

Compumedics vista

A COMPUMEDICS CLIENT UPDATE ISSUE 18, 2009

Compumedics was awarded the **Powerhouse Museum Award 2009** in May 2009 for design excellence and innovative use of technologies for **Grael™** - the latest Sleep and Neurology recording system from Compumedics!

To read the latest on this story, go to the Compumedics website or go to this link:

<http://www.compumedics.com.au/article.asp?p=33&a=258>



CELEBRATING
over
20 YEARS
of **SLEEP**
DIAGNOSTICS
EXCELLENCE
1987 - 2007

Compumedics strengthens its business in Germany



Compumedics has recently announced the achievement of a major milestone for its newly established German based sleep business after winning a \$400k prestigious 12-bed sleep-diagnostics contract.

The sleep center, located at Schillerhöhe Hospital in Gerlingen is a well established and respected sleep facility in Germany.

The Schillerhöhe Hospital sleep center will become a key European reference site for Compumedics. The hospital has 870 beds and administers over 30,000 patients annually of which over 2000 undertake a sleep diagnostic study. Germany is the world's third largest medical device market and Europe's largest. As such Germany is key driver for Compumedics' future growth in Europe, having over 300 accredited sleep clinics and a market potential of about USD36 million per annum. Winning this contract confirms Compumedics strategic advancement and progress in developing Europe as a principal market for the Company and the Company's continued focus on direct sales in key global markets.

Mr. Markus Rosenstingl, Compumedics' Germany Sleep Business Manager, said, "This is a particularly important milestone as it marks the first reference centre since establishing our direct presence in Germany earlier this year. This installation sets a new standard for sleep centres in Germany."

The hospital's sleep-laboratory management was impressed with Compumedics' Somté PSG in particular. Its' compact size and its versatility comply with the latest sleep testing-standards. Somté PSG is an ambulatory system and allows night staff to easily check on a patient via Somté PSG's in-built display enabling staff to make immediate adjustments where necessary. The hospital's sleep-laboratory management commented that Somté PSG is ideal to streamline its sleep laboratory operations and save time. The gold-standard Profusion PSG3 software also received praise for its comprehensive set of features, incorporating advanced automation tools, without compromising ease of use.

A key requirement of Schillerhöhe Hospital was compliance of the sleep laboratory with the hospital's latest IT infrastructure. Compumedics' state-of-the-art, network-enabled sleep solution seamlessly integrated into Schillerhöhe Hospital's virtual servers allowing the sleep laboratory to operate in a "Cloud Computing" environment, the latest in IT infrastructure. The head of the hospital's information system said, "Compumedics was the right partner for Schillerhöhe Hospital."

Mr. David Burton, Compumedics' Chairman said of this milestone, "This is a significant step for Compumedics' in the establishment and affirmation of its direct sleep-sales strategy for Germany. It marks the commencement of a strong German business, similar to the direct sales presence the Company has developed in the USA market. The new business growth opportunities in Germany, one of the world's major medical device markets, coupled with Compumedics' recent financial results, reinforce the underlying strength and value of Compumedics."

To read the full story please visit the Compumedics website: www.compumedics.com.

INSIDE

- Compumedics unwraps Grael at USA APSS meeting 2009 (2)
- Compumedics and the UK TRL in driver fatigue research (2)
- Using the Profusion PSG3 Decision Assistant online tool (3)
- CHOICE SLEEP PAPERS (3)
- China ERP School - Hong Kong (4)
- Jordan Distributor Meeting (4)
- HONG KONG Distributor Training (4)
- MMN Budapest 2009, Hungary (5)
- DGKN 2009, Munich (5)
- Benelux Sleep Meeting 2009, Netherlands (5)
- Swiss Neurophysiology Meeting 2009, Lucerne (5)
- Events Update (6)
- Compumedics and Kwangwon Medical work together at WCSA 2009 Seoul, Korea (6)

