

# Compumedics **vista**

25 YEARS OF  
 SLEEP DIAGNOSTICS  
 EXCELLENCE  
 Since 1987

SPECIAL 'SLEEP 2011' EDITION COMPUMEDICS CLIENT UPDATE, ISSUE 32

**Come and see us at SLEEP 2011, Booth 515!**



## **New York-based Winthrop Sleep Disorders Center made the difficult decision to switch database vendors in an effort to remain leading edge ...**

By any measure, the Winthrop Sleep Disorders Center in Garden City, NY, brings a wealth of experience to the relatively young field of sleep medicine.

The Winthrop Sleep Disorders Center has evolved from modest roots as an academic facility in the late 1980s, to its current position as a respected laboratory in the USA's Northeast.

Leveraging their knowledge and experience gained over more than two decades, the hospital recognized the need to expand in 2006. Senior staff seized the opportunity to take a long, hard look at equipment needs. The investigation led the Winthrop Sleep Disorders Center to only consider systems with database constructs that could change with the times.

### **Expand and Integrate**

Late in 2008, the American Academy of Sleep Medicine (AASM) came out with the H5 guideline that requires all patient interactions, even for those not getting a study, to be amassed in a central database. As a result, going beyond a mere "sleep apnea acquisition" system suddenly became a top priority.

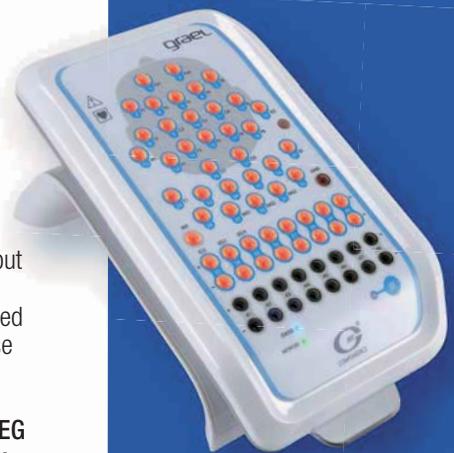
As an academic institution, Winthrop typically strove to keep things in-house, which is the reason they did not initially go with a web-based design. But after doing their research, they discovered that they did want the ability to interact from the outside through the Internet.

According to Winthrop chiefs, narrowing down to two major database systems to choose from was relatively easy, since virtually everything else was put together using third party databases.

The institution desired something that was integrated and cohesive and the factor that led them to choose Compumedics above all other competitors was the solidarity of what they could provide.

The **Compumedics GraeL High-Definition PSG/EEG** system and their **nexus Lab Management system** had what the Winthrop Institute wanted, as well as the potential to grow as technology changed.

As the first accredited and paperless laboratory in the world (1990), Winthrop officials knew early on that patients in the population-dense Long Island region wanted not only the best, but the latest. Cutting edge technology kept people coming back and fueled an expansion from four beds at the turn of the



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## Winthrop Story continued ...

century, to eight beds in their new facility - with all recordings digitally recorded and managed. Winthrop allowed its staff to plug into the archiving infrastructure that is also used for Radiology and Cardiology. Therefore enabling digitized, seamless, online archiving.

Keeping the door open for new millennium technology gave Compumedics the advantage in a competitive market. Vendor representatives simply could not "fake it" at Winthrop. Compumedics representatives "had to know their stuff," said Winthrop chiefs. "We questioned vendors with vigor as they as we knew that better equipment/database management leads to real-world results, such as decreased turnaround time for patients, while strongly appealing to referral sources".

Working with Compumedics allowed Winthrop to adapt to whatever challenges the industry may throw, while continuing to evolve technologically.

Winthrop's chiefs were pleased to say "You have to know sleep, and Compumedics has a good clinical understanding of what we do. We have not even finished installing all of the elements, such as digital audio and next-level digital video, but we see where they are going with multi-screen video capabilities - one screen zoomed into the face, one into the legs, and all synchronized."

## Like a Hotel

Even though the market changes and reimbursement changes with it, Winthrop officials are poised to help the 7.5 million patients on geographic Long Island. Moreover, when these residents show up, the facility they walk into does not look like a laboratory in the slightest. "We literally built a hotel," says one Winthrop

Senior staff member. "One of the inspectors upon opening the door to a bedroom said, 'You literally built the Winthrop Hotel.'

And, anybody who visits says the same thing. In a state that boasts 'The city that never sleeps', it is appropriate to also open "the hotel" for daytime guests.

Winthrop realized that a special segment of their market, and one that not many other facilities touch upon, is the shift-worker market. The laboratory is staffed around the clock, and every day they have the ability to perform daytime PSGs for patients who sleep and work in this 24 hour New York market.

Added services and capabilities mean that more in-depth clinical trials are on the horizon for Winthrop, a prospect that officials welcome in the coming years.

Winthrop is now perfectly poised to help the academic world, and the clinical realm of those New Yorkers who seek treatments and understanding of sleep disorders.

