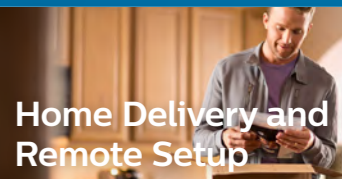




# Home Delivery and Remote Setup and PAMS virtual toolkit

# Philips Respironics Home Delivery and Remote Setup and PAMS

To help achieve your business goals, we are providing you with this marketing toolkit, which makes available downloadable marketing creative assets supporting Home Delivery and Remote Setup, PAMS and instructional videos.



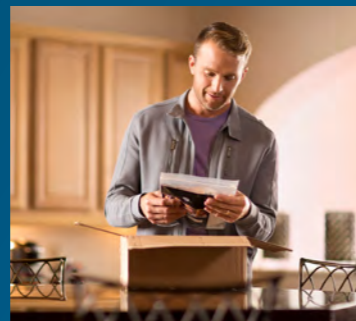
Home Delivery and  
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Home Delivery and  
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PAMS



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Other resources



# Home Delivery and Remote Setup

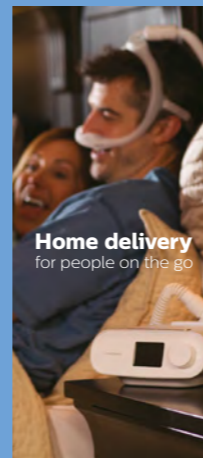


# Assets



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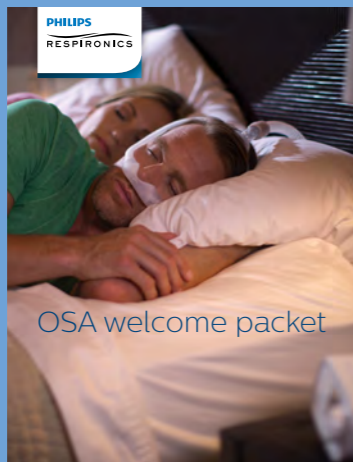
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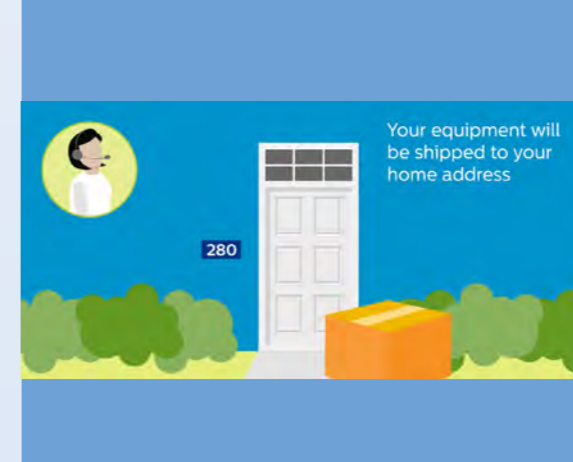
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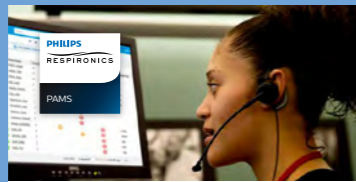
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# Assets



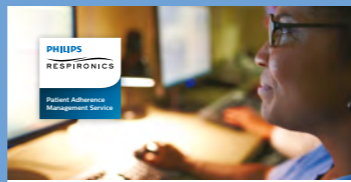
Adherence To Positive Airway Pressure Therapy With A Structured Patient Adherence Management Program

**Abstract**  
The study included that 70% of new PAP patients in the study program achieved the 4-hour minimum CPAP therapy goal within 30 days, compared to 55% in a standard care control group. Further, the study showed a higher adherence management program resulted in 45.4% and 40.4% adherence rates at 30 and 90 days, respectively, compared to 35.4% and 30.4% in the control group (p < 0.001 for both comparisons).

**Patients included in the PAMS program showed increased adherence rates, higher satisfaction and better therapy-related quality of life (QoL) compared to the control group. A 28% and 30% were managed in the PAMS program and a 28% and 30% were managed in the control group, respectively. The PAMS program showed a higher adherence rate, higher satisfaction and better therapy-related quality of life (QoL) compared to the control group.**

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Adherence to positive airway pressure therapy MCI 4107624



Improving patient satisfaction and long-term adherence to CPAP therapy

**Abstract**  
Patients from the Centers for Medicare Services (CMS) who were included in the study program showed a higher adherence rate, higher satisfaction and better therapy-related quality of life (QoL) compared to the control group. A 28% and 30% were managed in the PAMS program and a 28% and 30% were managed in the control group, respectively. The PAMS program showed a higher adherence rate, higher satisfaction and better therapy-related quality of life (QoL) compared to the control group.

