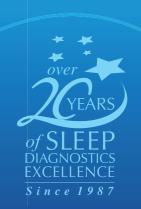


Compumedics

SPECIAL EDITION COMPUMEDICS CLIENT UPDATE, ISSUE 25



Compumedics welcomes our business partners to the **2010 Compumedics ASIA Distributor Training Meeting**



INSIDE

The story of **"Kang Di"** 康迪
The Chinese brand name of **Compumedics**

In 1998 in mainland China, Compumedics ran a comprehensive sales promotion for our array of sleep products. Whilst the promotion went well, one issue arose: the sales team reported that 90% of our customers in Mainland China were having difficulties in pronouncing "Compumedics", which proved to be an issue for branding in this important region.

Together with our business partner in China, Best-Med (China) Technology, the issue was tackled head on.

The opportunity arose in 1999 when The Chinese SLEEP Association organized the 1st National Sleep Conference in Tianjin City. Best-Med invested strongly in this event as their entry into the China Sleep market. It was at this event, that together with Best Med, Compumedics sponsored a campaign to give Compumedics a Chinese identity.

All contributors to this campaign received a valuable gift bag for their suggestions and feedback and the Grand Prize for the contributor with the best suggestion was awarded a brand new Laptop computer.

A Laptop computer was a great luxury in Mainland China back in 1999.

The campaign was a great success with over 300 entries received and to this day, many still many remember the campaign, some 10 years later.

A panel consisting of Compumedics and Best-Med staff, members of the conference organizing committee and the Chinese Sleep Association deliberated and in October 1999, the Chinese brand name of Compumedics was born — ; h, pronounced "Kang Di".

From that day 康迪 started its' march into the Chinese Sleep market as a major player in the industry.

Today 東迪 - "Kang Di (Compumedics)" - is the most well known and popular brand in the Chinese sleep market.



Above: Jack Jia (President of BestMed China) and Prof. Huang Xi Zhen (the Sleep Pioneer in China - she started recording PSG data in 1987 in China)

Above Top: BestMed Beijng Office staff

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Distributor partner enquiries welcome.
Please email us at marketing@compumedics.com.au

INTERNATIONAL UPDATE

Advancing Sleep in Asia.

JnJ Training - Bangkok, Thailand

April, 2010, Thailand: Staff from Compumedics Thai distributor Jebsen & Jessen Sales & Service Departments came together to train on Compumedics NeuroScan and Neuroscience products. The training will boost Compumedics' local distributor's capacity for delivering superior customer service.



Singapore Training

April, 2010, Singapore: Compumedics hosted a Sleep Workshop attended by over 20 sleep technicians from Singapore's leading hospitals - Changi General Hospital, Singapore General Hospital, Tan Tock Seng General Hospital and National University Hospital. The users were presented with the latest developments in the Compumedics Sleep Software, ProFusion PSG3 and the Laboratory Management Software, ProFusion NeXus.



Sleep 2010 - Texas, USA A Compumedics Success!

SLEEP 2010 – The 24th Annual Meeting of the Associated Professional Sleep Societies (APSS), a joint venture of the America Academy of Sleep Medicine and the sleep research society was held from June 5 – June 9, 2010, in San Antonio, Texas, USA.

SLEEP 2010 is USA's premier sleep industry event attracting both local and international sleep specialists and industry participants. Compumedics USA, one of USA's preferred provider of sleep diagnostic solutions was a silver level supporter of the event.

Sleep2010 presented the opportunity to showcase the complete sleep diagnostic solutions including Compumedics latest innovation and the industry's first — High Definition Sleep diagnostics, **Grael-HD PSG/EEG!**

Now with full FDA clearance, the **Grael HD-PSG/EEG** system is the flagship sleep innovation from Compumedics and complements other products in the diagnostics range which includes such products as the **E-Series PSG/EEG** system, the first Ethernet based amplifier system, the **Somté PSG system**, the first Type I/II portable system with Bluetooth communication and the **Neuvo LTM** high-density EEG system, supporting 256+ channels of data at up to 10,000 Hz sampling rates – all which were on display at SLEEP 2010.

Compumedics presence was ubiquitous with aisle banners prominently providing exposure for Compumedics. The 600 square feet island booth was abuzz with visitors keen on experiencing the latest Compumedics technologies.

To make things even more exciting, Compumedics held a raffle at the booth, the prize being a highly-sought after, brand new Apple iPad!

Nearly 500 entries were received but there was only to be one winner
Erika Herried from the Noran Neurological Clinic Sleep Lab in Minnesota,
USA. Thank you to Moshe Reitman of New York who drew the winning entry.

