

Are your COPD patients struggling with chronic productive cough, repeated antibiotic use, chest infections and repeat hospitalizations?

The InCourage system can help

RespirTech®

U.S. Veterans living with COPD



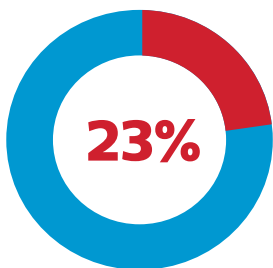
- **19%** of U.S. Veterans have COPD¹
- COPD is among the most frequent discharge diagnoses from VA hospitals² and the 5th most common chronic condition¹
- About **half a million patients with COPD** are cared for by the VA³

Profile of patients needing airway clearance therapy

Look for symptoms of chronic bronchitis, which is a form of COPD –

- Chronic productive cough
- Chronic mucus hypersecretion
- One or more hospitalizations in the last year

Chronic bronchitis patients had **5.6x** more hospitalizations & **3.1x** more urgent care visits compared with non-symptomatic COPD patients.⁴



23% of patients with COPD may be candidates for vest therapy with the InCourage system⁵

In a registry study of RespirTech patients with confirmed COPD, patients reported after one year of InCourage therapy⁶:



Hospitalization rate decreased

↓ 52%



Ability to clear lungs
“good-excellent” rating increased

↑ 55%



Respiratory health
“good-excellent” rating increased

↑ 36%

In addition to chronic bronchitis, symptomatic COPD and bronchiectasis, InCourage therapy is designed to help those affected by:

- Acute and chronic lung injuries
- Amyotrophic lateral sclerosis (ALS)
- Pneumonia
- Post-surgical airway clearance needs
- Quadriplegia



How to order the InCourage system through First Nation:

1

Submit a consult to the Prosthetics Department

2

Prosthetics Department sends the purchase order and consult to First Nation

3

RespirTech contacts patient to schedule product delivery and in-home training

Purchase orders, please include:

1

Patient's measurements including: largest circumference around chest/bust, and the largest circumference around abdomen while positioned for therapy (in inches)

2

Shipping directions (including whether device should be shipped directly to the patient or VA clinic)

3

Payment instructions

Send to First Nation via fax: 734.929.1490 or email to: orders@jrsupplyco.com



Better Clearance –
Research has shown triangular waveform technology clears up to **20%** more mucus than competing technology.⁷

We're here to help

Our VA team includes patient advocates, respiratory therapists and nurses—and we're dedicated to assisting our veterans and their families every step of the way.



Personal, in-home patient training provided by our network of licensed Respiratory Therapists and Registered Nurses



Telephonic case management by licensed clinicians



Ongoing patient contact and support through therapy adherence assessments

Through regular follow-up phone surveys, RespirTech supports participating InCourage system users and follows their progress for up to two years. Health care providers may also receive individualized patient updates from RespirTech's customer care team to help optimize airway clearance therapy for patients in their care.



Hospital to home

For patients who used ClearChest comfort vests and bands in the hospital, the InCourage system offers a convenient transition to in-home therapy. The RespirTech team will partner with you and the veterans you serve to make this process easy.

"I had been coughing up stuff from my lungs, there was a rattle in my breathing [and] I had a couple bouts of pneumonia. A month after starting [InCourage therapy], my lungs cleared rather suddenly with no more rattle."*

— Steven, a Veteran Affairs Patient

*Individual patient results may vary

1. MacDonald M, Hertz R. Utilization of Veterans Affairs Medical Care Services by United States Veterans. Pfizer Facts. 2002.
2. Roman J, Perez RL. COPD in VA hospitals. Clinical cornerstone. 2003;5(1):37-44.
3. Sharafkhaneh A, Petersen N, Yu H, Dalal A, et al. Burden of COPD in a government health care system: a retrospective observational study using data from the US Veterans Affairs population. Int J Chron Obstruct Pulmon Dis. 2010;5:125-132.
4. Blanchette CM, Roberts MH, Petersen H, Dalal AA, Mapel DW. Economic burden of chronic bronchitis in the United States: a retrospective case-control study. International journal of chronic obstructive pulmonary disease. 2011;6:73-81.
5. Vestbo J, Lange P. Can GOLD Stage 0 provide information of prognostic value in chronic obstructive pulmonary disease? Am J Respir Crit Care Med. 2002;166(3):329-332.
6. Methodology: Phone surveys at regular intervals with COPD patients using the InCourage system, as part of a subset of the overall RespirTech bronchiectasis outcomes registry. Data collection began in 2013. As of 11/31/18, 154 patients completed the baseline survey; 108 patients in 1-month cohort; 89 in 3-month cohort; 70 in 6-month cohort; 43 in 12-month cohort.
7. Milla CE, Hansen LG, Weber A, Warwick WJ. High-Frequency chest compression: effect of the third generation compression waveform. Biomed Instrum Technol 2004; 38:322-328. Note: 8 CF patient study comparing triangular vs. sine waveform technology.

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