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Introducing Beltone Commence

Presenter: Kathleen Liston, MA

And welcome everyone to today's session Beltone Commence. We are so pleased to welcome with us Kathy Liston to present for you. Kathy, I'll turn things over to you. Thank you, Kimberly. Hello everyone, I'm Kathy Liston, Field Training Manager with Beltone.

Please feel free to download and view the handouts associated with this course. As you can tell my voice is a little different than it normally sounds, so please bear with. Anyway, today I'm really excited to discuss our new essential line, the Beltone Commence, which offers hearing and clarity and connectivity for everyone.

So before we get started, let's go over the learning outcomes. After the course, everyone will be able to understand the new hardware changes and limitations of Beltone Commence RIEs. List three different features between Beltone Commence and Beltone Rely and list the connectivity possibilities with Beltone commence with Bluetooth LE Audio and AuraCast.

These are the risk and limitations of the course. So please review these handouts if needed. I'm going to go ahead and turn off my camera and if you have not been introduced to Beltone Commence, let me introduce you sa all right. Earlier in the week you heard about our first product launch with Beltone Envision and I am going to talk about our second product launch which is the Beltone Commence. With these launches, the Beltone Portfolio has been redesigned to offer a comprehensive range of technology from technology level 17 to level 2.

And these two families share many design elements to help streamline how you work in your office. Both families use the Beltone Solus Max 2.1 software and they both run on our 360 chip. They both use SureFit 3 receivers and domes Field replaceable mic filters and they have Bluetooth LE Audio and AuraCast capabilities. Each level ensures additional benefits as users move up in range.

The Beltone Commence brings us a best in class listening experience with our new Essential line. For mild to profound hearing losses. We have Best in class sound quality, Best in class comfort and the clearest Bluetooth ever.

Beltone Commence offers best in class comfort with a newly designed smaller than ever rechargeable mini RIE. It's actually a smaller version of the Achieve Mini RIE Plus. We also have two redesign standard or traditional battery operated RIEs. They are smaller, sleeker and more comfortable for your patients to wear and they do come in the form factors of a 63 model and a 64 model. We offer best in class connectivity.

We were the first to bring Bluetooth Eliadio and AuraCast to market and now we are the first first to bring an Essential segment of this to this line of hearing aids we have replaceable microphone filters. This allows for hcps to quickly change the microphone filters in office versus sending off for a repair, saving time for both the hearing care professional and the patient and by streaming lining our hardware we have SureFit three receivers which let us do Push to Assign and automatic receiver detection. The Mini RAE is available only in technology level 3 and the standard RAEs are available in technology levels 2 and 3. You will notice there is no four level technology in the Commence lineup. We move that up to the Premium level to better align with the needs of the market.

Technology Level 2 and 3 are strategically positioned in the essential product line of Beltone Commence.

You will notice you have some new color options. The color options vary depending on the hearing aid style. The rechargeable Mini RIE comes in five metallic colors so you have sparkling silver sand. This was formerly called Champagne. The name was changed to more adequately describe the color.

The actual color however has not been changed. We also have bronze, espresso and deep black.

Traditional battery operated RIEs for both the 64 and 63 have matte colors and they are as follows Beige, Medium, Blonde, Dark brown, Sterling gray and black and these standard RAEs come in technology levels 2 and 3.

We've also aligned with the most updated hardware and now streamlined using the SureFit three receivers and domes. This means automatic receiver detection and Push to Assign features are now available with Beltone Commence. Your patients will receive faster processing with an upgrade from a three pin to an eight pin receiver. We also have those replaceable microphone filters. Please note that the MRIE receiver is not available on commence.

Our 62 mini Rie uses a lithium ion battery and provides all day battery use. The Beltone Commence Mini RIE is compatible with our new TV Streamer plus and Multi Mic Plus. It also uses the latest version of Bluetooth which is Bluetooth ALI Audio and connects to Oracast Broadcast using our Broadcast Assistant. All of the commence RIEs have hands free calling. This feature works with devices running iOS 11 or higher and Android devices using the Bluetooth LE audio protocol.

Our Mini RIE uses Push to Assign feature and has an LED light for charging indication and an easy one touch push button and the Commence still provides 2.4 GHz connectivity and ear to ear communication as well as MFI Asha and Hands free calls.

Your patients will have the option of a Premium charger or desktop charger for the Beltone Commence Mini rie. The Premium charger has three lights on the back which show the onboard power bank status and three LED lights in the front indicating the hearing aid charge status and percentage of charge. The desktop charger has one LED light to indicate connection to a power source. Now the premium charger will provide up to three additional charges on the go. It works as a carrying case.

We talked about the LED light status and it does use the USB C for the power cord. The desktop charger also uses a USB C charging cable. It has an LED light just to show that it is connected. It has a very nice design that is particularly useful for people with dexterity problems. It's very easy for them to drop the hearing aids in and to take the hearing aids out.

The associated charging form factor for these charger chargers is the number nine. The right and left charging bays will be embossed with a 9L and a 9R respectively. The charging form factor can also be found on the bottom of the charger next to the serial number.

Nothing has changed with all day battery use you can get a maximum of 30 hours per one charge, but more typical is 24 hours of use on a typical day with maybe a couple hours of streaming. For your patients that really stream a lot like say 50% of the time it would be expected that they would get 20 hours of continuous use. And for someone that's streaming 100% of the time they would get 16 hours of continuous use.

And remember that premium charger gives you an additional three charges.

So just like our previous product family, Our non rechargeable 63 and 64 tiles have many of the same great features that our Mini RIE has, except they use a traditional battery. These styles are compatible with our new TV Streamer plus and Multi Mic plus. They do have the updated housing, they kind of all align with envision. They do use the latest form of Bluetooth which is Bluetooth LE Audio and it connects to oracast Broadcast using our oracast assistant. My colleague Laura will be speaking more about this on Friday.

