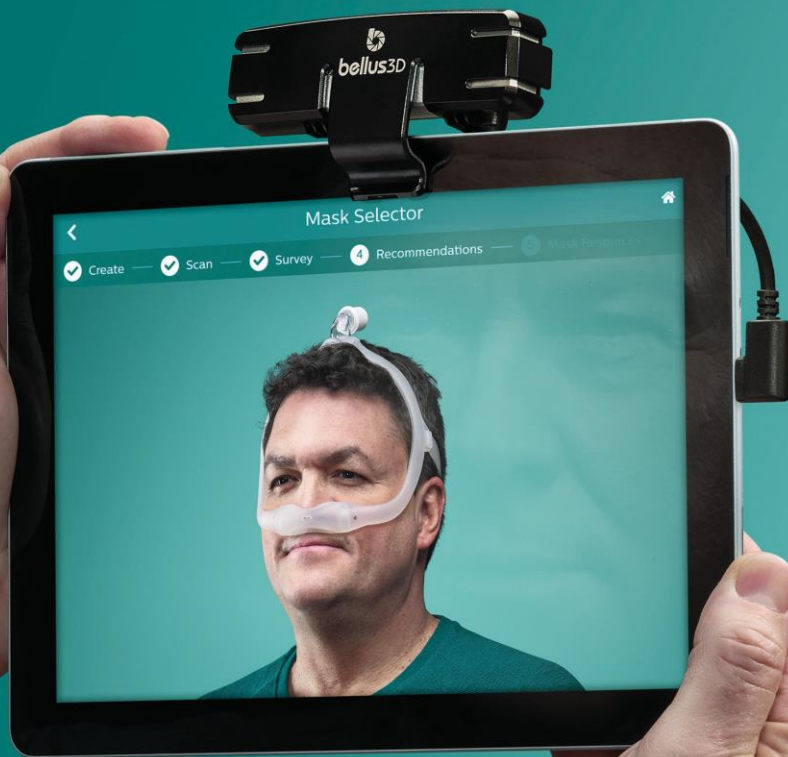




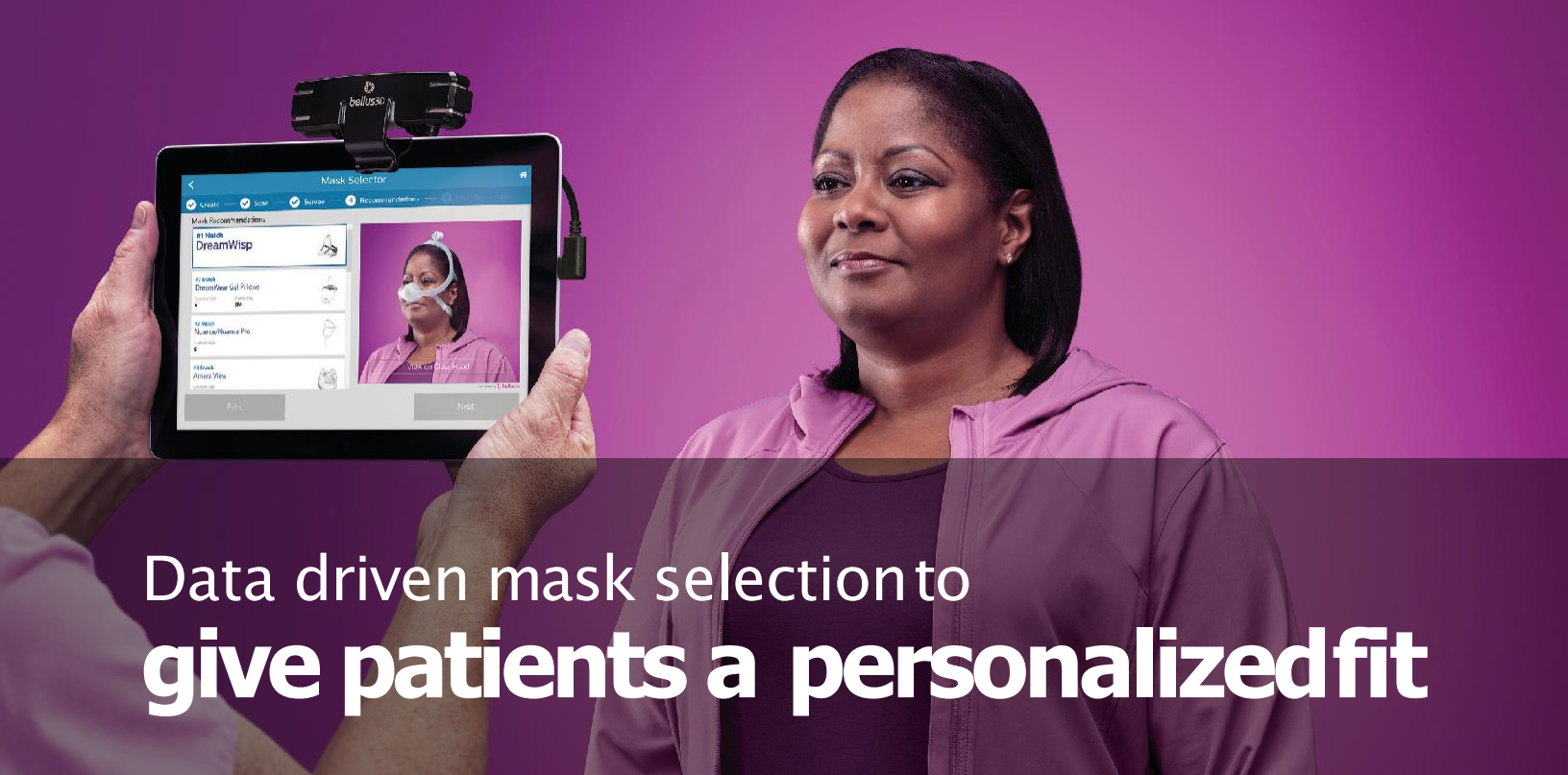
PHILIPS

RESPIRONICS

Mask Selector



Help give your patients  
**the right fit,**  
**the first time**



# Data driven mask selection to give patients a personalized fit

Mask refits are common – and consequential. Traditional mask fittings with manual measurements can lead to numerous refits, which can negatively impact the patient experience, patient satisfaction, and long-term patient adherence. In fact, 1 out of 3 patients need to be refitted for a mask after a sleep test.<sup>1</sup> But what if we could help you fit patients with one mask at initial setup?<sup>2</sup>

Introducing the Philips Respironics Mask Selector – the first and only portfolio of facial scanning tools that helps you fit patients with the right mask from the start.<sup>3</sup>

Utilizing proprietary software based on over 10 years of facial scanning research for mask design, Mask Selector is rooted in science and data. Available in both 2D and 3D, these pioneering tools help achieve CPAP mask personalization that can help you give patients a uniquely personalized experience.

## The right solution – for the sleep patients deserve

The Philips Respironics Mask Selector recommends the mask type, mask frame, and specific cushion size for your patients. When fit with Mask Selector 3D, patients can see how the masks will look on them in real time, with computer generated visual representations. Patients also report being more confident they will continue using their recommended mask.<sup>4</sup> Now, you can feel confident, too, that your patients will have the comfortable night's sleep they deserve.

### For **in-office** appointments:

Mask Selector 3D is the first and only clinically validated mask selection, sizing, and fitting solution that helps clinicians fit patients with the right mask from the start.<sup>3</sup> It uses 3D camera technology and our proprietary algorithm to identify the data most critical to recommending the right mask – and one of our DreamWear Under the Nose precise-fit cushions.

