

The Complete Beltone Achieve Family for Improved Hearing in Noise

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Handouts

- Beltone Product Portfolio
- Beltone Achieve Tech Level Differences
- Beltone Achieve Family Options
- Beltone Achieve Feature Comparison
- Beltone Achieve/Rely Comparison
- Beltone Charger Guide
- Solus Max 1.16 Fitting Flow
- Solus Max Cable Guide
- White Paper: CrossLink Directionality 4
- White Paper: Check My Fit

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Learning Outcomes

- 1

List the hearing aid styles added to the Beltone Achieve product portfolio.
- 2

Describe the patient benefit of our current feature set.
- 3

List the updates and improvements in the latest version of Beltone's fitting software, Solus Max and HearMax app.
- 4

Describe the best style recommendation based on patient needs and wants.

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The Stats

Current users state hearing in noise was the most important factor when buying new hearing aids.¹
It is extremely important to hear well, especially at home with family members, and in order to follow conversations in noisy environments.²

Hearing in noise is the #1 driver of hearing aid satisfaction and the biggest unmet need for current users³
Hearing in noise comes in last in satisfaction surveys⁴

38% of current hearing aid users still cannot hear people well enough.⁵

Speech understanding is more important than sound quality.⁵

1. Machiath and colleagues, 2021
2. MarkeTrak, 2022
3. Phos, 2020
4. Machiath and colleagues, 2021; EuroTrack, 2018
5. Appleton-Huber, 2022

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Top 5 most important listening situations

53%
At home with family members

44%
Following conversations in noise

41%
Talking on cellphone

40%
1:1 conversations in noise

37%
Watching TV with others

MarkeTrak, 2022

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Completing the Beltone Achieve Family

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Beltone Achieve RIEs



Rechargeable



62 miniRIE 63 RIE 312 & 13 battery 63 RIE 64 RIE

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Beltone Achieve Rechargeable RIEs



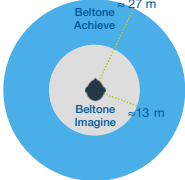


62 miniRIE 63 RIE

- Lithium ion/induction rechargeability
- All-Weatherproof (IP 68)
- All day battery on 1 charge even when streaming
- LED Light
- Push Button
- 2.4 GHz connection to Direct Line Wireless Accessories
- E2E communication
- Hands-free calls
- MFi/ASHA

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Enhanced Connectivity



Beltone Achieve 27 m

Beltone Imagine 13 m

- Better connection even when the phone is in a pocket or a bag
- Less audio drop-outs for an enhanced call experience



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Beltone Achieve RIE Charger Options



Premium Charger

- Integrated on-board battery
- Works as charging case
- Provides up to 3 charges
- LED battery status indicator



Standard Charger

- Charges while connected to power cable
- Single LED indicator when connected to power source



Desktop Charger

- Charges while connected to power cable
- Simple, timeless design



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Charge Time



All-day battery, based on average use time of 12 hours when streaming 100% of the time
Use time on one 3-hour charge





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Beltone Achieve Replaceable Battery RIEs

- Push Button/Multi Toggle button
- All-Weatherproof (IP 68)
- 2.4 GHz connection to Direct Line Wireless Accessories
- E2E communication
- Wireless connectivity for:
 - Hands-free calls
 - MFi/ASHA