Sleep 2010 was an outstanding success for Compumedics USA and established the basic fact that no other company has the commitment to be worldwide leaders in innovation, technology and customer support.



From left to right: Song Yu,
Mike Holmstead, Gerald Lim,
Marcus Kissman, Jessie Scott,
Marjie Cummings and Jeff Kuznia.



Above: iPad Winner, Erika Herried with Mr. Jeff Kuznia of Compumedics.

INTERNATIONAL UPDATE

COMPUMEDICS DWLmakes TCD Waves in Croatia

Zader, Croatia - Croatian current affairs program

"Croatian TV: HRT1" recently aired a report from the 2010 Annual Advanced Course in Neurosonology and Neurovascular Management, presenting how Compumedics DWL's EZ-Dop and Muliti-Dop X can help improve the quality of stroke treatment.

The event, held in June this year, was a forum for neurologists, radiologists and vascular surgeons to share their collective knowledge and experience in management of neurovascular patients and to discuss new methods in diagnostics and treatment. Compumedics' DWL local Croatian distributor Medial d.o.o provided on-ground support for the event.

Dr. Zsolt Garami, MD from Methodist Hospital in Texas, USA and Dr. Branko Malojcic, MD, PhD from the Department of Neurology at University Hospital in Zagreb, Croatia both conducted demonstrations using Compumedics DWL's Transcranial Doppler (TCD) equipment.

In the interview Dr. Zsolt Garami states the advantages of Compumedics DWL's TCD over other methods, as "TCD is able to supply valued, important and detailed information and results for low costs compared to MRI". Dr. Garami also stated the importance "to invest in knowledge".

To view the clip from Croatian TV : HRT1, follow this link : http://www.youtube.com/watch?v=P2uyyWsV0us



NEUROSCAN School European Tour

UK **NEUROSCAN** School

Compumedics Neuroscan recently completed a successful week-long instructional course at Derby University in the UK.

From a total of 15 attendees, 12 were faculty from Derby's Psychology Department, with additional attendees from London and one from Greece.

Dr. Curtis Ponton and Dr. Michael Wagner shared course instruction with Curtis handling the Scan portion of the course and Michael providing an introduction to Curry.

The event was a success with Dr. Ian Baker from Derby University inviting Compumedics to use their facilities as a site for future Neuroscan schools and instructional courses in the UK.

Barcelona NEUROSCAN School

Compumedics Barcelona Scan School was held in **Barcelona, Spain** from 11-15 June, 2010, hosted together with local Compumedics distributor, Intelimed Iberica. The event was well attended with over 20 participants.

ISMRM Conference - Stockholm Sweden

SWEDEN: Compumedics, together with Cephalon our distributor in Denmark and Sweden, exhibited at The International Society for Magnetic Resonance in Medicine (ISMRM) Annual Meeting in Stockholm, Sweden from May 1-7, 2010, showcasing the Compumedics Neuroscan range of products.

HBM Conference - Barcelona, Spain

Compumedics and our Spanish distributor **Intelimed Iberica Spain**, exhibited together at the **Human Brain Mapping** conference in **Barcelona, Spain** from June 6-10, 2010, showcasing the latest **Compumedics Neuroscan** tools for brain research.



Above: Dr. Curtis Ponton applying the cap.

Above: Dr. Michael Wagner taking the school.



Above: Dr. Michael Wagner demonstrating with a Maglink RT Cap.



Above: Dr. Curtis Ponton instructing at the school.



Above: The team from HBM

Above: Dr. Curtis Ponton at the Neuroscan stand

PRODUCT NEWS

NEW Xegis*- The New Compumedics EMG/EP Workstation

Compumedics presents the next generation of Xegis™ EMG/EP solutions – Xegis Forté™ and Xegis G:Neo™, a comprehensive suite of EMG/EP solutions ranging from 2 to 17- channel configurations. The new Xegis Forté™ and G:Neo™ range offers flexibility, customization, versatility and importantly, high performance and reliability.

The Xegis Forté and Xegis G:Neo solutions aim for accurate patient outcomes and increased productivity with innovative features that include:

- · accurate signal acquisition and signal management
- intuitive software interface
- "on click" reporting for enhanced workflow
- fully customizable automatic protocols

The new Xegis range also provides for future-proofing with its modular design suitable for system expansion, upgrade and integration.



Performance & Versatility

A comprehensive suite of new generation Xegis EMG/EP solutions ranging from 5 to 17- channel configurations. The new Xegis Forté offers flexibility, customization, versatility and importantly, high performance and reliability.