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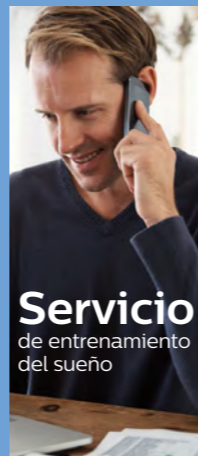
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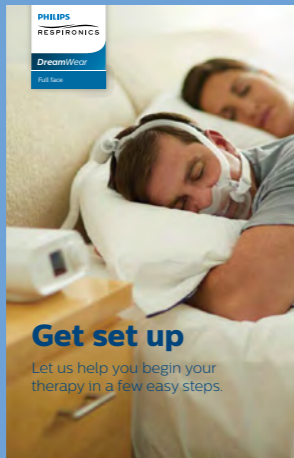
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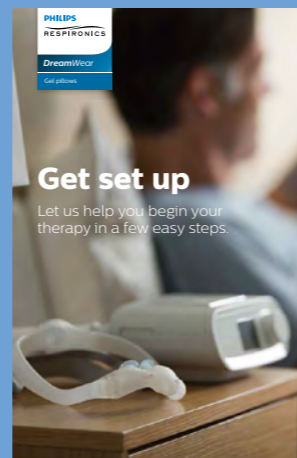
Other resources

# Quick start guides



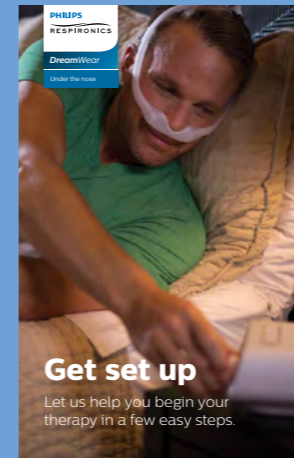
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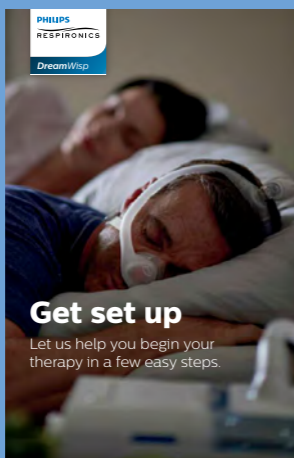
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# Quick start guides



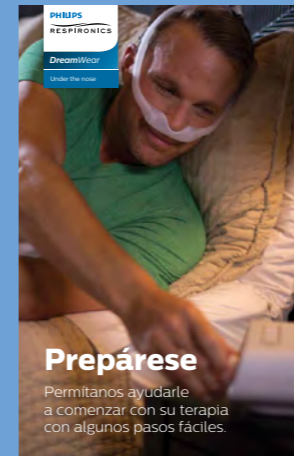
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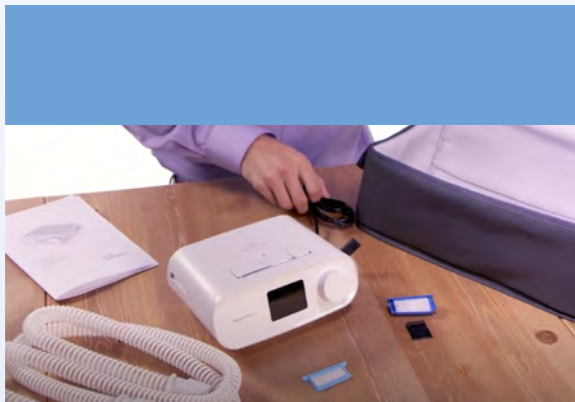
HDRS setup guide checklist  
MCI 4109854



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# DreamStation videos



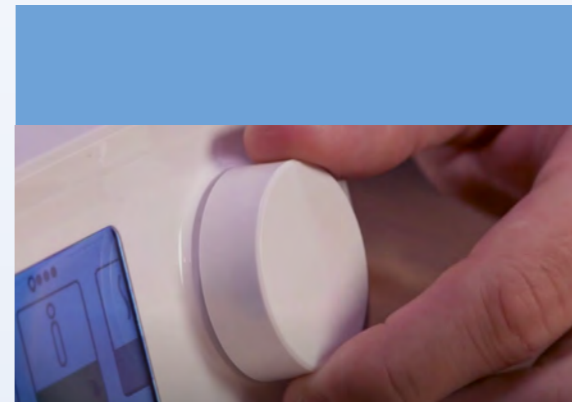
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How to set up DreamStation without humidifier



