

This unedited transcript of a continued webinar is provided in order to facilitate communication accessibility for the viewer and may not be a totally verbatim record of the proceedings. This transcript may contain errors. Copying or distributing this transcript without the express written consent of continued is strictly prohibited. For any questions, please contact customerservice@continued.com

Introducing Beltone Envision

Presenter: Laura Schachtel, AuD, FAAA

Hi everyone and welcome again. I'm Dr. Laura Schachtel, the product training development manager for Beltone. And today's quick 30 minute session is going to cover our newest premium product, Family Beltone Envision. Now this product was designed to provide your patients with the clarity that they want amongst all the noise of every day.

So today as Kimberly Today I'm going to talk about the hardware of the three RIE styles that we have and then touch just a little bit on the updated feature set that is in our Beltone Envision product line. As Kimberly was saying, there are a lot of handouts. These are not just handouts for today's session, but they're also handouts for the whole week. So I'm hoping you all join us and have signed up for the other courses throughout the week. So there are kind of handouts for everyone, but I think there's specifically note handouts just for this course.

So if you can't find them, these handouts are also on our Belton University homepage, that's www.beltoneuniversity.com. so onto our learning outcomes. So after today's session you should be able to describe the updated feature set of our Beltone Envision Ries. You should be able to explain the process for changing our microphone filters, and then you should be able to list the connectivity options of Beltone and Vision. Now these are just the risks and limitations of viewing this course and if you need to look at them a little bit more in detail, they are also in that course on the handouts that I have available as well.

So there we go. If you haven't already been introduced to Beltone Envision. So if you weren't at our national meeting or you haven't taken one of our online Belton University courses, let me go ahead now and introduce you to Beltone and Vision.

My mouse ran away with me there, so I would really like to highlight that Beltone Envision just represents half of the exciting product launch that we've come out with the last about three weeks or so. Later in the week, my colleague Kathy Liston will delve into the details of our other innovative product,

family Beltone Commence. It's important to note that these two product families share a magnitude of design elements which have been crafted to enhance and streamline your workflow in the office. Both Beltone Envision and Beltone Commence are programmed with Solus Max 2.1 and operate on our 360 chip. This ensures that your patients benefit from superior performance and reliability.

Additionally, both product families utilize our SureFit three receivers and domes which are designed for optimal comfort. One of the standout features of these new products is the inclusion of of field replaceable microphone filters, allowing for easy maintenance and ensuring that your patient's hearing aids remain in peak condition. Also, both product families are equipped with Bluetooth, Low Energy Audio and Auracast, providing seamless connectivity and enhanced audio experience. Now again today I will introduce you to our innovative noise reduction feature known as True Noise Reduction, which is integrated into Beltone and Vision. Now this feature was designed to significantly improve sound clarity and reduce background noises, making conversations more enjoyable and less distracting.

However, for those of you seeking a more comprehensive understanding of this feature and its benefits, I highly encourage you to join me tomorrow for a much deeper exploration. So to review Our Beltone Envision is offered in three RIE styles, our 62s micro and our 63 and 64 battery operated styles. As you can see, the housing style on our 63 and 64 has been updated to better match that shape of our microri. Our new features, True Focus and True Noise Reduction are available on the Microriver and the new feature Clear Focus is available on the 63 and 64 styles, again only in that 17 level technology. And our new Beltone Envision is offered now in four technology levels.

So you have a 17, a 9, a 6 and now a 4 level to choose from. I'm sure many of you again are already aware of, but I want to emphasize the important update regarding our product families of Beltone Envision and Beltone Commencement. We've listened to you and so we've made significant

improvements to the microphone filters which are now designed for easy replacement directly in the office. This change is aimed at providing you with greater convenience and efficiency in maintaining your patient's hearing aids. Now the process for replacing these microphone filters is very simple and it's essentially the same manner and mechanisms as you're used to when changing our GN Wax filters on our receivers.

This means that you can quickly and effortlessly change these receivers without needing any specialized tool or any extensive training. Which also means depending on how you feel about certain patients, you can also have them change these filters at home as well, because they no longer need to take apart their hearing aid to do this. Now, just to prove the point that this is very easy and something you can do immediately, I'm going to show you a quick little video, but before I get there, just to point out here in the corner to try to help you distinguish between all of the different filters that you might now have in your Office. These microphone filters come in kind of like an off white with a slight green tint of the casing. But when you do open it, the little matchstick, as I like to call it, it's like a darker army green color.

