



Cochlear[®]
Hear now. And always



Candidacy, evaluation and fitting protocol

Cochlear[™] bone conduction
hearing systems

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Cochlear bone conduction portfolio

Cochlear is proud to offer a wide portfolio of surgical and non-surgical systems that can be used to treat individuals with hearing loss through bone conduction—tailored to what’s right for the patient and their hearing journey.

This guide will walk you through the treatment determination and care pathway including:

- Candidacy identification
- Demonstration and evaluation of bone conduction solutions
- Bone conduction treatment determination
- Patient fitting and monitoring
- Upgrades
- Billing


Osia® System

Active BC implant system

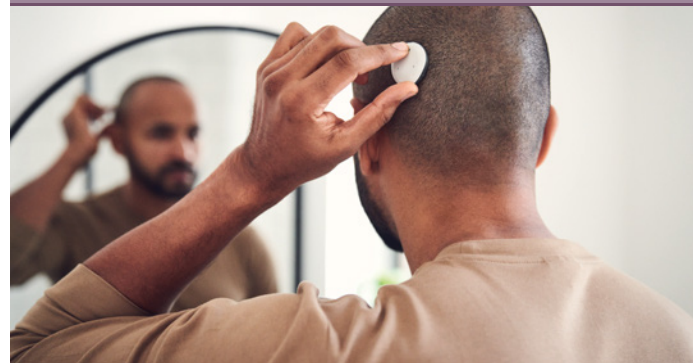
Piezoelectric technology


Powered for performance—
excels in the high frequencies¹

Easier MRI access at 1.5 T and 3.0 T
with magnet in place²

For all patients, from children[†] to senior adults,
who want the latest technology

Up to 55 dB HL bone conduction thresholds




Baha® Start

Non-surgical BC system

Electromagnetic technology


Faster access to sound with
Cochlear Lend an Ear Program

Access to care when and where patients
need it with Remote Assist for Baha^{*}

For infants and children,
patients not ready for a surgical solution,
and bone conduction demonstration

Up to 55 dB HL bone conduction thresholds




Baha® System

Percutaneous BC implant system

Electromagnetic technology

LowPro™ or extended 2 mm
snap coupling

Access to care when and where patients
need it with Remote Assist for Baha^{*}

For patients with factors that
preclude an Osia System

Up to 55 dB HL bone conduction thresholds



[†] In the United States and Canada, the Osia System is indicated for children ages 5 and older.

^{*} Remote Assist for Baha for compatible Baha sound processors is intended for a follow-up adjustment or setup of a replacement or upgrade sound processor for suitable qualified patients based on clinical judgment. Only available at clinics that have enrolled in Remote Care. For compatibility information visit www.cochlear.com/compatibility.

Candidacy identification

Goals

- Identification of hearing loss (Conductive or Mixed Hearing Loss, Single Sided Deafness)
- Determine the impact on speech communication and quality of life
- Establish a baseline for continued monitoring of hearing outcomes



Audiological evaluation

- Case history
- Otoscope examination of the ear and ear canal
- Tympanometry for both ears
- Acoustic reflex measures (optional)
- Otoacoustic emissions (optional)
- Standard audiometric assessment including unaided air conduction, bone conduction, and speech recognition testing using insert earphones (preferred, if possible) for both ears



Medical examination

- Medical consultation to determine etiology and medical treatment (if needed)



Conductive or mixed hearing loss indications

Ear to be implanted

Bone conduction Pure Tone Average (PTA)
(500, 1000, 2000, 3000 Hz)

≤ 55 dB

Air conduction thresholds are not considered

Age[†]

Implantable solutions:

Osia: age 5 years and older
(US and Canada)

Baha: age 5 years and older
(US and Canada)

Non-surgical solutions:

any age

Additional considerations

ABG ≥ 30 dB

Patients with an air-bone gap (ABG) of more than 30 dB PTA will experience significant advantages from a bone conduction system as compared to using an air conduction hearing aid.³

When to choose bilateral

Bone Conduction PTA:

Difference between ears in bone conduction PTA is within 10 dB

At individual frequencies:

Difference between ears in bone conduction thresholds at individual frequencies are within 15 dB



Single-sided deafness indications

Poor ear

Profound sensorineural hearing loss

≥ 80 dB

Good ear

Air Conduction PTA
(500, 1000, 2000, 3000 Hz)

≤ 20 dB

Age[†]

Implantable solutions:

Osia: age 5 years and older
(US and Canada)

Baha: age 5 years and older
(US and Canada)

Non-surgical solutions:

any age

Additional considerations

Patients who cannot or will not use an air conduction CROS hearing aid

Patients with contraindications for cochlear implantation

[^] In the United States and Canada, the placement of a bone-anchored implant is contraindicated in children below the age of 5.