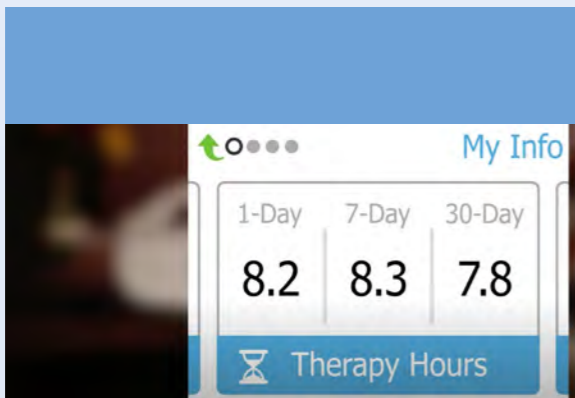
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How to set up DreamStation with humidifier



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How to use the DreamStation menu navigation



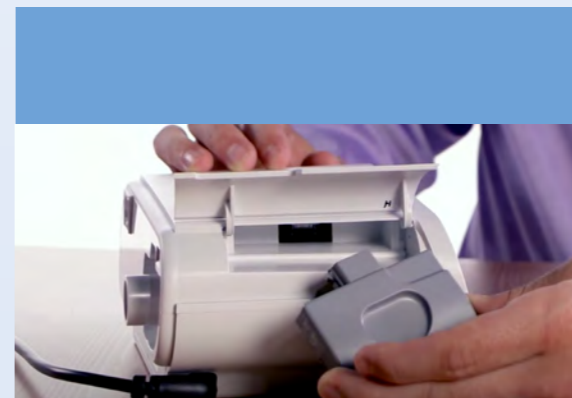
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How to understand feedback on DreamStation



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How to install and use a cellular modem with DreamStation



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# DreamStation videos



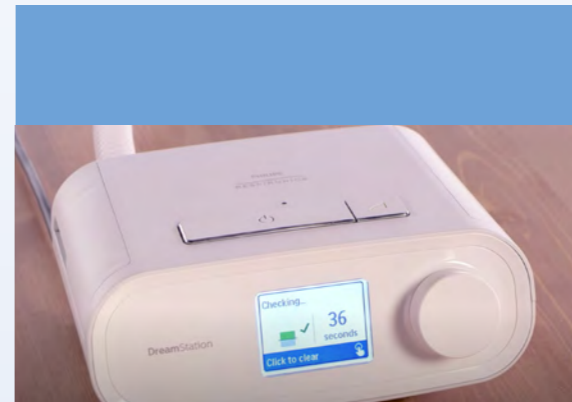
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How to change filters on DreamStation



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How to use DreamStation performance check



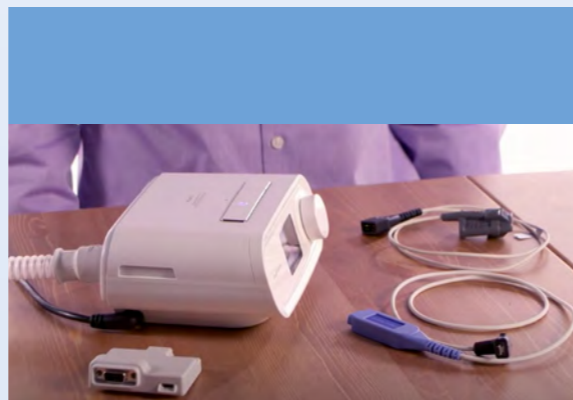
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How to evaluate your mask fit with DreamStation



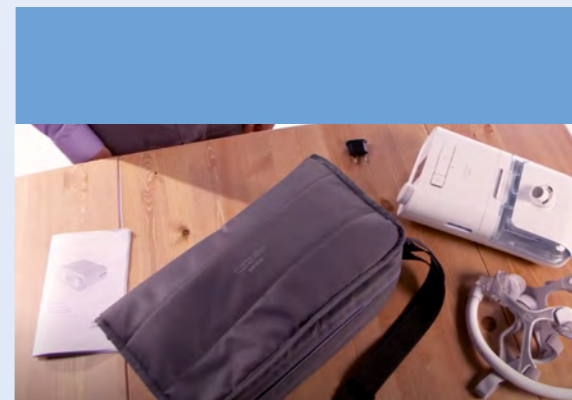
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How to clean DreamStation



