

# Interacoustics

## Distributor News

### Director's Corner

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Interacoustics U.S. is experiencing a record sales year and we would not be in this position without the tireless efforts of our partners on the front lines. Thank you! Part of me hopes that the increased selling of the Interacoustics brand product is because you have taken notice that we are being a responsive partner to you in the field. We are listening and taking action as fast as possible to make life simpler. Regardless the reasons, we do say thanks. More on the internal enhancements.....Interacoustics U.S. has incorporated a new telecom hunt group that will deliver your call to first available staff in technical support and or application support (audiology).

We committed to create a VNG dedicated staff... as of November 1st Cammy Bahner will dedicate 100% of her energy to supporting the VNG platforms. We are making the effort to better serve you and make the sale, installation and follow up of Interacoustics easier. I am confident you will tell us how we are doing.... Some positive feedback is always appreciated.

Thanks again and now the real NEWS.

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### NEW AC40

The NEW AC40 is another Interacoustics designed product that incorporated as many of the ideas shared by you as we can legally. Status update: The first phase is a thorough 5 week In-house vetting of the calibration, software, hardware and firmware. The upgrades and enhancements as outcomes of phase one are incorporated into the platform for the second phase of analysis that include Distributor field testing and end user beta testing, both are underway.

- Standalone began week 42 & 43 - October 15th and 22nd
- Hybrid version field tests beging early November and will carry on throughout the month.

- COMING SOON: December AC40 Pre-release Max is 20 units:

Beginning November 20th Yani will be accepting orders for the 20 pre-release units that begin shipping in December 2012.

AC40 Basic (standalone)

Direct \$7495.....\$5247 Distributor

AC40 Hybrid (full PC control)

Direct \$8995.....\$6297 Distributor



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### Hybird Family Expands

The dynamic new AC40 clinical device is the perfect complement to your product portfolio, joining its little brother the AD629 that pair stands out as the only **true hybrid audiometers** in the world. The hybrid family grows- first introduced for IA is the Titan, offering a very unique ability to act as standalone or if preferred as fully PC operated tymp/OAE/ABR. Then you add to the portfolio the AD629 and now the THIRD member of the forward thinking Interacoustics product line, the AC40. Hybrid type devices offer the field a sales

discussion that further separates from the competition. There are many seasoned audiologists reluctant to simply jump into PC-based products. My colleague Dave Speidel put it perfectly and I paraphrase, 'the seasoned user can immediately hop into the seat and drive the audiometer like they have in the past and quickly get into operation while being linked to a PC'. Such ability provides extremely valuable efficiency that PC-based technologies deliver to a practice's bottom line. The HYBRIDS are stand out in the competitive market.

### IA Quality Report

Documentation is the key to both stabilizing product and building future success; I am pleased to report that there is new energy within the group towards:

- **Eliminating out of box failure**
- **Significantly reducing the need for the product exchange because of intermittency and other related issues.**

The best part of this story is that the team is delivering corrective actions that are founded in fact; these facts lead back to improved documentation. This is further proof that problem areas in

hardware, software and firmware being well documented and validated lead to better products for all of us. I think we all have noticed that out of box failures are becoming a much more rare exception and not the rule. The true tests are best measured by better performance at end user sites, especially in the first months following installation. This was previously a huge issue that, as we get corrected, is saving everyone time and frustration. We have made great strides but are not yet satisfied, the work continues.

### New Diagnostic Suite - AC440

AC440 software has the brain child of the field and now it is your ideas in action. It was introduced in April both Equinox & Affinity and now this advanced user interface will soon be launched as the upgraded Diagnostic Suite for AC40 and AD629.



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## IA Response Time

I think it is important that we commit ourselves to steadily improving response times and we have struck upon a model. No longer are we seeing every difficult trouble shooting issue requiring countless hours of back and forth email/voice mail that has cost days and even weeks before coming to a plan of action. HOW have we done this? Well there is the newly developed error reporting tool; the tool was created by the combined Interacoustics MN

and international technical teams and created primarily for internal use but the tool can add value to you in the field as well, that is if you would like to shorten trouble shooting times. The form has proven to save confusion and countless hours of your time and our own. If you wish to add this tool to your kit call Jim (952) 428.6325 or Carl (952) 278.4450 in technical support.