[†] In the United States and Canada, the Osia System is indicated for children ages 5 and older.

Bone conduction demonstration and evaluation



Baha Softband



Baha SoundArc

Goals

- Demo the bone conduction system
- Complete the bone conduction evaluation
- Provide recommendations based on evaluation results and other considerations
- Create audiological treatment plan in conjunction with medical treatment plan to address hearing needs of the patient

Equipment

- Baha® 6 Max Sound Processor
- Baha test rod, Softband and/or SoundArc™
- Cochlear™ Baha Fitting Software installed on fitting computer along with NOAHlink® Wireless Programming Interface
- Audiometric test equipment with soundfield capability
- Recorded speech testing material



Demonstration with a Baha® 6 Max Sound Processor

Baha 6 Max Sound Processor



Test rod

Test rod demonstration

Out of box settings

Use

A simple, easy demonstration to give a candidate a first impression of hearing through bone conduction.

Clinic setup

No programming needed. Snap the sound processor to the test rod and manually hold to the candidate's head.

Outcomes[^]

Provides a first impression of sound quality and function.

Predictability of post surgical experience

● LOWEST

Tip

Allow the candidate to listen with the Baha demo in different sound environments—for example by taking a walk around the hospital/ clinic or during a home trial.

Baha Softband or SoundArc™ demonstration and evaluation options

	Out of box settings	Preset programs (see programs below)	Custom program
Use	A quick demonstration to give a candidate a sense of hearing through bone conduction.	A demonstration by category of hearing loss type to get a closer approximation of the candidate's performance with a bone conduction solution.	A full demonstration and evaluation of the candidate's performance with bone conduction to predict outcomes.
Clinic setup	No programming needed. Snap the processor to the Softband or SoundArc and place on candidate's head.	Preset the programs in the demo processor for use with all candidates. Select the program that matches the candidate's hearing loss profile for the demo. Snap the processor to the Softband or SoundArc and place on candidate's head.	Program the processor using the candidate's audiometric information. Snap the processor to the Softband or SoundArc and place on candidate's head. To best predict outcomes, conduct a bone conduction evaluation using the custom program.
Outcomes[^]	Provides a general sense of sound quality, since the programming is not customized for the loss type or the individual hearing loss.	Provides a closer approximation of sound quality.	Provides the closest approximation of sound quality. Provides predictable hearing and speech perception outcomes. ⁶
Predictability of post surgical experience	● ● LOW	● ● ● MODERATE	● ● ● ● ● HIGHEST

Baha 6 Max Sound Processor preset program options

Program 1: Conductive hearing loss Set up demo patient file using BC PTA of 10 dB

Program 2: Mixed hearing loss Set up demo patient file using BC PTA of 35 dB

Program 3: SSD Set up demo patient file identically to Program 1 but with low frequency gain reduced by 10 to 12 dB in the frequencies below 750 Hz

[^] Clinical studies have shown that a non-surgical bone conduction solution, like Baha Start, is an effective method for predicting outcomes before bone conduction implantation.^{4,5}



Bone conduction evaluation

Aided soundfield testing of ear to be implanted

Setup

- Isolate the test ear through plugging, muffing, or masking the non-test ear as appropriate for the patient and indication
- Couple the Baha Sound Processor to a Softband or SoundArc and place on the patient's head
- Program the Baha 6 Max in the fitting software for use by the patient to demo and to complete the aided testing

Testing

- Functional gain
 - Soundfield aided audiogram 500 Hz through 6000 Hz using narrow band noise stimuli
 - Consider measuring aided thresholds with the Ling 6(HL) test (v2.0) with calibrated, pre-recorded Ling 6 sounds
- Speech testing
 - Aided CNC Words at 65 dBA SPL
 - Aided adaptive sentences noise test (ex. BKB SIN, HINT, or QUICK SIN) at 65 dBA

Tip

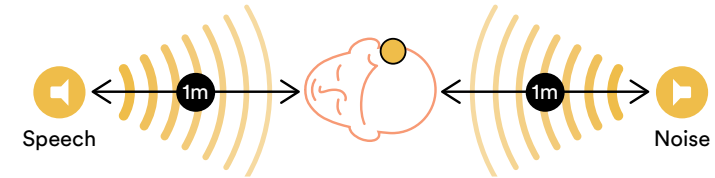
For pediatric patients, use age-appropriate tests and questionnaires to evaluate audibility and speech understanding.