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How to set up oximetry accessories with DreamStation



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Options for traveling with DreamStation

# DreamStation videos



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Overview of the DreamStation travel kit



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Setting up alternate power sources with DreamStation



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How to operate DreamStation simple device

# DreamWear nasal videos




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How to size and assemble DreamWear with under-the-nose nasal



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How to disassemble and clean DreamWear with under-the-nose nasal



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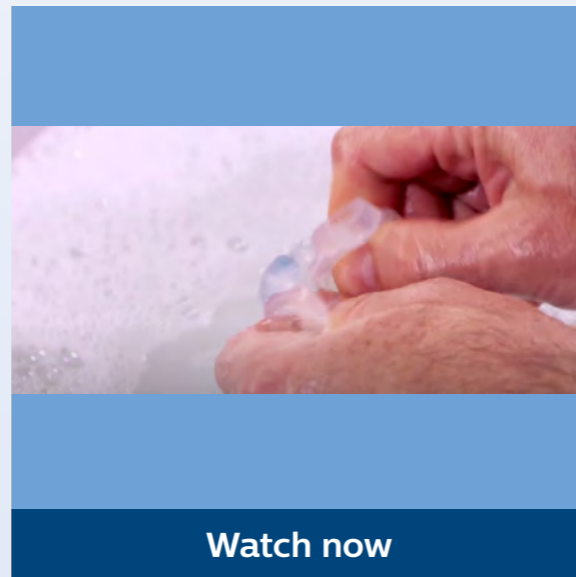
How to adjust the DreamWear mask for leaks



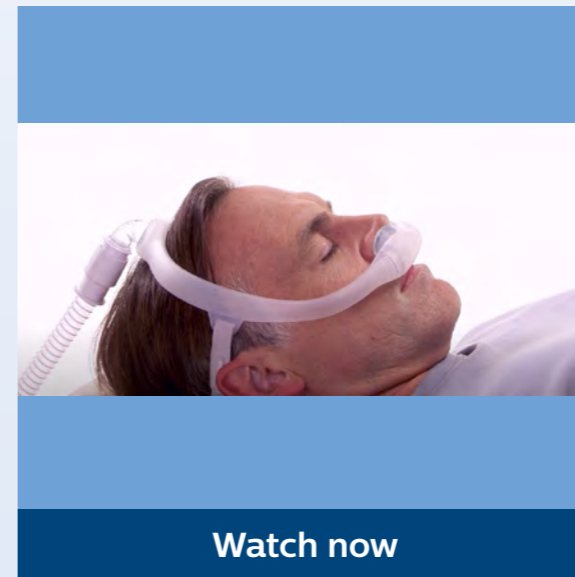
# DreamWear gel pillows videos



DreamWear gel pillows introduction




DreamWear gel pillows cleaning



DreamWear gel pillows adjusting for leaks




# DreamWear Full face videos



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Introducing the Philips DreamWear Full face mask



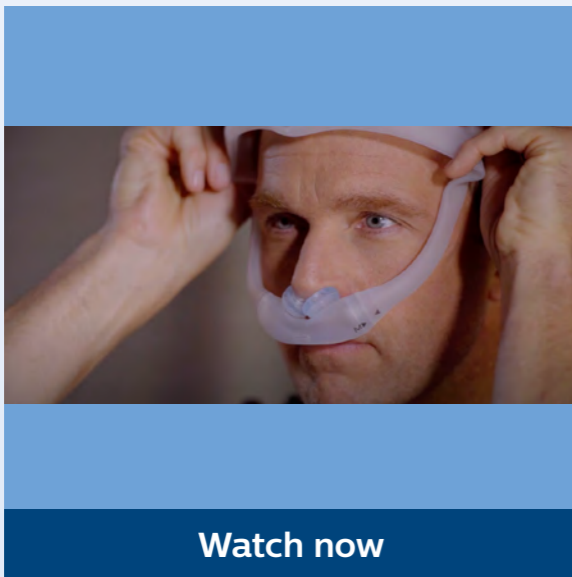
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Proper care and maintenance of the Philips DreamWear Full face mask