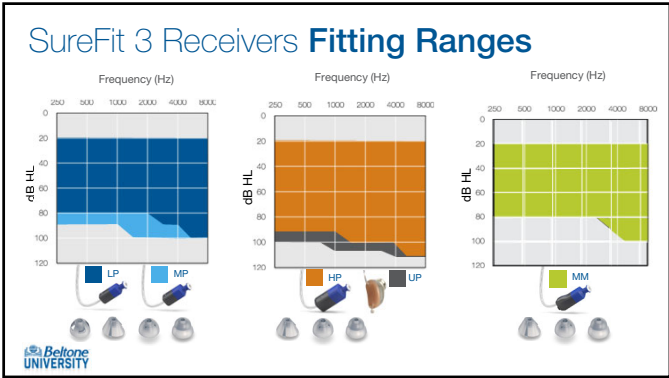
63 RIE using 312 battery



64 RIE using 13 battery



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M&RIE Benefits

90% of listeners prefer M&RIE for natural sound. Groth, 2020 M&RIE reduces wind noise up to 15 dB without reducing gain. Groth, 2020 2.6 dB less listening effort compared to standard receiver. Quiller et al, 2021	95% of users report effortless non-streamed phone calls. Quiller et al, 2021 31% more accurate front-back localization at first fit, increasing to 57% after 4 months. Jenspersen et al, 2021
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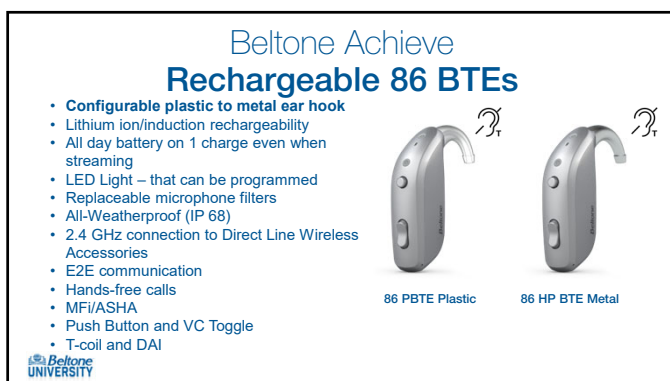
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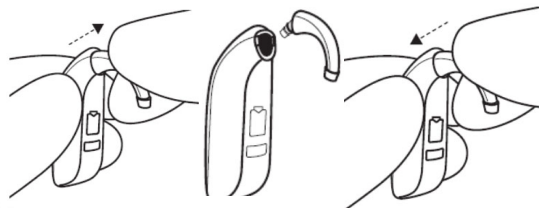
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Earhook Replacement

- New attachment system for BTE earhooks and thin tube adaptor
 - Designed to easily attach or remove with a snap into place



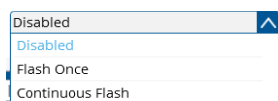
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LED Light Controls in Solus Max

- Located under 'Devices Controls' then select 'Manual Controls'
 - Disable → Only indicates charging status
 - Flash Once → In addition to charging status also indicates manual control changes
 - Continuous Flash → In addition to manual control and charging status, the LED will flash every 5 seconds

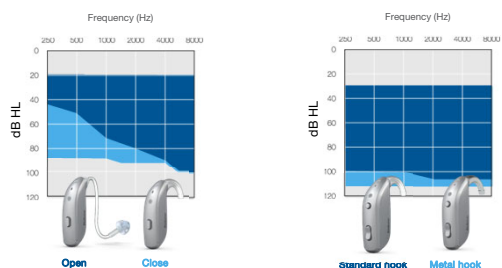
LED Light Controls



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Beltone Achieve BTE Fitting Ranges



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Desktop Charger



All-day battery, based on average use time of 12 hours when streaming 100% of the time
Use time on one 3-hour charge

Beltone
Achieve 76

Beltone
Achieve 86

- Specific charger for the 76 and 86 styles



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Beltone Achieve BTE Colors



Sparkling Silver

Champagne

Gold

Bronze

Warm Grey

Espresso

Graphite

Deep Black



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Beltone Achieve Customs



Rechargeable

ITE

ITG

10A battery

CIC

* 60% in-house Customization / ITE Quantitative study Q4 2022

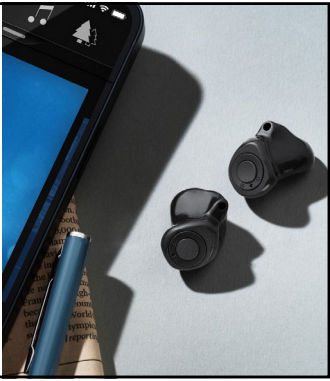
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Beltone Achieve Rechargeable Customs

- Lithium ion/induction rechargeability
- All day battery on 1 charge even when streaming
- LED Light
- Push Button
- All-Weatherproof (IP 68)
- 2.4 GHz connection to Direct Line Wireless Accessories
- E2E communication
- Hands-free calls
- MFi/ASHA
- Replaceable microphone filter ring





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Replacing Custom Filter Rings

Service Kit which includes the tool to remove the microphone filter and the tool to attach a new microphone filter ring to the faceplate.
P/N: 222487100



*Use the side of the tool that is circled

New microphone filter rings in the correct color.
P/N: 22429900 LIGHT BEIGE
P/N: 22429902 BROWN
P/N: 22429904 BEIGE
P/N: 22429905 MEDIUM BROWN
P/N: 22429906 DARK BROWN
P/N: 22429911 ANTI-IRACITE







1. Push in the tool in the space between microphone filter ring and faceplate shown in the picture above.
2. Separate microphone filter ring by lifting.
3. Remove the filter ring from the faceplate and discard.
4. New filter rings have a clear band on one side and clear band on the other. Place the clear band facing up.
5. Remove the clear band from the filter ring.
6. Locate the metal pin on the right side of the tool and insert it into the hole in the filter ring shown in the picture above.
7. Place the filter ring on the pin, making sure the hole of the filter ring is aligned with the metal pin.
8. Remove the clear band from the filter ring.
9. Locate the LED on the hearing aid and the metal pin to show in the picture above.
10. Align LED and metal pin then carefully push the filter ring to the hearing aid.
11. Press the cylindrical tool firmly to make sure the filter ring is securely attached to the faceplate.
12. This completes the microphone filter replacement.

