

Finally... a home sleep testing
program for your practice

watermarkmedical®
Sleep Better, Live Better

Apnea
Risk
Evaluation
System



www.watermarkmedical.com



ARES HOME SLEEP TESTING PROGRAM



Philip Westbrook, MD

The ARES was invented and validated by Dr. Westbrook with funding provided by the National Institute of Health. Dr. Westbrook has been a sleep medicine visionary for over 35 years. He established the sleep disorders centers at both the Mayo Clinic and Cedars Sinai Medical Center.

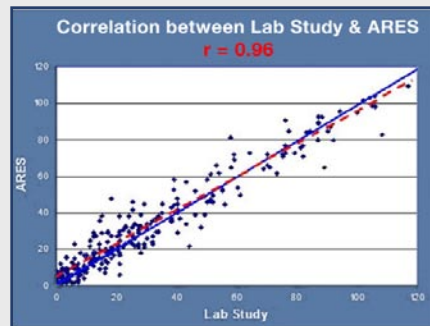
He is a founding father and past-President of the American Academy of Sleep Medicine (AASM), and has been honored by the AASM for Distinguished Service, and awarded the National Sleep Foundation lifetime achievement award. Dr. Westbrook recognized in 2000 that the laboratory PSG was not meeting the growing need for the diagnosis of obstructive sleep apnea (OSA); it was simply too expensive and inconvenient. He felt the solution was a home testing system which was simple, accurate and inexpensive, and provided for better long-term management of OSA, a life-long disease.

An OSA disease management solution for your practice that...

ensures all patients are screened and tested as needed
eliminates large outpatient deductibles
delivers sleep study results in 48 hours

Improved patient care, better outcomes!

THE MOST HIGHLY VALIDATED HOME SLEEP TEST (HST)



ARES comparative accuracy to laboratory Polysomnography

- FDA approved since 2004
- N.I.H. funded technology
- Largest in-home and PSG comparison¹
- Independently validated at NYU²
- Proven 50% more reliable than PSG³
- Predicts success of alternative OSA therapies

March 3, 2009

CMS approves Home Sleep Testing

The WM ARES sleep study meets the requirements for CPT code 95800

1. Chest 2005;128;2166-2175. 2. J Clin Sleep Med 2008;4(1);26-37 3. Intl Archive Medicine; 2009 2:2

DETECT

- Accurately screen your patients
- 50% of OSA patients also have Hypertension
- One-third of Type 2 diabetics also have OSA
- Over 20 million Americans suspected of OSA
- Less than 15% have been diagnosed
- Untreated OSA can cost up to 5 life-years

Watermark provides the tools to DETECT

The image shows a 'Watermark Medical ARES Questionnaire' form. It includes a header with the company name and logo, followed by a title and instructions: 'PRINT IN CAPITAL LETTERS - STAY WITHIN THE BOX'. The form contains various fields for patient information such as Name, Sex, Age, Height, Weight, Neck Size, and Date of Birth. Below these are several sections of multiple-choice questions related to medical history (e.g., high blood pressure, heart disease, diabetes, lung disease, asthma, hypertension, hearing impairment) and lifestyle factors (e.g., snoring, sleep apnea, daytime sleepiness, fatigue, concentration, memory, mood, and behavior). The form also includes a section for 'Epworth Sleepiness Scale' and a 'Total Score' field at the bottom right.

DIAGNOSE

- Acquires 10 signals with no wires
- Most patient friendly device available
- Single or multiple night studies
- Voice prompted instructions and alerts
- Fast and easy device turnaround
- Web application - no traditional software

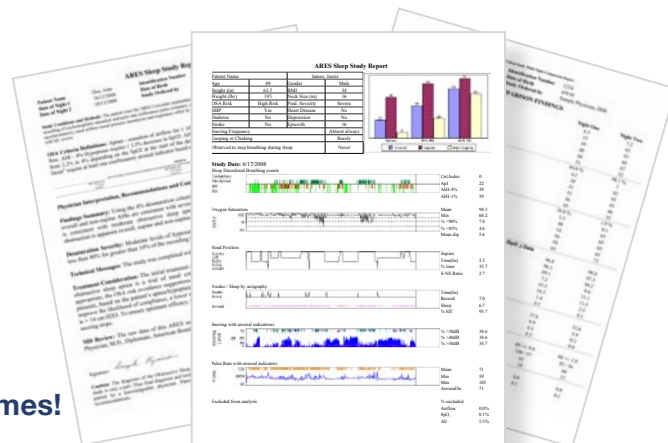
ARES helps you DIAGNOSE in the comfort of home