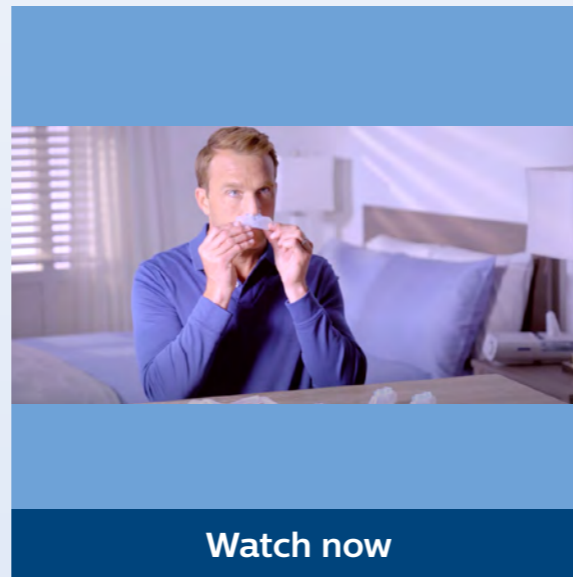




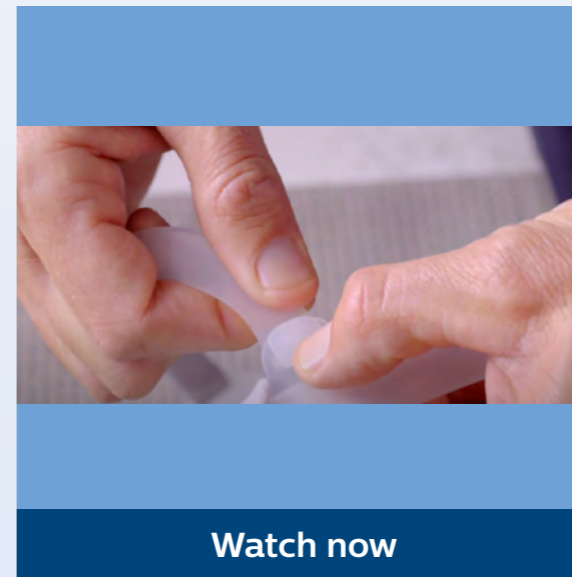
# DreamWear headgear with arms videos



DreamWear headgear with arms wearing and adjusting



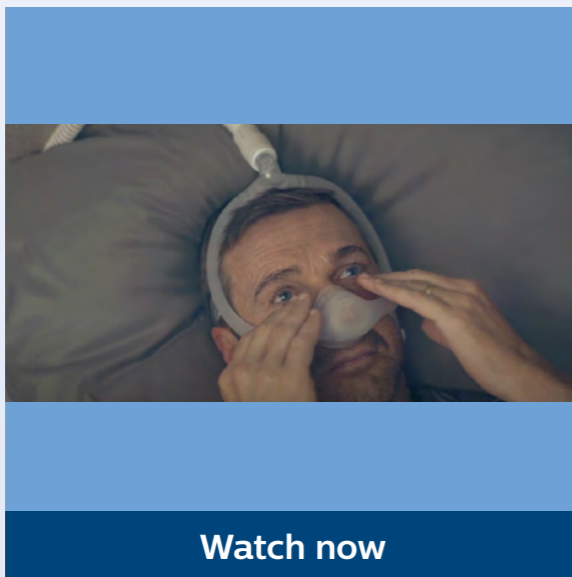
DreamWear headgear with arms sizing and assembly



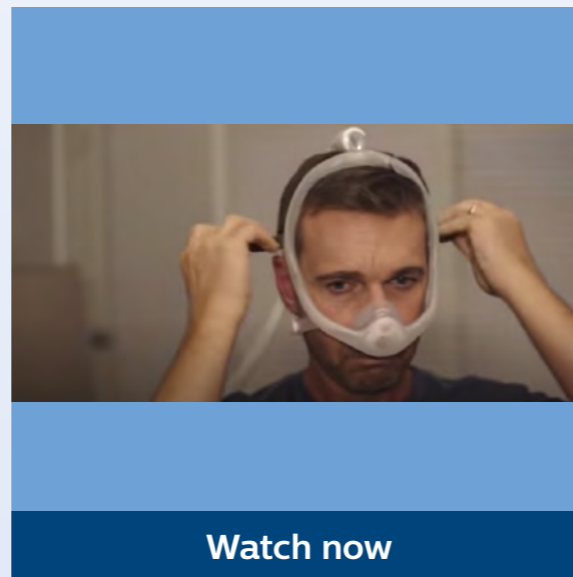
DreamWear headgear with arms disassembling and cleaning