And then as you see here in the picture here with the hearing aid, that microphone filter is definitely a nice round circle where the GN wax guards are more of a, like, kind of rounded, triangular shape. So that. And then those matchsticks are white, I believe, or gray. Lots of receiver, lots of filter options. But just to help you distinguish, it's kind of the green casing, and it's all round.

Those are the new microphone filters. So let me show you that video on how easy it is to change.

The two microphones on the back of your hearing aid are each protected by a microphone filter.

To change a microphone filter, you will need your case of microphone filter tools. Open the filter tool case and take out one of the filter tools.

Insert the removal tip into the used filter. Pull the filter tool straight out.

Insert the other end of the filter tool, the end with the new filter, into the microphone opening. Gently press the new filter straight into the microphone opening, and pull out the filter tool.

So again, really easy. And again, depending on that patient, something you can have them do at home. So all three Beltone and Vision RIE styles are offered in the same colors as Beltone Serene. So you have sparkling silver. We've changed the name from Champagne to sand, but the color is still the same coloring.

It's just a name change. You still have gold, bronze, warm gray, espresso, graphite, deep black. Plus, we now have two new colors, a navy blue and a red. I just want to call out on this slide that the blue and the red coloring look a little bit brighter or, like, more blue, a little bit more red than what the true coloring actually is on the hearing aids you'd receive. So there is another slide coming up where I'll point out what the actual navy blue more looks like.

And the red is more of, like, a rusted color red than like a fire engine coloring of red. So if you have a patient that might want red and blue to help with right and left, they're not bold, bright colors where, like, someone would definitely be like, yep, you have a bright red shiny apple on your ear. That's not quite the color of the red. Now, all of our RIEs are IP rated 68. That is the highest IP rating.

And this means that our hearing aids are dust resistant and can withstand temporary immersion in water, providing Your patients with the peace of mind that their hearing aids are durable and reliable even in various different environments. I do not recommend going swimming in them. They are not waterproof. But yes, if they jump in the shower and get the hearing aids wet, we're okay. It's raining and they're running, you know, into their home from the car.

That is okay. And we have for many years we've applied this nano coating covering to help with this IP rating. We nano coat both the inside and the outside of our hearing aids. That color portion plus we've also invested in buying the equipment, that nano coating equipment and then we run all of our receivers through a nano coating process. So not only is the body of the hearing aid protected inside and out, but the receiver, the part that's actually in the ear kind of getting some of that moisture and debris, is also nano coated as well.

So this just really enhances the longevity of the hearing aids, but also just helps keep them performing as well as possible for your patients. Again, with Beltone and Vision, you will continue to use our SureFit three receivers and domes. With Beltone Envision you have the option to fit a Marie receiver, a low, medium, high or ultra power receiver. Please keep in mind with the ultra power receiver you do have to take an impression. Can't just call customer service for one.

So take your really good impression. Get the encased receiver order form, fill that out, send that in and then we will send to you that kind of custom made ultra power receiver specifically for your patient. So our 62s micro has our new feature of true focus and true noise reduction and uses a lithium ion battery that provides all day use. The Beltone Envision Micro RIE is compatible with our new TV Streamer plus and Multi Mic plus and Cross transmitter. It uses the latest version of Bluetooth which is Bluetooth Low Energy audio and connects to Auracast broadcast through our Auracast assistant.

Now if you remember, our Micro RIE style has tap control where a double tap of the ear will answer an incoming call. This feature works with devices running iOS 15.3 or later or Android devices that use Bluetooth Low Energy audio. Our Micro RIE uses push to assign, has an LED light for charging indication and an easy one touch push button. I just want to point out that with Beltone Envision there is an option under manual controls in the fitting software now for LED light control. So the same LED light controls you have for our btes, it's now available on our Micro RIE as well.

Meaning if a third party is the One, pushing the buttons, the LED light will indicate that yes, the button was pushed and we're now in program two, or we're now in program three, or the volume did increase or decrease. And I'll talk more about that on Friday as well. And Beltone Envision still provides 2.4 GHz wireless connectivity, ear to ear communication, MFI, Asha and hands free calls. Now, as with our other product families, the Beltone Envision Micro RIE can use one of our three charging options. Now, the premium charger, as I think all of you are aware, has an integrated battery that can provide up to three days of quick charging on the go.

So that's kind of three individual reserves of kind of a 30 hour charge. So obviously if your patient is not wearing their hearing aids for 30 hours or only wearing them for 16 hours, you probably have a little bit more than three days in that charger. So if they go away for a three day weekend, they should have plenty of charge just in the charger. They don't have to pack extra cables. The standard charger is just a simple charger, but it has the lid on it.