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Custom Charger



All-day battery, based on average use time of 12 hours when streaming 100% of the time
Use time on one 5-hour charge

- The lid must be down for charging to begin
- Custom inserts must be placed into the charger





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Beltone Achieve CICs

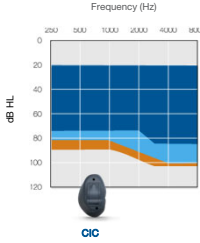
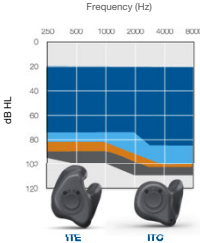
- Sonion Premium receiver
- Uses size 10A zinc air battery
- Non-wireless (no E2E, 2.4GHz or BLE)
- All-Weatherproof (IP 68)
- Optional push button
- **Cabled fitting** (SpeedLink, HiPro or HiPro II with gray cables using flex strips)





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Beltone Achieve Customs Fitting Range



■ LP+

■ MP

■ HP

■ UP

* LP unavailable on ITE



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Beltone Achieve Family



Colors							
Battery	10A Rechargeable	Rechargeable	312	13	Rechargeable		
MF/Android streaming		✓	✓	✓	✓	✓	
Wireless accessories	✓		✓	✓	✓	✓	
Telecoil				✓		✓	
LED		✓	✓			✓	
Control	Optional Prog. push button	Prog. push button	Prog. push button	Prog. push button	Multi-function button	Prog. push button	Push button & toggle switch
Direct Audio Input							✓



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Beltone Achieve Overview

		Battery Charging Time
RIE 	A full 3 hour charge provides upto 24 hours of use or 12 hours with 100% streaming	
BTE 	A full 3 hour charge provides upto 24 hours of use or 12 hours with 100% streaming	
Customs 	A full 5 hour charge provides upto 24 hours of use or 12 hours with 100% streaming	

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CrossLink Directionality 4

Wider sound environment mapping

Faster processing detection and selection

More precise beamforming

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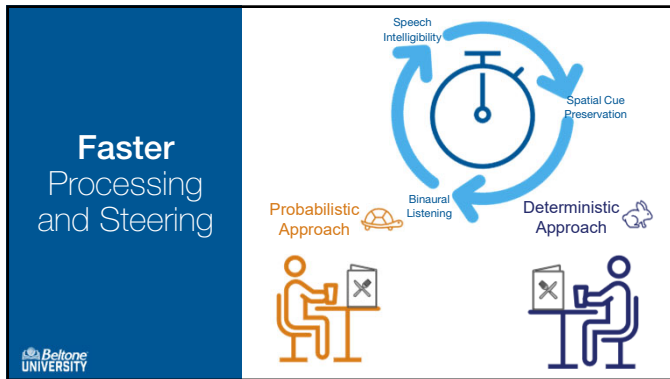
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Wider Sound Environment Mapping