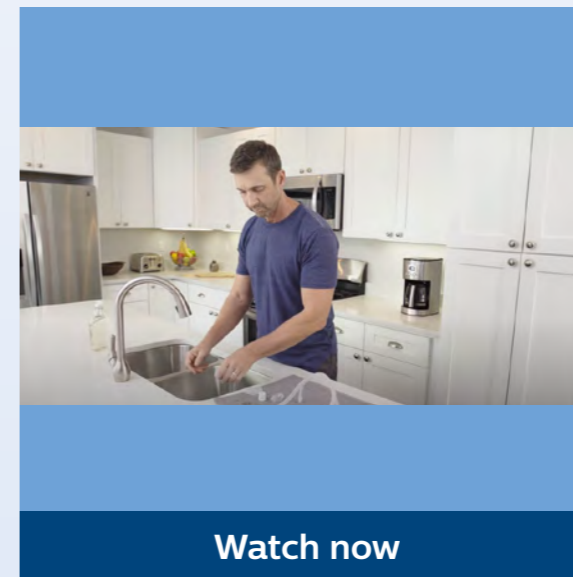
# DreamWisp videos



Adjusting DreamWisp nasal mask



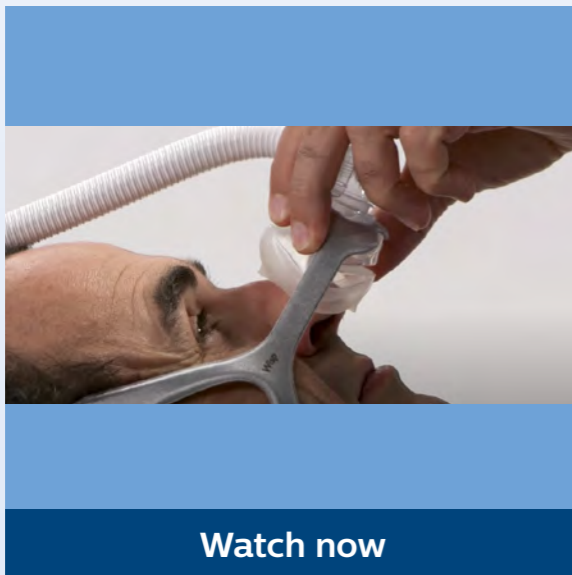
Introduction to the DreamWisp nasal mask



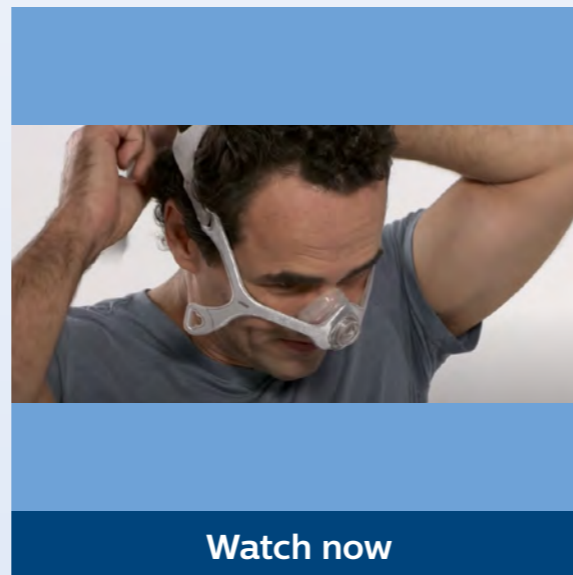
Cleaning instructions for the DreamWisp nasal mask