So if your patient was going to use this as like a carrying case, then they can, so the lid can close. The hearing aids will stay put. But if this is not plugged into the wall or into power, those hearing aids are powered on and the patient might hear some feedback. So they're going to need to manually turn off their hearing aids if they're carrying them in their purse, bag, pocket. And then when they're ready to use the hearing aids manually, power the hearing aids back on.

And then the last charger is the desktop charger. This is the simplest charger. It's just as a charger. Dump the hearing aids in and then in the morning pull them right out. The insert number for Beltone Envision is the same as Beltone Serene.

So it's still a number eight. But one of the handouts is the updated list of what the insert number is for the different chargers. I'm going to pause right here because I saw a question coming in and I think it's

related to the nano coating. And the question is, is that nano coating hyperallergenic? And I don't have a knowledge of it, but we've been nano coating our hearing aids for such a long time that I'm going to have to believe it is because I have yet to ever hear anything back about like patients having any type of issues with that.

I can ask our product management team and get back specifically. But I honestly, truly believe it has to be okay because I have heard nothing about any patients having any type of rash, itchiness, allergy to any of our hearing aids that have been nano coated. So just to continue on, Beltone and Vision is built for wearing all day, even when we're streaming or we're in these more challenging, noisy listening environments. Which means that your patients can just relax knowing that their hearing aids will stay charged throughout the day no matter what they're putting the hearing aids through. So just to review, it's a maximum of up to 30 hours of use.

But more typical of what we'll see is about 24 hours of battery life. So that's two hours of streaming or using our new True Focus feature. So maybe a person streaming a little bit on their way to and from the office, maybe they're streaming a call or two throughout the day and going into the Trufocus program over lunch. If you have a patient that's a heavy streamer user or they're just having like a movie marathon, we're saying up to 20 hours. With that heavy streaming use, if they're in more challenging noise for a longer period of time, maybe they're at like kind of like a social gathering, a luncheon for three hours.

They can still get up to 20 hours of use that way. And then if for some reason the patient forgot to go back to their all around program, so they're in their program number two, they're hearing noise program with Trufocus on and they forget to go back to all around, they'd still get 10 hours of use running that new directional program or directional option in their hearing noise program. After about that 10 hours, your patient would hear the low battery indicator. Probably question why they're getting the low battery

indicator so quickly. They might have a call in to you.

And it's probably just that they forgot to go back to their regular program. And I just want to point out on this slide, that blue coloring you see of the hearing aids, that is more an accurate representation of the blue that you would have if you ordered this for your patient. So not quite as vivid blue as the background slide color, but more of like a blue black kind of color. So just like our previous product families, Our non rechargeable 63 and 64 styles have many of the same great features that the Micro RIE has, except they use zinc air batteries. These updated styles use our new Clear Focus feature.

They also are compatible with our new TV streamer plus and Multi Mic plus and again connect to a Cross transmitter. They use the latest version of Bluetooth, again Bluetooth Low Energy Audio, and they connect to AuraCast using our AuraCast assistant in our Hearmax app. And I will speak more about that on Friday. There is also a push button on our 63 style and a multifunction toggle button and a T coil on our 64 and both can connect into Solus Max using that Push to Assign feature. And also these dials still provide you with 2.4 GHz wireless connectivity, ear to ear communication, MFI, Asha and hands Free calls.

Now as I've already mentioned, Beltone Envision is compatible with a Cross transmitter, but I want you to note the nomenclature is now env162s as this is the version of transmitter that you will need to order when you're fitting it with a Beltone Envision hearing aid. So the ENV for the transmitter goes with the ENV for the hearing aid. Much simpler than what we rolled out with Serene. Where for Serene it's CER for the hearing aid and then CSE for the transmitter. So if you're fitting Envision, you need the Envision CROs and it's the one that starts with env.

Now just as a reminder, the CROs transmitter is only offered in that Micro Rie style, which means that it has tap control. So if you have have a patient who's partnering with a battery operated hearing aid, this

is a way to sneak in a little extra feature for them because they could double tap the transmitter and get that automatic kind of voice pickup on the phone. The Cross transmitter is also offered in those same colors as Bell Tode Envision, including the navy blue and red. And then again, the only feature is the balance where we're trying to balance the or blend the sounds accurately between what the transmitter side is picking up and what the hearing aid side is picking up. Patients can adjust this from the push buttons.

