caregiver Mobility
- Reduced Noise
- Easy to Use Operating System
- Patient Empowerment
- Patient Comfort – Uninterrupted Ventilation Using One Circuit for All Therapies
- Reduced Risk of Infection
- Increased Patient Compliance



# Homecare CMS Reimbursement – E0467

Multi-Function Ventilator (HCPCS E0467) - Effective January 1, 2019

## Multi-Function Ventilator

A multi-function ventilator is defined as a single device that integrates a ventilator, portable oxygen concentrator, cough stimulator, suction, and nebulizer. VOCSN is the only device that integrates all five therapies and qualifies as a multi-function ventilator.

## Eligibility

New Ventilator Users: Any patient that qualifies for a ventilator and at least one of the four additional functions of the device may be eligible for VOCSN under Medicare Part B.

Current Ventilator Users (CMS Transmittal 2206): Current ventilator users that meet one of the equipment rental schedules below are eligible for VOCSN:

- Ventilator users that have used cough, suction, and nebulizer for less than 13 months
- Ventilator users that have used oxygen therapy for less than 36 months
- Ventilator users that own one of the rental items (or reached the 36-month cap for oxygen) but have exceeded the reasonable useful life of five years and are eligible for a new device

## Reimbursement

- Monthly rental amount that is higher than traditional portable ventilator
- The multi-function ventilator is classified under the frequent and substantial servicing payment category and payment will be made on a continuous monthly rental basis.
- Medicare, Medicaid, and Private Insurance Coverage under E0467

*Talk to your doctor/DME about starting your respiratory therapy with VOCSN*

More information at [VentecLife.com/E0467](https://www.venteclife.com/E0467)





# How to Get VOCSN / Additional Resources



- Learn more at VentecLife.com – video training, sample prescription, comparable ventilation modes, etc.
- Ask to your Doctor and DME Provider
- Email [info@venteclife.com](mailto:info@venteclife.com) with any questions
- ALS Association Corporate Partner for Respiratory Education





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