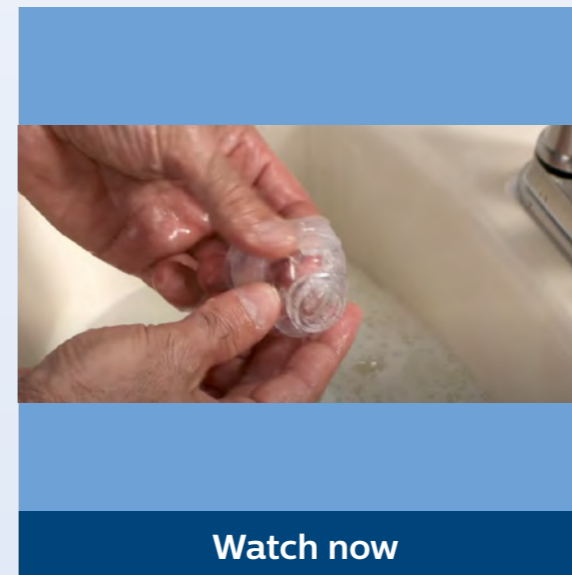
# Wisp videos



Correcting mask leaks for the Wisp nasal mask



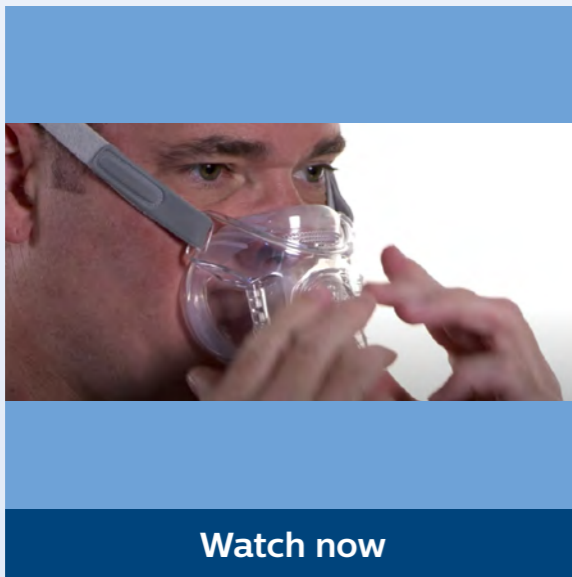
Introduction to the Wisp nasal mask



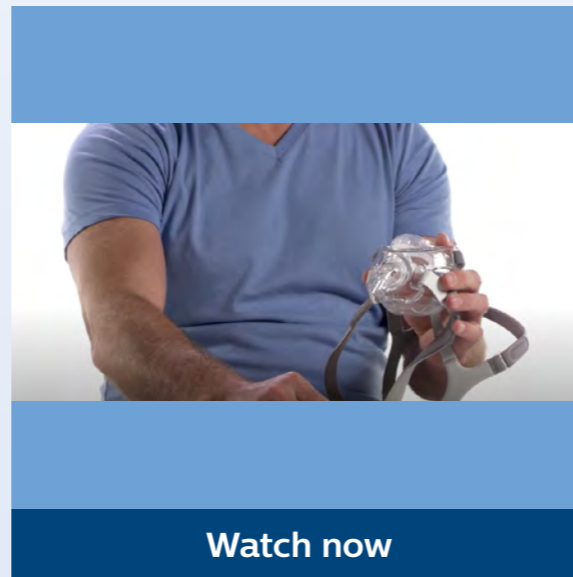
Cleaning instructions for the Wisp nasal mask



# Amara View videos




Video showing how to fit/use the Amara View minimal contact Full face mask



Video showing how to clean the Amara View mask

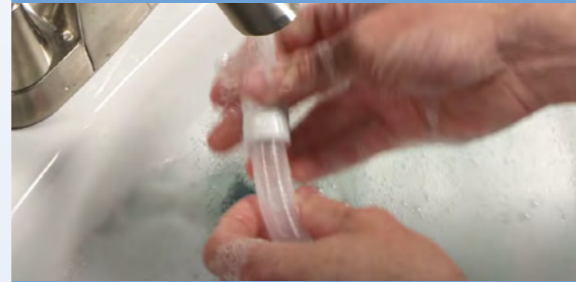


# Nuance and Nuance Pro videos




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Introducing the Nuance pillows mask



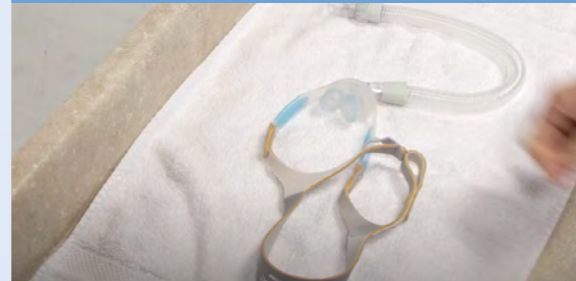
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How to clean your Nuance pillows mask



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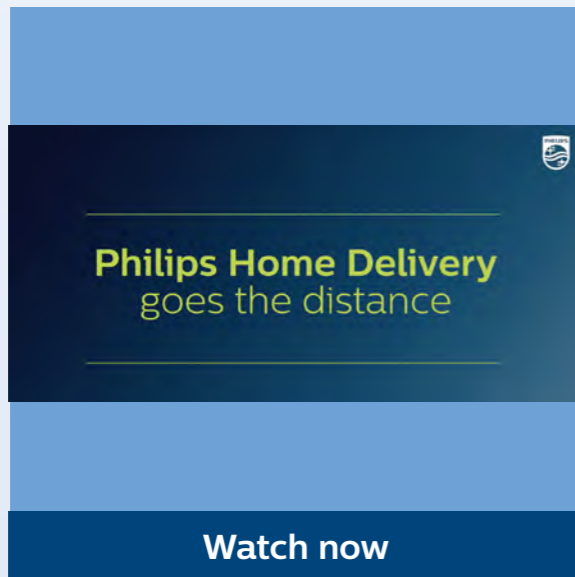
Nuance Pro introduction