## Trek aids search for cause of breathing disorder.

### Nick Miller, 'The Age' Newspaper

SAGES have climbed mountains for millenniums to seek inspiration. But Melbourne sleep scientist Andrew Dawson has taken it literally, trekking five kilometres up a Nepalese peak near Mount Everest to study the causes of sleep apnoea.

This stop-start breathing difficulty affects 5-10% of Australians, can shorten life and lead to heart attack or stroke.

It often afflicts the normally healthy at high altitude. So a team of researchers, including the Austin Hospital sleep disorders unit's Mr Dawson, hiked for several days to a remote high-altitude research laboratory, the Pyramid, 5050 metres above sea level in the Himalayas. They were seeking to understand the cause of central sleep apnoea, hoping it would bring them closer to finding a treatment for the disease.

Their plan was to inflict the condition upon themselves, their test subjects and local Sherpas and study the effects.

Getting to the Pyramid proved to be a challenge.

Several yaks and 19 porters transported 700 kilograms of scientific equipment to the Himalayas. It took a week to get to the lab. The researchers had to deal with the effects of high altitude and low oxygen on their bodies and minds.

"Shortness of breath on exertion, and mental and physical lethargy are commonplace, if not universal," Mr Dawson said in an email from the lab.

"Everyday activities like walking up stairs take on a new level of difficulty. I feel the effects of the altitude even whilst simply talking, often having to stop mid-sentence to catch my breath."

Several team members were treated for mild mountain sickness, and one was sent to a lower altitude as a precaution.



Somté PSG



Left: Researcher Andrew Dawson sought insights into sleep apnoea at this laboratory high in the Himalayas.

They also had trouble with their equipment: some pieces were damaged by the yaks and others did not function in the cold temperatures. But the testing went as planned, Mr Dawson said.

Every subject (and Mr Dawson himself) developed central sleep apnoea, experiencing apnoeas (temporarily stopping breathing) as often as 80 times an hour. " (It is like) continually waking, gasping for air as if suffocated," Mr Dawson said. The experience made him better understand what patients back at the Austin went through.

The long process of analysing the experimental data is to follow post journey. Several theories are being tested, including the link between blood flow in the brain and breathing control.

"We have a lot of data to crunch now, so won't really know the findings for some time," Mr Dawson said.

"Working in this spectacular environment and having the opportunity to experience the different culture here is also extremely inspiring."

# Compumedics wins another major contract in Germany with the world's first high-definition PSG amplifier, the GRAEL® HD-PSG sleep diagnostic system.

Compumedics Limited is pleased to announce that the internationally renowned University Medical Centre (UMC) in Mannheim, Germany, which is part of the prestigious 600-year-old Heidelberg University, has chosen Compumedics' recently released, and the world's first high-definition PSG amplifier, the GRAEL® HD-PSG sleep-diagnostic system, and Compumedics' AASM (American Association for Sleep Medicine) compliant Somté PSG V2.

UMC Mannheim is the teaching hospital within the University of Heidelberg, and the sleep-diagnostic centre is considered to be one of Europe's leading sleep centres. UMC Mannheim employs over 4,500 people, including 1,200 nurses and caters to over 1,400 medical students.

The hospital has numerous collaborative affiliations with other scientific and healthcare institutions, including: the German Cancer Research Centre in Heidelberg; Heidelberg University Hospital; University of Mannheim;

Mannheim University of Applied Sciences; and various other hospitals and medical facilities of the city and region.

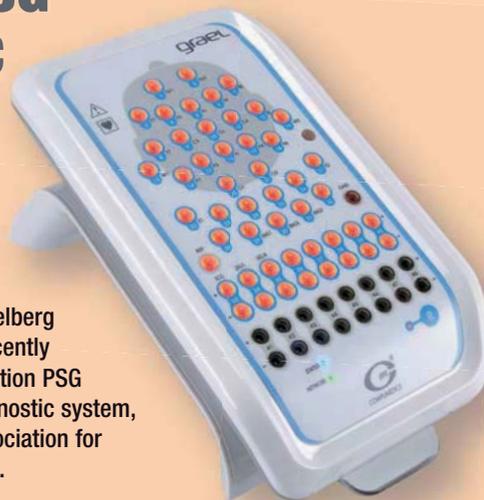
Winning this new business at UMC Mannheim sleep-centre, which is an existing customer of Compumedics, is another major milestone for the Compumedics' direct-sell strategy for its Germany-based sleep-diagnostics business.

Markus Rosenstingl, Business Manager for Germany and Austria, and Frank Dünkel Product, Manager for Germany, both noted, "It is also a significant endorsement of Compumedics' new world-class GRAEL® HD-PSG sleep-diagnostic system, the world's first high-definition PSG device."

The decision by UMC Mannheim to choose Compumedics' new GRAEL® HD-PSG system over products from major international competitors was primarily driven by:

- Compumedics' GRAEL® offering the features and flexibility to meet the most demanding research applications while providing unmatched and exceptional signal quality in any clinical lab environment.
- Compumedics having the broadest range of sleep diagnostic devices covering all regulatory types I-IV of sleep product classifications in both wireless and wired configurations.
- Compumedics' proven ability to deliver world-class, premium quality, sleep diagnostic systems including the world's first high-definition PSG amplifier, the GraeL® PSG system.
- Compumedics' industry leading fully integrated laboratory management tool, Profusion™ Nexus™. A high productivity software package for managing all aspects of the day-to-day running of the laboratory for optimal efficiency with patient scheduling and patient data storage and retrieval.