Tip

The Ling-6(HL) test developed at Western University⁷ contains calibrated recordings of the Ling 6 sounds. Each of the Ling 6 sounds is presented to measure detection and plotted on an audiogram. Since the stimuli are phonemes of speech, they may be more clinically relevant and would be less likely to interact with automatic features of the signal processing enabled in the sound processor.

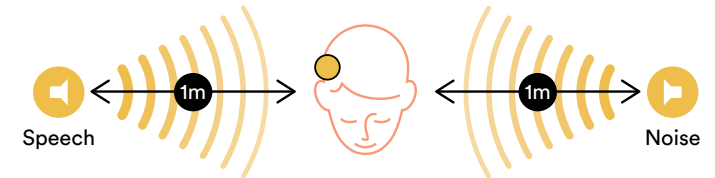
Recommended setup for evaluation

Conductive or mixed hearing loss



- Option 1:**
Speech from the front speaker and noise from the rear speaker (shown)
- Option 2:**
Speech from the front speaker and noise from the side speaker (90°)

Single-sided deafness



- Speech from the speaker on the side of the ear to be implanted
- Noise from the speaker on the side of the better hearing ear



Demonstration vs. implantable bone conduction solution

Counsel patients about the expected improvement in sound quality a patient can receive with a surgical bone conduction solution like an Osia System, compared to a demonstration with non-surgical solution using the Baha 6 Max Sound Processor.⁸ A surgical solution has direct access to the bone conduction path with no skin attenuation to overcome. Additionally, Osia technology is uniquely suited to transmitting high frequency sounds to help patients hear better, especially in challenging situations like noisy environments.^{1,9}

Bone conduction treatment determination

Goals

- Determine the treatment pathway for the patient including the appropriate bone conduction solution.

Tip

Continue to re-evaluate the patient for bone conduction amplification over the course of medical treatment.



Determine treatment

Take into consideration

- Bone conduction evaluation results
- Patient impression from demo
- Patient use duration (short term vs. long term vs. intermittent)
- Surgical or non-surgical solution
- Daily use and maintenance of a bone conduction device
- Patient hearing goals
- Patient age and lifestyle
- Patient health plan benefits and coverage