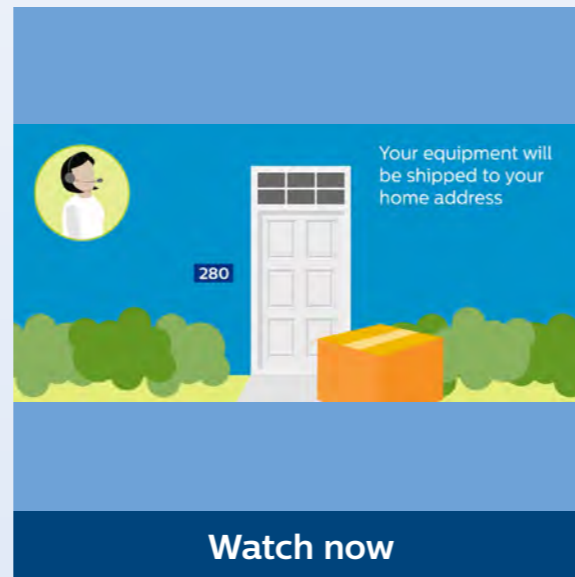
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Nuance Pro cleaning instructions

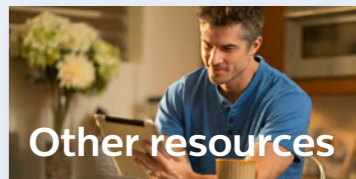
# Home Delivery and Remote Setup videos



Home Delivery goes the distance



The new remote setup experience video MCI 4109829



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**Other resources**

# Resources



**PHILIPS RESPIRONICS**  
Inventory management

In today's sleep and respiratory therapy industry, DMEs and clinicians struggle to keep up with customer demands while trying to maintain incremental expense. This is especially true when trying to accurately predict and manage which and how much inventory to carry.

As you know, inventory management has a big impact on your cash flow, including:

- **Carrying too much inventory** ties up money that can be used in other parts of your business
- **Carrying too little inventory** may result in therapy delays and possible loss of customer goodwill
- **Not offering high-margin** cash-pay items because inventory carrying costs are too high


**Introducing the Philips direct-to-patient shipping program**

The Philips direct-to-patient shipping program gives you the ability to offer your patients higher-margin, cash-pay Philips products without the cash burden of carrying inventory expense for long periods of time. In essence, we act as an extension of your company by shipping products directly from our facility to your patient.

- Provides the opportunity to sell high-margin, cash-pay sleep and respiratory products without the normal carrying cost of inventory
- Allows your business to offer a variety of sleep and respiratory products specific to your customer needs that you wouldn't normally sell
- Eliminates the need to advance-purchase and inventory direct-to-consumer products, freeing up precious cash flow
- Philips sets product prescription and boxes and ships to patients, freeing your staff to work on other tasks

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Direct-to-patient one-pager  
PN 1145986



**PHILIPS RESPIRONICS**  
Patient Adherence Management Service

**Patient adherence management service for ventilation**

Today, health care professionals spend a lot of their time educating, monitoring and hand-holding noncomplex patients when they could be focusing on preventative care and treatment of their most difficult patients.

By bringing together Philips Connected Trilogy, Care Orchestrator and our trained respiratory therapists, the Philips PAMS service provides a value-based solution that delivers high-frequency, high-touch care to patients, allowing your care team to concentrate on your most complex patients.

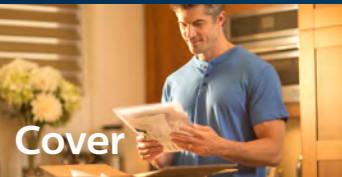


Diagram illustrating the Patient Adherence Management Service (PAMS) for ventilation. It shows a patient in bed using a ventilator. The service involves a Care Orchestrator, a Bluetooth-enabled Trilogies device, and a Qualcomm Life 2net Hub paired to Trilogies. A Ventilation Coach-licensed RT is also shown interacting with the system.

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PAMS ventilation PN 1145681





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