There's also a push button on this 63 style and a toggle multifunction button and a T coil on the 64 style and both can connect into Solus Max using push to assign. These styles still provide 2.4 GHz wireless connectivity and ear to ear communication. MFI Asha and hands Free Calling so with our Commence

product family we have upgraded our feature set. So I want to ask you guys we have what are you most excited to see feature wise in the comments? Raes we have Smart Beam Steering.

We have that Bluetooth Low Energy Audio and oracast we have hands free calling with compatible smart devices and the 360 chip. So there you can kind of vote on which one that you're most excited about with the upgrades to commence. Which features are you most excited to have with Commence? And if you want to go in and take a vote, just one feature that you are the very most excited to see in Beltone Commence, let us know because I think there's a lot of really cool features that we have that really has elevated this essential line of hearing products. Okay, so okay, here we are.

So the majority of you are pretty stoked about the smart beam steering and we just talked about that. The more advanced form of emphasizing speech in the front and kind of not getting as much from the back and also paying attention to the signal to noise ratio, that is going to be a big help to you. And then the next thing is actually tied between Bluetooth LE Audio and Oracast and the 360 chip. So with the Bluetooth LE Audio and AuraCast, this is kind of like a two for one thing because with the Bluetooth low energy audio we have the latest form of Bluetooth, but it's also the most efficient use of Bluetooth. It uses less energy, it has great sound, it enables us to use oracast, which we are seeing in many venues pop up.

And we are going to continue to see that with our ORACAST assistant, we're going to be able to utilize that even more. So with the hands free calling that actually I'm surprised that it's 11% because the level 2 technology or our entry level technology was not even able to do any sort of streaming. So the fact that they're able to do hands free calling is pretty remarkable. And then that 360 chip, that is going to be a huge jump for your patients going from the Coyote 5 chip to the 360 chip, it is a faster processing chip, it utilizes less energy, has better sound quality and it also has an environmental classifier that is over 90% accurate. What this means for your patients is that features will be activated and deactivated

correctly so that the features will be activated at the correct time.

So all of these upgrades are really going to make a big difference for your patient population. Thank you.

One thing that I did not mention is that both the Envision and the Commence we no longer have to turn off the Bluetooth in order to connect to the software. So that will save you time as well.

Let's talk about some of these features and why it's a big deal. Let's start with Smart Beam steering. Smart Beam steering really is an advanced form of adaptive directionality and it really does improve on how we pick up speech in noise. And it is a more advanced form directionality than what we previously had.

Let's take a look at the Envision for versus the Rely for.

So what are the difference? We just talked about the 360 chip. You have better directionality with that cross link directionality too versus the spatial directionality which the majority of you did not really care for. It was confusing for your patients. Being able to upgrade to the SureFit three receivers with that eight pin versus three pin is a big deal.

The Envision four, you have that ability to give someone a Marie receiver. You have updated features, more options to use those features. You have a cross or by cross option that you did not have in the Level 44 and of course the Bluetooth LE Audio AccessorIEs and AuraCast. Now let's look at Commence 3 versus Rely 3 and again you'll notice a big difference with more advanced features. You have that 360 chip, you have that Bluetooth LE audio.

Just a lot more to offer your patients. And then if we look at the Commence to versus the Rely to obviously we have the hands free calling, we have the faster processing. You have adaptive directionality versus a fixed hypercardioid. So really a lot going on even way down to that entry level product.

Really excited about the oracast assistant utilizing the Beltone Hearmax app and as I mentioned before, on Friday my colleague Laura will be diving deeper into this. So with our Beltone Commence, not only do we have a new smaller redesign product, but we are bringing hearing clarity and connectivity to all with our Beltone Commence line. You can see all these really cool upgrades giving us better hearing quality, better hearing comfort and connectivity with all these options.

So in summary, we have streamlined the hardware for the Beltone Comets to complement the Beltone Envision. They both use sure Fit three receivers and domes. Please note that the Marie is only available on the Envision. You do have the push to assign an automatic receiver detection and replaceable mic filters which will cut down on repairs.

And then we just talked about the feature differences between the Beltone Commence and the Beltone Rely. Essentially you have a lot more advanced features. You have that 360 chip, you have Bluetooth LE Audio, you have better directionality options, you have the hands free calling and streaming that you weren't able to do. And then the connectivity possibilities with the Bluetooth LE Audio really opens up a whole new world for your patients. To be able to share a audio experience through oracast or just to be able to stream phone calls or music.

There are many improvements with the features of Commence versus Rely.

I would like to thank you for joining me today and invite you to join in tomorrow when my colleague Chris Phoenix will be here to talk about Phoenix features with your patients. So I appreciate your time.

If there are any questions, I guess there is a question. Is there a specific dome that you would recommend that we use with our patients? So it is obviously, obviously going to depend on the loss.

But the more occluded the dome is, the better results that we're going to get with these features that we are trying to activate. So I would my advice is to please use the most occluding dome that your patient that is going to be appropriate for your patient. All right, so we have reached the top or the end of this. If you have any questions you would like to reach out to me directly, I'd be happy to answer you. Also, actually, I would like to just take the time to answer a question that came earlier this week with Laura and someone asked a question about nanocoding and is it hypoallergenic?

And yes, indeed, all our products do not contain or have been exposed to anything hypoallergenic. So you can feel free that the nano coating that we use is going to be safe and hypoallergenic for your patients. All right, well, I guess if we have no more questions, I hope you all have a great day. Thank you for joining me.