If you give them access to this, they can also adjust this from a slide bar in their HearMax app. So now that we've explored the hardware features, let's take a closer look at our new directionality options of Clear Focus and True Focus, along with the associated noise reduction properties that go with it. So when you're using an Envision 17 and it's the Micro Rie style, you have True Focus. And this uses our new DNN noise reduction feature called True Noise Reduction. If you're using a 63 or 64 style then you have Clear focus, but this is Using our older noise reduction feature of Sound Cleaner Pro with our 9 level for any RIE style, your patients now have Ultra Focus too.

Again still using Sound Cleaner Pro. So remember, Ultra Focus 2 gives you a more narrow directional beam in the front than what our serene 9 patients have because they have Ultra focus. So you can see we kind of up the game here with that focus directionality for InVision 9. Now with Envision 6, again, either of the three RIE styles, your patients will have Ultra Focus, again using Sound Cleaner Pro. If you remember, in the Serene 6, we don't have one of these focus directional types.

Again, major Upgrade for the six level technology here. And then in our Envision 4, we're using SmartBeam with Smart Beam Steering. And again, Sound Cleaner Pro. And I can't compare this to Beltone Serene because we did not have a four level. But with the beam steering option where it will automatically go from wide to medium beam, that is a feature that was not in Serene 6 at all.

So again, this whole kind of hearing noise directional features, they've all gotten an upgrade over what our last product, Family Beltone Serene could offer your patients. So again, Clear Focus is the new directionality option in the battery operated RAEs. So you might be wondering, how is Clear Focus different than Ultra Focus 2? Well, we change the frequencies that we're now including in our floor microphone beamformer. So by removing the low frequency omnidirectional response, less noise now enters the hearing aids from the sides and behind and this reduces the overall noise level coming into that beam and it helps maximize the efficiency of Sound Cleaner Pro.

So if you remember, in our crosslink programs, we always said the low frequencies stayed omni for environmental awareness. Our beam former were in the middle frequencies and then the higher frequencies we had this fixed directional pattern going on. But in the hearing noise program with Clear Focus, we have now said, you know what, because of research that tells us when we're in moderate to loud environments, that omnidirectional benefit that we had really isn't as important as we thought. So now we're using full band directionality here in those noisier environments because it's more important for us to maximize speech intelligibility when we're in those noisier situations. And the best way to do that is with better directionality.

Now remember, this is occurring in a patient selected program. This is not the all around program. This is something the patient says, I'm not hearing as great noise. I'm going to move into this program. Research has also shown us that using full low frequency directionality with occluded fittings, so either a power dome or a custom mold could provide an additional 1-2dB of signal to noise ratio improvement, which equates to about a 10 to 20% improvement in speech intelligibility.

So we did a head to head speech intelligibility comparison between Clear Focus and Ultra Focus too. The test setup, we had the patient facing a speaker. There were five worded sentences played at them at 65 dB SPL. We had some static noise presented kind of off to the right at a 75 degree angle, again at

65 dB. And the conclusion after all this testing was that 60 of listeners experience better hearing and noise with Clear focus.

But the study noted that from however the test was set up, they believed that it underestimated the added benefit of using the full low frequency response in Clear focus. And so I believe our research team right now is in the process of rerunning this test to really shake apart and get us a better understanding of how much better patients will do with Clear Focus over Ultra focus too. So yes, they're trending in the right direction, but we believe it's actually better than what we recorded the first time. So True Focus is our new directional option in the Hearin Noise program when using an Envision 17 microra. And it uses the same updated beam former that we just talked about, Clear Focus.

But when it's paired with our new DNN noise reduction feature called True Noise Reduction, you get the directionality type of True Focus. This combination allows speech to be the priority so your patients can direct more of their attention to what others are saying over having to fight out the noise on their own. Now, we also tested TruFocus against UltraFocus 2, but use a different type of test setup. So this was not a speech intelligibility test. So in this we compared, we did six, we did a bunch of different sentences that were presented in six different sound environments.

So you can see that the sound environments were cafe, car, kitchen, cafeteria, voice Distractor is just another voice and then traffic. And you can see, patients were asked to repeat the sentences. And you can see for all individual environments that True Focus with True Noise reduction was preferred over Ultra Focus 2 with sound cleaner Pro. And when we averaged all of those listening environments together, we get that True focus was preferred 89% of the time. So let me now show you what these two new features are actually doing for our patients.