See us at the 28th International Epilepsy Congress - Budapest, Hungary
June 28 - July 2, 2009
& the European Neurological Society - Milan, Italy
20 - 24 June, 2009

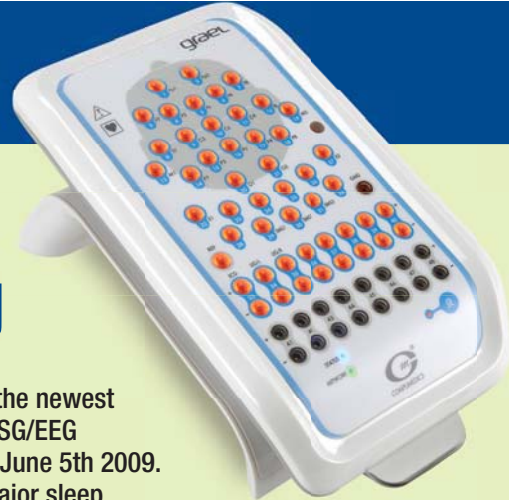


COMPUMEDICS
"Defining Life's Signals"

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

INTERNATIONAL NEWS

Compumedics Unwraps GRAEL at the USA Sleep 2009 meeting



Compumedics USA was very excited to unveil the newest innovation from Compumedics, the GraeL HD-PSG/EEG amplifier in Seattle Washington in the week of June 5th 2009.

Sleep 2009 is the premier conference of the major sleep organizations in the USA and is heavily attended by participants from all over the world. Sleep 2009 was a perfect venue to showcase the latest advancement in Sleep and EEG amplifier technology. Compumedics had a very conspicuous "front and center" position for their stand and the GraeL was featured prominently at every corner. Customers and prospects were universal in their praise for the sleek design and outstanding features of GraeL and look forward to availability in the USA once FDA clearance is received. There was no doubt that GraeL definitely got the attention of most of our competitors as they were constantly hovering around the fringes to get a glimpse at the next great threat to their market share!



While Sleep 2009 had a smaller overall square footage for the event this year, Compumedics remained one of the largest exhibitors on the floor and had a commanding presence in the hall. Compumedics USA had one of their strongest shows ever with upwards of 200 requests for more information, literature, a demonstration or quotations! The entire staff was both pleasantly overwhelmed and simultaneously thrilled with the enthusiastic response and interest in GraeL and traffic in the booth.

While GraeL was definitely the star of the show, we also received strong interest in the also new Neuvo EEG product, the E-series and the Somté and Somté PSG systems. There continues to be strong emerging interest in home and ambulatory studies and with four custom-configurable products available from Compumedics, we definitely had something for everyone. Sleep 2009 was an outstanding success for Compumedics USA and showcased the basic fact that no other company has the commitment to be worldwide leaders in innovation, technology and customer support!

Compumedics and the UK Transport Research Laboratory in driver fatigue research

BBC news on the 19th of May 2009, reported that according to the Police Federation, more police officers are killed driving to and from work than in the line of duty and are warning of the dangers of driving while tired.

Researchers believe that up to 20% of all road accidents are caused by drivers falling asleep at the wheel.

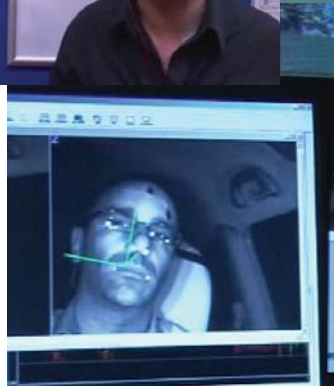
TRL is the United Kingdom's Transport Research Laboratory. It is an internationally recognized centre of excellence providing world-class research, consultancy, testing and certification for all aspects of transport.

TRL recently purchased the complete E-Series recording system with the Profusion PSG 3 software suite to assist with their research in this project.

This project was the successful effort of Compumedics UK distributor, Miguel Rodriguez of Advanced Medical Equipment (AME).