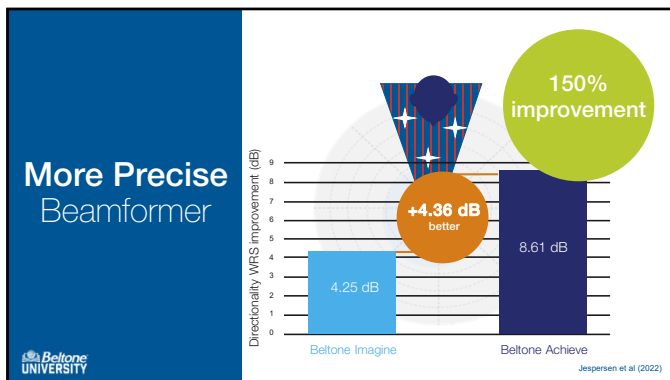
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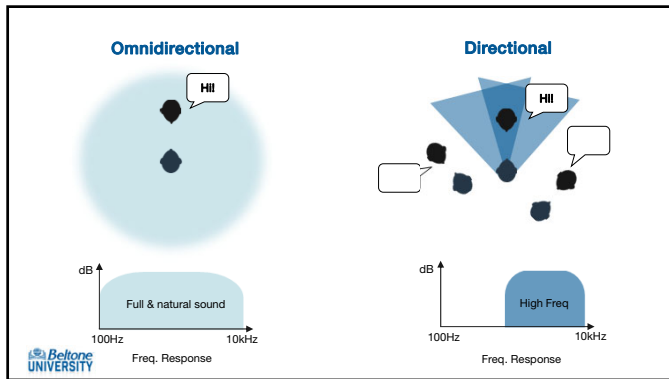
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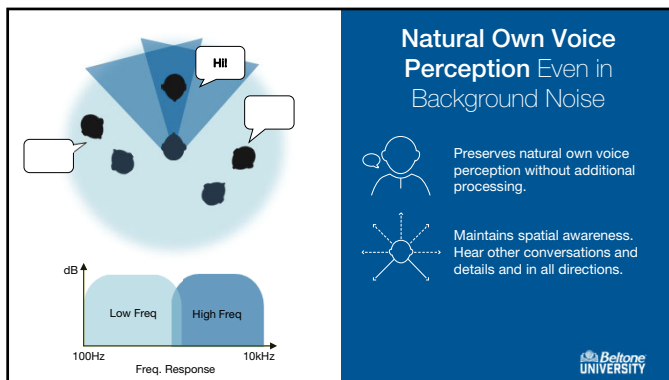
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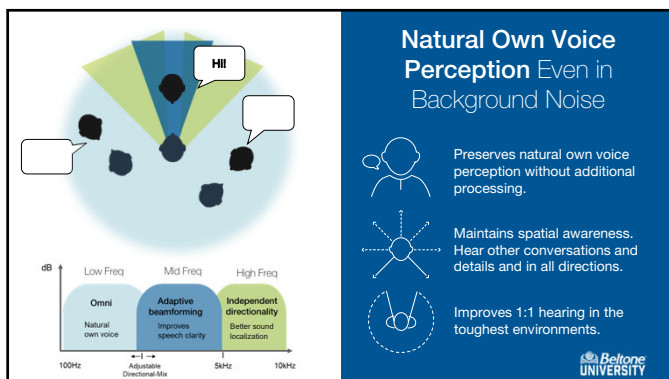
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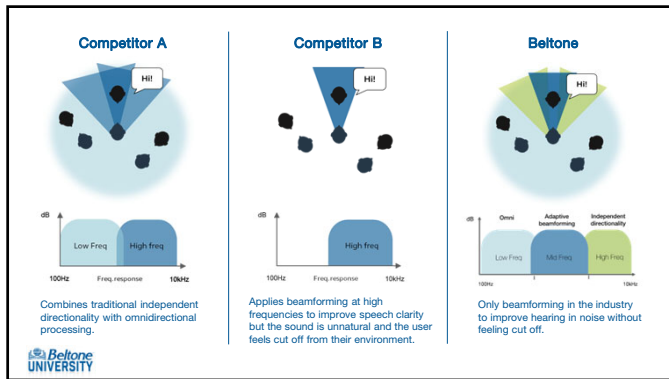
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Ultra Focus 2

- Improves 1:1 communication, while preserving situational awareness
- 6 dB of more directional benefit 500-4000 Hz
- User selected program compatible with any binaural fitting

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How Insertion Impact Hearing

40% of new users find it difficult to insert their hearing aids*

70% wore better

11 dB Improvement in stable gain

! Poor insertion can reduce the overall benefit of hearing aids, cause feedback and poor sound quality

👂 Poor physical fit and discomfort among the top 3 reasons why people stop using hearing aids*

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*MarkeTrak 2022

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Beltone HearMax™

Check My Fit now compatible with all models

- Control and personalize their sound experience
- Direct access to Remote Care and Remote Care Live

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New Naming for BTE Options

86 PBTE

Beltone Achieve 17 IMP1786-DWC PBTE Plastic Hook

Beltone Achieve 17 IMP1786-DWC PBTE Metal Hook

Unassign

Details

76 BTE

Beltone Achieve 17 IMP1776-DWC BTE Thin-tube Hook

Beltone Achieve 17 IMP1776-DWC BTE Thin-tube Hook

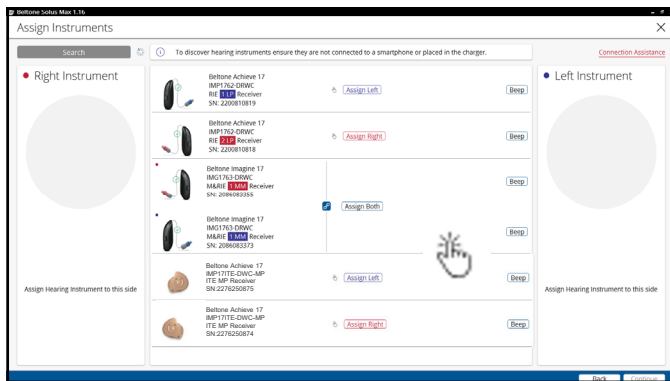
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Details