So again, the updated beamformer reduces the amount of Noise that enters the hearing aids from the sides and behind. And this improvement allows patients to focus more easily on the person they're

speaking to, even in noisy environments. Taking this a step further, with True Focus and True Noise Reduction, we leverage our new DNN chip. This added technology enables the hearing aids to separate noise across 17 distinct frequency bands, allowing for more precise filtering of the unwanted sound sounds. It's important to note that while True Noise Reduction operates on the new DNN chip, all other hearing aid features continue to be processed on our 360 chip.

And the output from both chips are then combined, resulting in a blend of reduced noise and enhanced speech understanding. And this integration ensures that your patients receive the best possible auditory experience, again, allowing them to navigate various environments with ease and not having to feel as fatigued at the end of the day. So now that we've reviewed our updated Beamformer, let's talk about how we're using a Deep Neural network to help improve our noise reduction feature. So, as many of you know, I've been with beltone for over 10 years and with GN for more than 15. And throughout this time, we've never launched a new noise reduction feature, making this update extremely significant.

And I'm really thrilled to introduce True Noise Reduction, which represents a major advancement in our technology. With True Noise Reduction, we've trained our Deep Neural Network chip to analyze sound patterns to filter out noise. This capability allows the chip to distinguish between speech and background noise, enabling more efficient filtering. And as a result, your patient can concentrate on conversations and important sounds, even in challenging acoustic environment. Now, this innovation leads to a cleaner and more enjoyable listening experience for individuals with hearing loss, allowing them to engage fully in their environment.

So when you look at this feature In Solus Max 2.1, you see three levels of reduction. Moderate, the default, considerable and strong. And you can see I've added the maximum DB amount that can be attenuated. Note that there are two amounts for each level. The first number is the maximum reduction

in the lowest six processing bands.

And the second number is the higher 11 bands. The larger reduction in the higher bands allow for better sound quality. And based on these values, you can see that with considerable and strong, you will be able to offer more noise reduction than you can with Sound Cleaner Pro. In addition to the new beamformer and our new approach to noise reduction, each Beltone Envision technology level now has beam steering when the directionality is set to smart beam or speech spotter. Also, there is an additional option in our 9, 6 and 4 level for wind noise reduction, impulse noise reduction, silencer and sound cleaner.

Now we haven't changed how those algorithms work. You're just getting an extra level of control or adjustability for your patients. And if that wasn't enough, we also have an oracast assistant in our Hearmax app. This allows your patients that have been fit with Beltone Serene, Beltone Envision or Beltone Commence to be able to easily connect to any oracast broadcast and hear the audio stream directly into their hearing aids. And we'll dive deeper into this on Friday.

So to review, Beltone Envision offers a new beam former called Clear Focus and when combined with our new noise reduction feature, True Noise Reduction, you get true focus. 89% of participants in our trial preferred how they heard in noise with True Focus over Ultra Focus too. And Beltone Envision is available in two new colors, our Navy Blue and red and still uses our 360 chip but also our new DNN chip. So to Summarize, Beltone envision RIEs are now offered in four technology levels, all running on our 360 chip. Our 17 level RIEs offer the new features of True Focus, Clear Focus and True Noise Reduction.

To replace our new RIE microphone filters, you just remove the old one and insert the new one. Very much how you are right now, replacing our GN Wax filters on the receivers. And finally, Beltone Envision offers your patients a lot of connectivity options connecting to our accessories Bluetooth, Low

Energy Audio, Auracast and Hands free calls. And so with that I just want to thank all of you for taking 30 minutes out of your day to learn more about Bell Tone and vision with me. I will stay on if any other questions do come through, but right now it was just the one I answered earlier.

If you have any more need for some training, we have a bunch of courses on Beltone University, so we have a course on Beltone and Vision. Beltone Comment we have two courses on updates to the Hearmax app and then the course on the update to Solusmax 2.1. I hope all of you enjoyed today's session and I hope all of you join me tomorrow where we'll talk a little bit more about what DNN is, why we're using this technology, and how it really is kind of setting us forward in that noise reduction feature. So no questions have come in. I'm sure all of you have appointments and patients to get back to.

So any questions please feel free to email me@l.com otherwise I hope to see you tomorrow and if not, hopefully on another audiology online session. So bye everyone. Hope you have a great rest of your day.

And I did have a question just pop in. So if you're still on, the question is will the microphone filters be available at some point in the future on the shop beltone.com page? I that's a good question. I'll have to ask marketing if it would be. I'm not sure what their plans on.

So I will have to get back to you. And I'm sure someone in my I'll get back to you. I'll write down your name and I'll get back to you with that answer. But that's a good question for our marketing team.

So again, any other questions, please feel free to email me. And again, thank you everyone that kind of paused to get the answer to that last question. So thanks everyone.