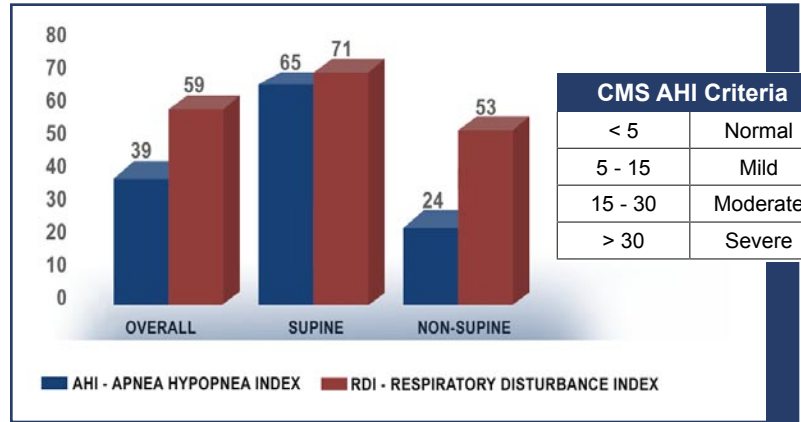
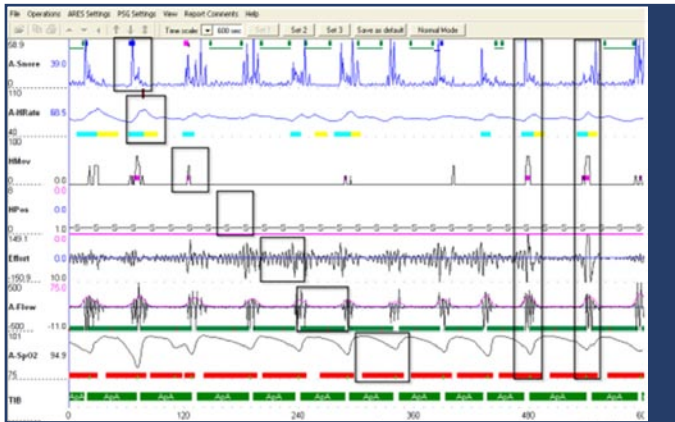


DELIVER

- Comprehensive report within 48 hours
- Technical QA edit included
- Sleep specialist interpretation available
- Treatment recommendations provided
- Follow-up pathway suggested

Watermark helps you DELIVER results and improve outcomes!





ARES Sleep Study Signals and Measurements	
Power Supply	Two 250mAh 3.7V Lithium Ion
Recharging Time	0.5 - 2.0 hrs via USB
Operating Time	21 hours
Dimensions	2.5" long x 2" wide x 1" deep
Weight	4.0 ounces with batteries

ARES Sleep Study Signals and Measurements	
Oxygen Saturation	Airflow (nasal pressure)
Pulse Rate	Snoring
Respiratory Effort	Head Position/Movement
Sleep/Wake	REM/NREM
Apnea Hypopnea Index	Respiratory Disturbance Index

THE MANAGEMENT OF OSA INCLUDES:

Comprehensive screening, accurate diagnosis, selection of appropriate therapy, and routine lifelong monitoring when alternative therapies are prescribed

CPAP

CPAP applies inspiratory pressure to maintain the airway, optional models self-regulate the pressure, e.g., Bi-PAP and APAP.

ORAL APPLIANCES

Oral Appliances are custom fitted by a dentist and advance the jaw and tongue to reduce obstructive breathing.

SURGERY

Surgery increases the size or removes obstructions in the airway and can be combined with other therapies.