### For **remote** situations:

Mask Selector 2D leverages technology your patients are likely to already have – like a cell phone, tablet or computer – to give them the right fit without ever leaving home. With just one picture of the patient, our proprietary Parametric Model can determine an accurate, precise mask recommendation – right from home.

**References:** **1.** Mastromatto N, Killough K, Keenan BT, et al. The effects of changing the first CPAP mask on compliance. *Sleep* 41(suppl\_1):A399-A400. DOI: 10.1093/sleep/zsy061.1074. **2.** 2019 Philips sponsored patient preference trial (n=310). Patients scanned using the Mask Selector (n=153) vs. traditional fitting methods (n=157). **3.** Data analysis after 90 days of use. 2019 Philips sponsored patient preference trial (n=310). Patients scanned using the Mask Selector (n=153) vs. traditional fitting methods (n=157). **4.** Data analysis after 90 days of use. Philips sponsored patient preference trial (n=310; n=253 completed questionnaire). Patients scanned using the Mask Selector (n=118) vs. traditional fitting methods (n=135).

# Mask Selector 3D: The right fit, the first time

Rooted in science and data, Mask Selector 3D can help you with your in-office patient appointments. Our premium technology uses a 3D camera to take 150 pictures of a patient's face in roughly 20 seconds. The system then gathers 100,000 key data points of facial geometry from each picture for a total of 15 million data points per patient. From there, our proprietary algorithm – based on over 10 years of facial scanning research – identifies the 46,200 points most critical to determining an accurate, precise CPAP mask recommendation. We call this information a patient's individual Facial Point Cloud, which is ultimately used to recommend a mask type, cushion size, and frame size personalized to each patient. As an added layer of personalization with our premium 3D tool, 256 points of contour data are extracted from the patient's Facial Point Cloud to refine the facial geometry mapping of a patient's nose and nostrils. That data is matched to recommend one of our 11 unique cushion sizes from the DreamWear Under the Nose precise-fit cushion line.