Counseling considerations

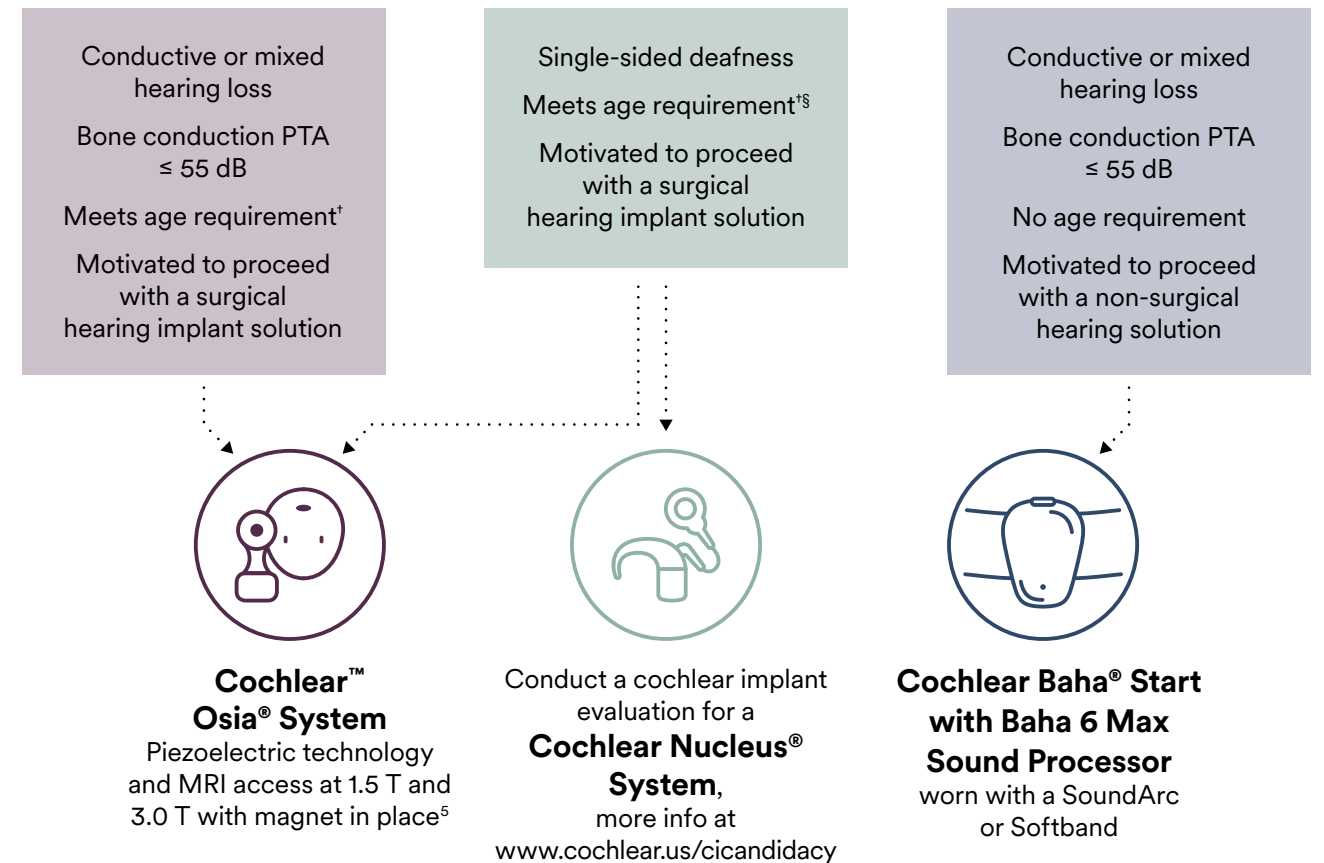
- Counsel on the optimal option for the patient
- Discuss appropriate expectations
- Osia patients:** Counsel on the expected improvement in sound quality with Osia, compared to a demonstration with non-surgical solution.⁸
- SSD patients:** counsel that hearing in the profound ear will not be restored but the bone conduction sound processor will send sound from the profound side to the better hearing ear.
- Baha 6 Max Sound Processor patients:** Discuss Remote Care via Remote Assist* to supplement in-clinic care.

Next steps

- Review *Cochlear Bone Conduction Solutions: Your guide to preparing for surgery* (BUN535)
- Provide Engagement Manager contact information to the candidate
- Complete order form

Bone conduction solution recommendations

Patient qualifications



Additional recommendations for specific cases

Patient with factors that preclude an Osia System	Consider the Cochlear Baha Connect System[^] with Baha 6 Max Sound Processor
Baha Solution patient requiring additional clearance between their skin and the sound processor	Consider the Baha 6 Max Sound Processor with the 2mm Extended snap coupling , instead of the LowPro™ snap coupling
Patient with bone conduction PTA threshold > 55 dB	Conduct a cochlear implant evaluation for a Cochlear Nucleus System , more info at www.cochlear.us/cicandidacy

* Remote Assist for Baha for compatible Baha sound processors is intended for a follow-up adjustment or setup of a replacement or upgrade sound processor for suitable qualified patients based on clinical judgment. Only available at clinics that have enrolled in Remote Care. For compatibility information visit www.cochlear.com/compatibility..

[^] In the United States and Canada, the placement of a bone-anchored implant is contraindicated in children below the age of 5.

[†] In the United States and Canada, the Osia System is indicated for children ages 5 and older.

[§] In the United States and Canada, the Nucleus System is approved for children with single sided deafness ages 5 and older. For more information on general Nucleus candidacy criteria, please visit <https://www.cochlear.com/us/en/home/diagnosis-and-treatment/how-cochlear-solutions-work>.

Patient fitting and monitoring

Goals

- Provide improved sound quality and speech intelligibility with comfortable wear for the recipient to use the device to the maximum potential

Equipment

- Audiometric test equipment with soundfield capability
- Recorded speech material

Osia System

- Cochlear Osia Fitting Software installed on fitting computer
- Hi-Pro® 2 wired interface with the Cochlear CS45 fitting cables
- NOAHlink® Wireless Programing Interface

Baha System

- Cochlear Baha Fitting Software installed on fitting computer
- NOAHlink Wireless Programing Interface



Device registration

Fill out registration card available in the surgical and/or processor docupacks —OR— log in to myCochlear Professional portal to register devices.