In commenting on this significant milestone in the Company's strategy, David Burton, Executive Chairman said, "The installation marks a further significant milestone in Compumedics' stated strategy to significantly expand its core sleep-diagnostic business in Europe with particular emphasis on Germany."



GraeL HD

## Spotlight on Somté PSG

# somtÉ<sup>®</sup>PSG

Full PSG... absolutely anywhere

### Full PSG

*for attended in-lab convenience*

- Bluetooth monitoring for maximum patient freedom and comfort
- 27 integrated channels
- Ethernet connectivity for remote LAN/WAN/Internet viewing and acquisition\*

*for ambulatory recording*

- Simple patient worn unit allows rapid setup and use of the system anywhere
- Fully self-contained - no PC required
- Integrated LCD screen

\*Via optional bedside station



## Spotlight on GraeL HD

# grael<sup>®</sup>HD

High-Definition PSG/EEG

- > High Definition PSG
- > One-box, One-cable
- > Fully Integrated AASM Signal Set

### High Definition PSG/EEG

- Full PSG/EEG in High Definition
- 24-bit amplifier - A new standard for PSG
- DC-coupled inputs - See what's really happening
- Differential ECG and EMG provide unparalleled signal quality
- Respiratory impedance plethysmography
- Exceptional noise and artifact rejection
- Exceeds all AASM Digital Specifications

### Improved Efficiency

- One-touch quick disconnect
- Lanyard for easy carrying when disconnected
- Light-up touch-proof connectors allows convenient bedside impedance checking
- Touch-proof connectors are ideally spaced for easy access
- Labeled to current AASM guidelines
- GraeL cradle can be desk, cart or wall mounted to suit any environment



HD  
PSG/EEG

## June - December 2011

|                                                                          |            |    |                        |
|--------------------------------------------------------------------------|------------|----|------------------------|
| Sleep 2011                                                               | 11-15 June | S  | Minnesota, USA         |
| Psychologie & Gehirn                                                     | 23-25 June | S  | Heidelberg, Germany    |
| Sleep Apnea Conf<br>- Interdisciplinary from Pathophysiology to Therapy  | 25-26 June | S  | Regensburg, Germany    |
| World Association of Sleep Medicine and<br>CSS - Canadian Sleep Congress | 10-15 Sep  | S  | Quebec City, Canada    |
| European Respiratory Society (ERS)                                       | 24-28 Sep  | S  | Amsterdam, Netherlands |
| Australian Sleep Association                                             | 27-29 Oct  | S  | Sydney, Australia      |
| DGSM                                                                     | 10-12 Nov  | S  | Dusseldorf, Germany    |
| AARC- American Association for Respiratory Care                          | 5-8 Nov    | S  | Tampa, FL, USA         |
| AES - American Epilepsy Society                                          | 2-6 Dec    | NS | Baltimore, MD, USA     |

Information on Compumedics' events is available at:

[www.compumedics.com](http://www.compumedics.com)

> Home > News > Upcoming Events

\*All information listed here is subject to change at Compumedics discretion without notice.

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Compumedics host Education Events - both online and face-to-face. Compumedics is committed to educating our customers.



SCOTT & WHITE  
Healthcare



## SCOTT & WHITE Healthcare upgrade to Compumedics.

Established in 1897 as small medical practice in Temple, Texas, **Scott & White Healthcare** is today a fully integrated, non-profit collaborative health system with 12 hospitals (or hospital partners), two nursing homes and more than 60 clinics, providing care to residents across Central Texas.

After years of using a mixture of systems in their sleep services labs, Scott & White Healthcare decided to standardize all their sleep laboratories with equipment from one sole vendor. The main sleep services testing lab is in Temple Texas and is a 16 bed functioning laboratory with several reading workstations throughout the facility.

Scott & White Healthcare also have remote labs in Waco, Texas Horseshoe Bay, Texas and the Sleep Center at St. Joseph's Regional Health Center in Bryan, Texas. With 16 functional beds in one location they realized that a sophisticated networked solution was a must have.

Compumedics offered their **Nexus** solution and it fit the bill perfectly. They needed to have real-time access from any computer, real-time scoring for night techs and immediate physician reviews before patients were sent home in the morning and automated archiving from any workstation. They also needed the ability to review studies at the other facilities through remote web access. Compumedics was able to provide all this – and more.

Associate Director of Pulmonary Disease/Sleep Disorders, Kelly Parmer RPSGT explains: "With other vendors, we had to pick or choose what we wanted. With Compumedics, they created a lab that was tailor made to fit our needs. We could not ask for better! Compumedics excellent tech support and the ease of use of the products made choosing a vendor an easy task."

## 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



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