## Misc...Status:

- NEW Diagnostic Group PLM part system launched on international side shows cautious success.
- New Interacoustics finished goods price list will be ready for shipping January 2013
- New ENG & Digital Light Bar add on modules for Interacoustics VNG FireWire models coming soon. Stay tuned.
- Eclipse 4.3 software in final testing/vetting within MN - early signs suggest P300 and rate study enhancements
- Callisto upgrade to suite to AC440 software platform is in queue for first quarter 2013

*"Without loyal customers, a business doesn't exist. Therefore, the true purpose of every business is to create the highest level of customer satisfaction and loyalty. Simply put, customers are really everything - the time is now."*

## On Sale NOW:

SPECIAL Notice: Overstock - Caloric Irrigator - Aqua Stim now on sale @ \$6000.00 save \$995. First come first serve only five units available. Sale through 12-31-12

- |                                                                                                                                    |                                                                             |
|------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|
| 1. AD629 \$300 off                                                                                                                 | 4. Equinox Aud/REM combo and receive HIGH freq or keyboard FREE             |
| 2. Titan of choice \$500 off add DPOAE module add another \$500 off                                                                | 5. Eclipse EP25 & VNG VO425b packaged together for 10% off                  |
| 3. Eclipse EP25 with DP or TE \$500 off PLUS add the combo upgrade to DP/TE free for a total savings of \$1500 or laptop at \$700. | 6. VNG VO425b & Rotary Chair packaged together for \$64,985 - huge savings! |

## Titan:

Beginning in November and December the Titan will come with an upgraded cleaning kit - the implementation of this tool is intended to save service calls. It is a logical addition to the Titan and if you emphasize its use, you will save some breakdown and service calls. The kit includes floss and extra tip.



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## Upcoming Seminars and Presentations

November 9th - Texas Audiology Academy meeting. David Speidel will be presenting on the new technologies offered in the Eclipse ABR and ASSR program. The update relates old technologies and their evolution into the Eclipse software program.

November 9-10 – 2012 Vestibular Assessment Course, Vanderbilt University, Nashville, TN. This year's course is taking place at Vanderbilt University in Nashville, TN, with instructors Dr. Gary Jacobson and Dr. Devin McCaslin. This course covers VNG, Rotary Chair, Vestibular evoked potentials, and bedside testing techniques. Unique practicum hands-on sessions will take place in the 5 Balance Disorders Laboratories of the Division of Vestibular Sciences under the supervision of Drs. Jacobson and McCaslin.

November 15-16 – Vestibular Seminar, Santa Barbara, CA. Dr. Devin McCaslin and Cammy Bahner will be presenting on a variety of vestibular topics and trends in vestibular testing. Hands-on sessions on Eclipse and VO425 VNG will be available to participants. Sign up via online secure registration at: <http://tinyurl.com/85m7rpw>

December 12-13 - VNG/ABR Practical Training Course. This hands-on intermediate level course is intended for individuals looking to improve their clinical proficiency with Interacoustics VNG and ABR diagnostic instrumentation. To register, please contact Mickey Nicoski at [mjn@interacoustics-us.com](mailto:mjn@interacoustics-us.com) or 952-278-4412



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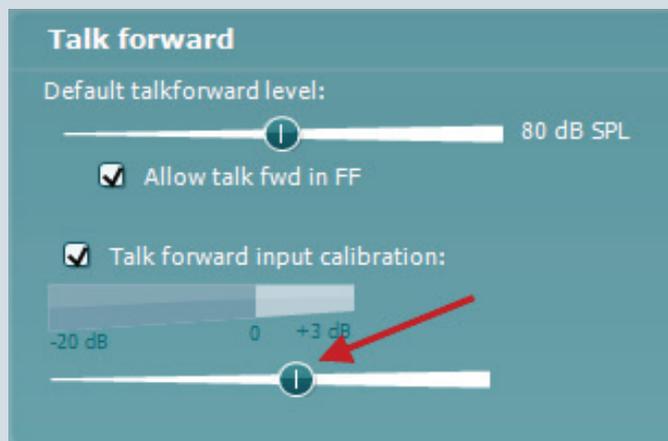
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## Have You Heard?

Here are a couple of helpful tips when making adjustments for the Talk forward functionality with the AC440 software and the soon to be released Diagnostic Suite software.

1. The default talkforward level means 'nothing' until you physically calibrate the microphone of choice for the talkforward function.
2. You must check the 'talk forward input calibration', then have the operator talk into the chosen talk forward microphone, and then slide the adjuster. Once you slide the adjuster level, the 'Apply' button will become active and you must click on 'Apply' to store the level.
3. Talk forward default levels can then be adjusted (in dB SPL) to a preset level. For example, you would set it to 80dB SPL to approximate 60dB HL.
4. Default levels can be set for each individual user by selectively creating personalized protocols.
5. Talkforward only works with the microphone when it is plugged into Mic 1. It does not function if you have it plugged into Mic 2.