- High fidelity amplifier for uncompromised signal quality
- Network integration
- Expansion possibilities



Compumedics presents the Xegis G:Neo, the ultraportable EMG/EP system that delivers unparalleled versatility and productivity for the physician on the move.

- Small footprint at only 9.5 x 11.5 x 3.5 cm size, light weight at only 300 grams
- USB connection to the Laptop Computer
- High efficiency EMG & perfect accuracy in Evoked Potentials





*Not available in the USA

PRODUCT NEWS

QUICK Tips & Shortcuts

for Profusion PSG3 users

nexus Lab Reports

The neXus Lab Reports included with the neXus Lab Management Software allow a wide variety of management reports based on information entered in the data base. A few default reports are included in the software allowing seaches on study Service Types, Referring Physicains, Technologists, CPT codes, etc. Additional reports can be written in Crystal Reports and added to neXus or custom reports can be purchased from Compumedics.



Launch the Report program -

Select Reports from the task bar of the neXus Control window.





Select the Appropriate Reports

Providing the data has been entered in to neXus in the proper fields, several reports can be generated. For our example, we will run a report on the type of procedures performed for the first 6 months of 2008. Please note that additional information and help on Lab Reports and directions to incorporate a new Crystal Report into neXus can be found in the **neXus Control Help Files** by selecting **Help > Help Contents > Operating neXus Control > Lab Reports**.

 a) From the Lab Reports displayed, select the Report by Procedure Icon.



b) Select Custom and enter the search dates.
 The Site and Department can be entered if desired. Then select Get Report.



c) The resulting report will be displayed based on the information in the neXus data base.

	Activity Report		
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Determine the action to be taken with the report

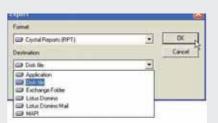
a) Select either the **Print** or the **Export** Icon.



b) If Export is chosen, choose the export Format.



c) Choose the **Destination** and select **OK**:







Compumedics provides an unrivalled spectrum of sleep diagnostic solutions, ranging from *Home Sleep Testing (HST)*, to premier *in-lab* solutions

Compumedics - the complete Sleep Diagnostics solution at your fingertips.



Clinical Lab Management Solutions for

enhanced productivity and efficiency.

Recording Devices

- ✓ World's first High Definition PSG
- Wide range of Amplifier solutions
- → Hardware meets Compliance Recommendations for each Class
- ✓ Wireless Connectivity including 802.11 & Bluetooth options
- Over 20 years experience building trusted, reliable PSG/EEG systems

ProFusion PSG 3

- Compliant with all current recommendations
- ✓ Comprehensive Scoring interface
- ✓ User customized MyWorkspace[™] interface
- Simple to use Report Wizard
- ✓ Advanced Research Applications
- Comprehensive PSG/ECG full data disclosure analysis
- Software tailored for HST

ProFusion NeXus

- Clinical enterprise software for streamlined efficiency & productivity
- Comprehensive HIS/HL7 Integration options
- Remote access options
- ✓ Patient Scheduling options

Contact Compumedics for more information:

Lab Management System

Compumedics USA, Inc.: 6605 West WT Harris Blvd, Suite F, Charlotte, NC 28269 Toll Free: +1 877 717 3975 Tel: +1 704 749 3200

ProFusion NeXus

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Compumedics Limited, Headquarters: 30-40 Flockhart Street, Abbotsford VIC 3067, Australia Tel: +61 3 8420 7300

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Sleep Laboratory goes wireless in Hong Kong

with Compumedics Siesta

Earlier this year, Compumedics Clinical Specialist Scott Imison had the wonderful opportunity to visit The Chinese University of Hong Kong, to follow up on the recent sleep laboratory installation of Compumedics' wireless sleep system, **Siesta**.

The Department of Psychiatry at The Chinese University of Hong Kong is Compumedics main reference site in the region and Chief Technologist Mr Crover Ho and Professor Y. K Wing from the facility expressed their delight at how well the Siesta Sleep Lab was running.

Mr Ho and Professor Wing were very hospitable and along with their laboratory staff, even took Scott and Compumedics Regional Manager Ben So out for a traditional Hong Kong lunch during his stay!



CHOICE SLEEP PAPERS

The New Aasm Criteria for Scoring
 Hypopneas: Impact on the Apnea Hypopnea Index
 Warren R. Ruehland, BSc(Hons); Peter D. Rochford,
 BAppSc, Grad Dip Bio Instr; Fergal J. O'Donoghue, MD,
 PhD; Robert J. Pierce, MD; Parmjit Singh, BSc(Hons),
 MBA; Andrew T. Thornton, PhD.