The dangers of driving while tired are being highlighted by the UK Police Federation who say, more than 40 police officers have been killed in road accidents in the UK over the past eight years, on journeys to and from work.

See the complete BBC video report at the following link:
<http://news.bbc.co.uk/1/hi/uk/8056076.stm>



Using the Decision Assistant online tool



The decision assistant is an online tool to help the sleep technician determine when it is appropriate to commence CPAP treatment for a split night study. The notification to begin titration depends on a number of configurable parameters including the number of apnea events, time asleep, AHI and the amount of study time remaining.

Here's how to use it . . .

Decision Assist toolbar window in PSG Config.

Decision Assist live status toolbar.

Automatic Alerts.

To set up the study configuration to use the Decision Assistant:

1. Open the Decision Assist toolbar window in PSG Config.
2. Adjust the conditional parameters as appropriate.
3. Select the desired notifications.

When recording a study:

1. Open the Decision Assist live status toolbar to view current sleep related statistics.
2. Make a decision to titrate based on the current sleep parameters and alert status.

Note: Automatic sleep analysis must be enabled to generate the statistics used by the Decision Assistant, unless the sleep technician manually scores the study during recording.

CHOICE SLEEP PAPERS

- Preliminary results from a telemedicine referral network for early diagnosis of sleep apnoea in sleep laboratories.
[3] BOEHNING N, BLAU A, KUJUMDSHEVA B, STAUBITZ A, BOEHNING W. *J Telemed Telecare* 2009;15(4):203-7.
- Review of the relationship of restless legs syndrome and periodic limb movements in sleep to hypertension, heart disease, and stroke.
[20] WALTERS AS, RYE DB. *Sleep* 2009;32(5):589-97.
- Adolescents living the 24/7 lifestyle: effects of caffeine and technology on sleep duration and daytime functioning.
[1] CALAMARO CJ, MASON TB, RATCLIFFE SJ. *Pediatrics* 2009;123(6):e1005-10.
- Utility of daytime polysomnography for in-patients with suspected sleep-disordered breathing.
AL-JAWDER S, BAHAMMAM A. *Neurol Neurochir Pol* 2009;43(2):140-147.
- [Effect of acute hypoxia and hypercapnia on arterial stiffness and blood pressure in patients with obstructive sleep apnea hypopnea syndrome]
LU YH, HE ZM, DONG XS, LI J, HAN X, AN P, WANG L, HE QY, HAN F. *Zhonghua Jie He He Hu Xi Za Zhi* 2009;32(1):42-5.
- A brainwave signal measurement and data processing technique for daily life applications.
YASUI Y. *J Physiol Anthropol* 2009;28(3):145-50.

INTERNATIONAL NEWS



China ERP School - Beijing, China. March 30 – April 2, 2009

Sponsored by Compumedics' China distributor, "**Beijing Fistar**", Compumedics held a China ERP school at the "**Institute of Psychology China Academia Sinica**", in Beijing in April 2009.

Approximately 200 students attended, coming from Hong Kong, Taiwan and all across China. Compumedics Neuroscan has installed over 100 systems in China, with over 40 systems of 128ch or higher and over 80 installations in Taiwan to date.

This very successful course was conducted by Compumedics Neuroscan Professor Lung Zhao.



Jordan Distributor Meeting

Over 20 distributors came from all over the Middle East for the inaugural **Compumedics Distributor Sales & Service Training** in late May 2009 in Amman, Jordan.

All attendees were given a comprehensive background and hands-on training in all aspects of Compumedics PSG & EEG products by Compumedics Chief Technology Officer Mr. Warwick Freeman & Compumedics MENA Area Manager Mr. Nader Sughair hosted the meeting.



HONG KONG Distributor Training

Lantau, Hong Kong was the location of the **Hong Kong Distributor Training** in late March, immediately following the World Congress of Sleep Apnea event in Seoul, Korea. Over 25 Compumedics distributors from all over Asia attended the 2 day event which covered PSG & EEG product training.