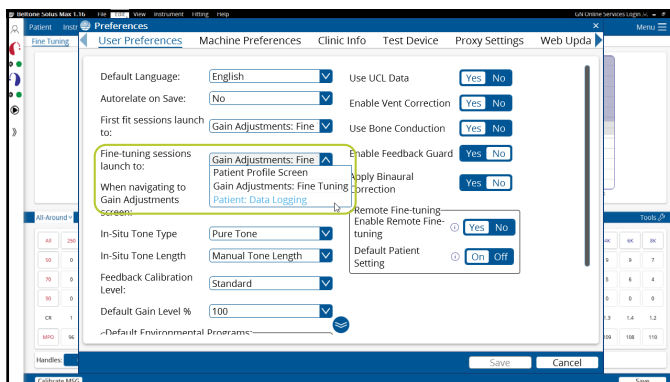
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Devices in Charger No Longer Populate

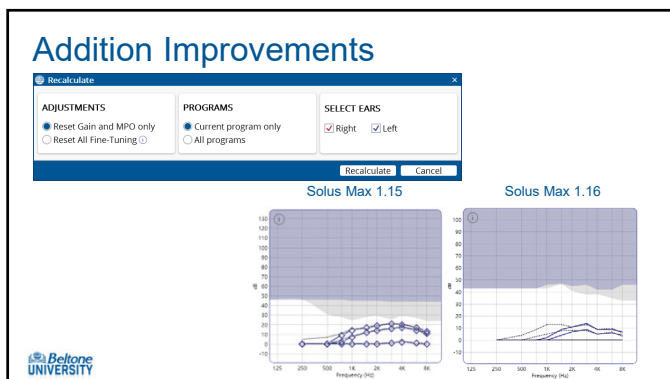
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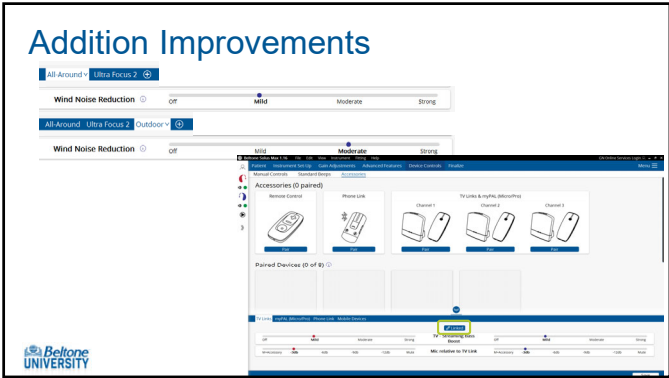
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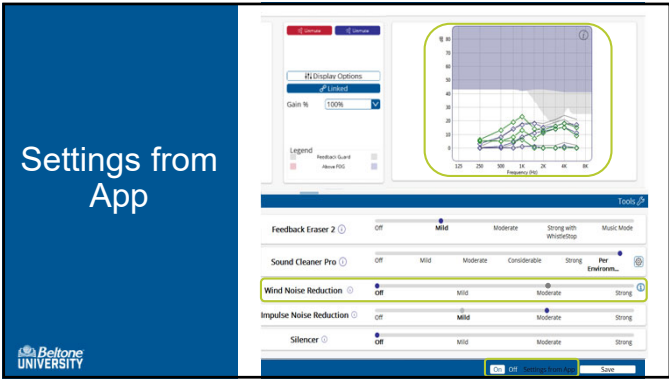
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Good to Know

Form Factor	Beltone Achieve	Beltone Imagine
1 BTE + 1 RIE	Not supported	Not supported
1 BTE + 1 ITE/ITC	Supported	Supported
1 BTE + 1 CIC	Not supported	Not supported
1 RIE + 1 ITE/ITC	Not supported	Not supported
1 RIE + 1 CIC	Not supported	Not supported

- For Beltone Achieve and Imagine both sides MUST have detectable receivers or non-detectable receivers to fit together
- Only RIEs have detectable receivers

- Moving from the MSG calibrations screen into the fitting screen, aids will unmute
- Only if calibration was completed

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