Journal Sleep Vol 32 Issue 02

 Marital/Cohabitation Status and History in Relation to Sleep in Midlife Women

Wendy M. Troxel, PhD; Daniel J. Buysse, MD; Karen A. Matthews, PhD; Howard M. Kravitz, DO, MPH; Joyce T. Bromberger, PhD; MaryFran Sowers, PhD; Martica H. Hall, PhD. **Journal Sleep Vol 33 Issue 07**

 Upper Airway Sensory Function in Children with Obstructive Sleep Apnea Syndrome

Ignacio E. Tapia, MD; Preetam Bandla, MD; Joel Traylor, RPSGT; Laurie Karamessinis, CCRC; Jingtao Huang, PhD; Carole L. Marcus, MBBCh.

Journal Sleep Vol 33 Issue 07

- Outcome of CPAP Treatment on Intimate and Sexual Relationships in Men with Obstructive Sleep Apnea
 Judith L. Reishtein, Ph.D; Greg Maislin, M.S., M.A.; Terri E. Weaver, Ph.D.; and the Multisite Study Group.
 Journal of Clinical Sleep Medicine Vol 06 Issue 03
- Stroke and Sleep Specialists: An Opportunity to Intervene?
 Nathaniel F. Watson, M.D., M.S.
 Journal of Clinical Sleep Medicine Vol 06 Issue 02

EVENTS UPDATE

S Sleep, N Neuroscan, D DWL, NS Neuroscience, G General

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Information on Compumedics' events is available at:

www.compumedics.com

> Home > News > Upcoming Events

(Check back regularly for updates)



With one of the World's most advanced education systems and a carefully engineered entrepreneurial environment, Australians have always been at the forefront of medical innovation, and Compumedics is no exception.

Compumedics' dedication to quality and innovation is unmatched in the industry. During this difficult period when companies are scaling back their investment in R&D, Compumedics has consistently reinvested 30% of its revenue back into this vital area. Compumedics has continually updated their product line over the last 10 years and have outstripped all competitors in the launch of new hardware and software platforms for Sleep Diagnostics and EEG. We are proud of being a dedicated and focused diagnostic company, where our diagnostic devices are ALWAYS the focus of our attention (not an afterthought).

Founded in 1987, Compumedics Limited has become a worldwide leader in the design, manufacture and sales of diagnostic sleep, neurophysiology and cardiology systems. Over the last decade Compumedics has become recognized as a technology innovator in the area of portable physiologic recorders and wireless data transmission. Compumedics has its corporate headquarters in Melbourne, Australia and offices in the United States, Asia and Europe.

Did you know?

2010	Compumedics recognised as one of Australia's top 100 Health Innovators through its world leading devices for sleep diagnostics.
2009	Compumedics released the world's first High Definition PSG/EEG, Grael $^{\!\top\!\!M}$ which was awarded for design excellence and innovation.
2008	Compumedics DWL received Germany's Top 100 Innovation award.
2007	Compumedics awarded the Frost & Sullivan Technology Leadership Award.
	Compumedics inducted into the Victorian Manufacturing Hall of Fame.
2006	Compumedics launched no less than <i>ten</i> new leading products for sleep and neurology in clinical diagnostics and research.
2004	Compumedics acquired German-based DWL Elektronishe GmbH, expanding its global operations into the neurovascular and cardio-vascular diagnostic fields.
2003	Compumedics awarded the Frost & Sullivan Award for Market Expansion Strategy.
2002	Compumedics acquired US-based Neuroscan's - the world's leading supplier of instruments for brain-research. In the US (the world's largest medical device market) Neuroscan holds around 90% of the market for brain research products. This acquisition has enabled Compumedics to take advantage of the synergies between research and clinical Neurological technologies.
2000	Compumedics listed on the Australian Stock Exchange.
1998	Compumedics was the Australian Exporter of the Year.
1996	Compumedics supplied medical hardware for the International Space Station's Human Research Facility (HRF) under contract to NASA.
1995	Compumedics won the competitive US Government-funded contract to supply the equipment for the world's largest sleep study of 6000 patients - the 5 year Sleep Heart Health Study.
1994	NASA chose Compumedics Portable Sleep Monitoring System for the

1998 Neuro-mission Space Shuttle flight preparations.

THE COMPUMEDICS DIVISIONS Defining Life's Signals

Compumedics' operations consist of five divisions-each with its own product focus



pumedics Sleep Diagnostic Systems Sleep Disorders



World-leading Research
EEG/ERP systems



Compumedics Neuroscience for Neurophysiology Clinical Diagnostic Systems



Compumedics DWL
Ultrasound Doppler Systems





CONTACT www.compumedics.com

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