Compumedics Chief Technology Officer Mr. Warwick Freeman was the main presenter, assisted by Compumedics East Asia & India Manager Mr. Andrew Tan & Compumedics Asia Manager Mr. Ben So.

COMPUMEDICS IN EUROPE



MMN Budapest, Hungary

Fifth Conference on Mismatch Negativity (MMN) & its Clinical & Scientific Applications

April 4-7, 2009

Top left: Delegates at MMN.

Far left: Compumedics at MMN - Dan Pittman (left) & David Vermeiren (right).

Middle: Compumedics distributor, Gábor Szabó from Neurotrend in Hungary (left) & David Vermeiren (right).

Left: Compumedics distributor, Allan Matthiassen from MEQ Nordic (right) & David Vermeiren (left).



DGKN 2009

German Society for Clinical Neurophysiology

Munich, Germany

March 26-28, 2009

Left: Dan Pittman representing Compumedics at DGKN.



Benelux Sleep Meeting

Heeze, The Netherlands

March 27-28, 2009

Left: Compumedics distributor, Wim Berrelkamp from H&L (right) with David Vermeiren.



Swiss Neurophysiology Meeting

Lucerne, Switzerland

May 14-16, 2009

Left: Compumedics Swiss distributor, Marc Mossiman of Neurospec at the meeting.



The Young & the Adult Brain -

Learning Disabilities: Prevention and Intervention

Safra Brain Research Center in Haifa University - Israel

May 31- June 2, 2009

Far left: Mr Ofir Getzler, Sleep specialist at Maxima Israel (left) with David Vermeiren.

Left: Ph.D Daniel Brandeis, Department of Child & Adolescent Psychiatry, University of Zurich, Switzerland (left) with David Vermeiren.

EVENTS UPDATE

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

JUNE - 09	DATE	AREA	PLACE
Associated Professional Sleep Societies (APSS)	6 - 11 June	S	Washington, USA
Congrès de la Société de Neurophysiologie Clinique de Langue Française (SNCLF)	10 - 12 June	NS	Bruxelles, Belgium
Human Brain Mapping	18 - 22 June	N	California, USA
European Neurological Society (ENS)	20 - 24 June	NS	Milan, Italy

Information on Compumedics events is available at:
www.compumedics.com > Home > News > Upcoming Events
 (Check back regularly for updates)

Compumedics with Kwangwon Medical success at World Congress of Sleep Apnea 2009, Seoul, Korea - March 25th - 28th, 2009

Below - top row: Compumedics' Mr. Ben So (left) with Mr. Tang

Below - top row right: Compumedics Korean distributor, Kwangwon Medical showcases key Compumedics products



THE COMPUMEDICS DIVISIONS *defining Life's Signals*

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



Compumedics Sleep
Clinical Diagnostic Systems for Sleep Disorders



Compumedics Neuroscan
World-leading Research EEG/ERP systems



Compumedics Neuroscience
for Neurophysiology Clinical Diagnostic Systems



Compumedics Neuromedical Supplies
Electrodes, sensors and Sleep laboratories and supplies for Neurology



Compumedics DWL
Ultrasound Doppler Systems



CONTACT www.compumedics.com

If you would like to receive the **Compumedics Vista Update via Email**, please send your details and email address to Marketing@compumedics.com.au

Compumedics Limited, Australia: Headquarters
 30-40 Flockhart Street
 Abbotsford VIC 3067, Australia
 Ph: +61 3 8420 7300
 Fax: +61 3 8420 7399
 Free Call: 1800 651 751

Compumedics USA, Limited:
 6605 West WT Harris Blvd, Suite F
 Charlotte, NC 28269
 Toll Free: +1 877 717 3975
 Ph: +1 704 749 3200
 Fax: +1 704 749 3299

Compumedics Germany GmbH:
 Global HQ for Compumedics DWL
 Josef-Schüttler-Strasse 2
 D-78224 Singen, Germany
 Ph: +49 7731 79 76 9-0
 Fax: +49 7731 79 76 9-99