## Say goodnight to trial and error mask selection



9 out of 10

patients were fit with one mask at initial setup<sup>1</sup>



52% reduction

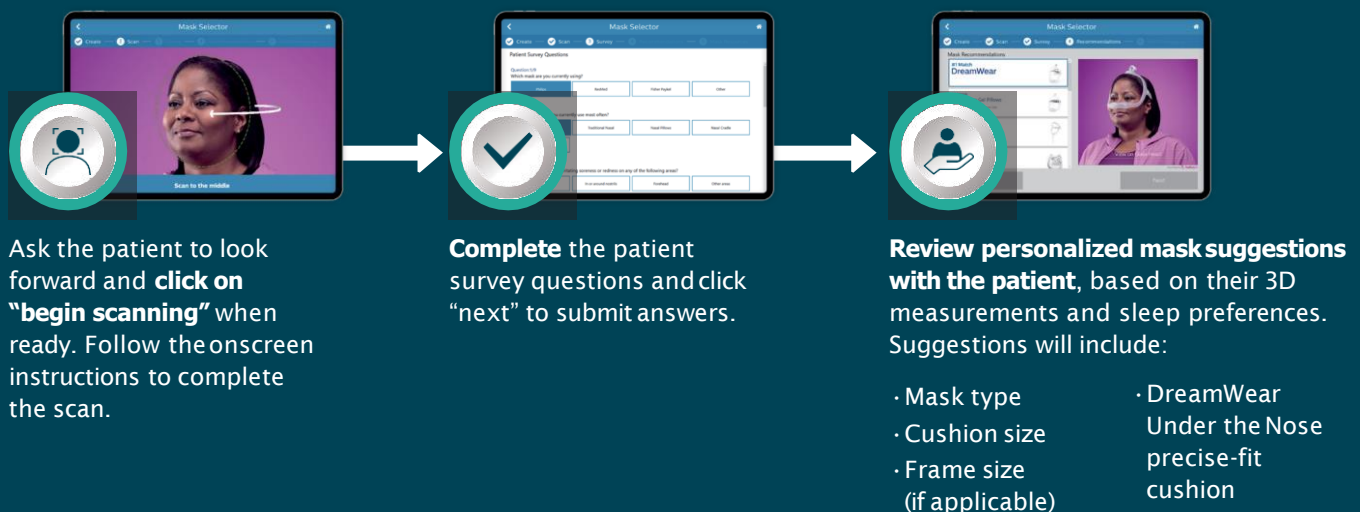
in refits through the **first 90 days** of compliance<sup>2</sup>

## How does Mask Selector 3D work?



### DME Workflow

**Mask Selector 3D can easily integrate into your daily workflow.** Start with a few quick clicks from the home screen of the software to set up a patient profile. Then:



**References:** **1.** 2019 Philips sponsored patient preference trial (n=310). Patients scanned using the Mask Selector (n=153) vs. traditional fitting methods (n=157). **2.** Data analysis after 90 days of use. 2019 Philips sponsored patient preference trial (n=310). Patients scanned using the Mask Selector (n=153 randomized, n=151 fit) vs. traditional fitting methods (n=157).



## Mask Selector 2D: The right fit, right from home



We understand that you can't always see your patients in person. That's why Philips Respironics developed a remote scanning solution that supports patient care. We're committed to partnering with you to fuel your business, and our 2D tool uses technology your patients are likely to already have at home, and a portal designed with patient privacy in mind.

Mask Selector 2D works differently than 3D, but delivers actionable results to help you find the right fit for your patients. Using the camera on a patient's cell phone, tablet or computer, it takes just one picture of the patient's face and uploads it to a secure portal for processing. Using our proprietary Parametric Model, the same proprietary algorithm used in our Mask Selector 3D tool, it extracts the 46,200 most critical points needed to build the patient's individual Facial Point Cloud. That Facial Point Cloud is then used to determine an accurate CPAP mask recommendation.

# How does Mask Selector 2D work?

Even when you can't meet with patients face-to-face in an office setting, Mask Selector 2D makes it **easy to find a personalized fit remotely**. Providers and patients just need to follow a few simple steps.



## DME Workflow

- Contact your Philips sales or customer service representative to obtain an access code.
- Visit [www.maskselector.com](http://www.maskselector.com) to set up and authenticate user account with an access code provided by Philips (one-time authentication).



System generates a link specific to each patient. **DME sends each patient their link** and access code via email or SMS text.



**Analyzes and reviews patient results** to identify appropriate mask for therapy.



**Provides personalized mask and therapy device to patient.**



## Patient Workflow

**Receives email or SMS text notification from DME** with an access code and link to begin their remote self scanning setup process.



**Completes the Mask Selector 2D quiz.**



**Takes a picture of face and uploads the photo to the portal.**



**Downloads results** to share with their DME.



**Views results** (after quiz and photo capture).



## The right fit for your business growth and your patients' health

By personalizing the mask sizing and fitting recommendation, Mask Selector can help your patients stick with therapy, and help fuel your business productivity and growth. By delivering actionable data, Mask Selector can enhance the patient setup experience and help you deliver care with impact in the lab, in the office, and in the home. Mask Selector's 3D and 2D facial scanning capabilities can help you adjust your patient care business models and adapt to the current environment.

Our commitment to helping you grow your business remains strong, and, like you, we are focused on delivering the best possible care to all patients. Together, we can improve the lives of patients by giving them the personalized care grounded in meaningful innovation.

**Leave the status quo behind – add a new dimension of confidence from the start with the Philips Respironics Mask Selector.**

**Ready to advance your business with revolutionary, pioneering sleep mask selection tools?**

To learn more, contact your Philips Respironics representative, call 844-780-0208 or visit [www.philips.com/MaskSelector](http://www.philips.com/MaskSelector)

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