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### IA Software Requirements



#### Software Requirements

##### Operating System Compatibility

##### Database Operation

Software Module	Software	Firmware	Instrument	Operating System Compatibility				Database Operation		
				XP Pro SP3 32 Bit (x86)	Vista Business 32 Bit (x86)	Win7 Pro 32 Bit (x86)	Win7 Pro 64 Bit (x64)	NOAH3.7/ NOAH4	OtoAccess	Standalone
Affinity/Equinox Suite	2.2.1.2	1.00.0006.0026	Affinity, Equinox	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Callisto Suite	1.0.1.6	1.00	Callisto AUD, REM, VSP	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Titan Suite	2.0.1	1.05.06	Titan IMP, DPOAE, ABRIS	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Diagnostic Suite	1.03	AD629-1.3	AS608e, AD229b/e, AC33, AD629	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Diagnostic Suite	1.03	N/A-Embedded	AC40, AT235(h), AA222(h), MT10	Yes	Yes	Yes	Yes	Yes	Yes	Yes
VNG	7.0.6.13	N/A-Embedded	VO425b FireWire VNG	Yes	Yes	Yes	Yes	No	Yes	No
Video Frenzel	1.2.0.3	N/A-Embedded	VF405 Video Frenzel	Yes	Yes	Yes	Yes	No	Yes	No
TEOAE25	3.04.2	1.03.41	Eclipse	Yes	Yes	Yes	Yes	No	Yes	No
DPOAE20	1.03.1	1.03.41	Eclipse	Yes	Yes	Yes	Yes	No	Yes	No
ASSR	1.02.2	1.03.41	Eclipse	Yes	Yes	Yes	Yes	Yes	Yes	No
EP15/EP25	4.2.08	1.03.41	Eclipse	Yes	Yes	Yes	Yes	No	Yes	No
OtoAccess	1.2.1	N/A	Database for IA Modules	Yes	Yes	Yes	Yes	N/A	N/A	N/A

#### Hardware Requirements

	Minimum	Recommended
Processor	Intel based 1.8Ghz CPU	Intel based 2Ghz or higher CPU
Memory	1 GB	2 GB or more
Display Adapter	Hardware accelerated direct3D card w/128MB RAM , 1024x768 resolution	Hardware accelerated direct3D card w/128MB RAM or higher, 1024x768 resolution
Ports	3 or more USB 2.0*	6 or more USB 2.0*
Hard Drive	40 GB with at least 1 GB free space	120 GB or more with at least 5 GB free space
Optical Drive	DVD-ROM	DVD-RW
Operating System	See Above	See Above

Diagnostic Suite requires UCA40 serial to USB adapter for non-USB instruments (except AC33)

\*Any additional USB ports must be added via POWERED USB Hub

VNG/Video Frenzel requires 2 FireWire ports, 2GB memory, and 160GB hard drive

**Internet access required for remote assistance via GoToAssist**

Interacoustics does NOT support upgraded operating systems. Full version OS only.

Some instruments require the use of an Interacoustics configured PC. See your local rep for more info

Interacoustics US reserves the right to change software/hardware requirements at any time

Updated October 2012



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### AC440 Quick Keys

Quick Keys	Tone	Speech
Space	Present tone	
R	Right	Right
L	Left	Left
S	Store Heard Thresh	Store
N	Not Heard	No Response
1	Output Ch1	Output Ch1
2	Input Ch1	Input Ch1
3	Output Ch2	Output Ch2
4	Input Ch2	Input Ch2
5	Manual Ch1	Manual Ch1
6	Reverse Ch1	Reverse Ch1
7	Manual Ch2	Manual Ch2
8	Reverse Ch2	Reverse Ch2
Alt + 8	Single Pulse	
Alt + 9	Multi Pulse	
M	Mouse Mode On/Off	
Y	Synch Ch1/Ch2	Synch Ch1/Ch2
O	Output Dropdown Ch1	Output Dropdown Ch1
I	Input Dropdown Ch1	Input Dropdown Ch1

Quick Keys	Tone	Speech
Alt + O	Output Dropdown Ch2	Output Dropdown Ch2
Alt + I	Input Dropdown Ch2	Input Dropdown Ch2
F4	Extended Range	Extended Range
F5		Pure Tone Screen
F7	Speech Screen	
F8	Weber Test	Weber Test
F9	MLD Test	MLD Test
F10	MHA	MHA
F11	HLS	HLS
F12	SISI	SISI
Shift + F1	Talk Forward On/Off	Talk Forward On/Off
Shift + F2	Talk Back On/Off	Talk Back On/Off
Shift + F4	MF ( Multi Frequency )	
Shift + F5	HF ( High Frequency )	
Shift + F6	HFz(HighFrequencyZoom)	
Shift + F8	Edit Mode	Edit Mode
Shift + F11	Single/Dual Audiogram	
Shift + R		Speech Reset
Alt + R	Report	Report
Alt + S	Save	Save
Alt + E	Save + Exit	Save + Exit



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