Remote Care* for patients with a Baha 6 Max System

Your patient, your care, anywhere

With Cochlear Remote Care, offer your patients the convenience of quality hearing care without the need to visit the clinic. Manage patient progress and offer programming to those who may be limited by location, health, mobility, or school/work commitments.

- With Cochlear Remote Assist*, your patients with Baha 6 Max Sound Processors can meet you via a video appointment through their Baha Smart App, allowing you to connect to their sound processor through the Baha Fitting Software.
- You will have access to all software features, such as BC Direct, Feedback Analyzer, programs and processor settings, allowing you to complete a full fitting, upgrade fitting or perform troubleshooting.
- Remote Assist can be fit anywhere into your clinical model to supplement in-clinic care.

* Remote Assist for Baha for compatible Baha sound processors is intended for a follow-up adjustment or setup of a replacement or upgrade sound processor for suitable qualified patients based on clinical judgment. Only available at clinics that have enrolled in Remote Care. For compatibility information visit www.cochlear.com/compatibility.



Recommended activation interval

Osia System

4–6 weeks post-surgery

Baha Start

Immediately

Baha Connect

12 weeks post-surgery



Recommended follow-up intervals

Adult

- 2 weeks
- 6 months (optional)
- 12 months
- Then annually

Note: In cases of patients with magnets, check the site at least once in the immediate post-activation period from 2 weeks–3 months to assess the magnet strength for appropriate retention and modification if found to be too tight or too loose.

Pediatric¹⁰

- 1 month
- 3 months
- 6 months
- 9 months
- 12 months
- 18 months
- 24 months
- Then annually

Note: Please take age and developmental needs of the child into account when planning post-activation follow-up. For example, a young infant or child may need more extensive follow-up, while an older child or teenager may follow a more adult-type follow-up schedule.

Additional

- Follow-up as needed based on clinical judgement or patient request for clinical management or troubleshooting
- Upgrade as appropriate



Site check at every visit

Osia System

- Check magnet strength and skin under magnet for redness, irritation, or indentation

What to look for

The magnet fits strong enough to stay on the head but is not too tight that it causes discomfort, soreness, or irritation of the skin.

If skin compression or irritation is present, reduce magnet strength.

If required magnet strength is in-between, consider fitting the stronger magnet strength with a Cochlear SoftWear™ pad.

Baha Start

- Check fit and placement of Softband or SoundArc

What to look for

The connector disc fits flush and close-fitting against the skin to ensure effective sound transmission but does not cause discomfort.

Softband: Be able to fit one finger between the head and the Softband.

SoundArc: Adjust the shape so it does not wobble and the soft tip rests slightly in front of the ear on both sides.

Baha Connect

- Check skin around abutment for irritation or infection

What to look for

Redness, inflammation, soreness at site.

Regular cleaning is the most effective way to prevent skin reactions. Patients who are not able to appropriately conduct their own skin care should get assistance from their family or caregiver.

Counsel the patient to perform regular site checks.

The patient should contact the clinic immediately if they experience any pain, soreness, itching or warmth, notice redness or irritation at the site, or notice the Baha Connect abutment is loose.

Tip

The Baha 6 Max Sound Processor with the LowPro snap coupling is suitable for most patients, but the 2mm Extended snap coupling may be considered for patients requiring additional clearance.



Verification

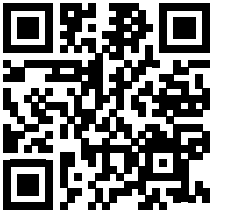
Verification of the device and the fitting is recommended to ensure audibility and comfort. Scan the QR code to access the Bone conduction verification guide (BUN1029).

Technical measurement for Baha 6 Max Sound Processors

The Technical Measurement workflow in Baha Fitting Software 6.1 will set up the sound processor to allow you to measure and compare the device to the published specification using Audioscan Verifit and Skull Simulator.

SpeechMap® using the Audioscan® Verifit2® and Skull Simulator for Baha 6 Max Sound Processors

Verification of fitting using the Audioscan Verifit2 and Skull Simulator simulates a “real head” response so you can run test measures using the programmed sound processor to view force output, gain and other acoustic attributes and predict patient performance.



Scan QR code or visit www.cochlear.us/BCVerification to learn more.



Activation/upgrade fittings

Site check

- Complete site check as appropriate for device

Programming

- Complete programming workflow for a first fitting
- Enable datalogging to review at the next visit

Counseling considerations

- Counsel on proper site maintenance and reporting of symptoms
- Practice attaching and taking off device and review basic device use
- Provide Recipient Solutions Manager contact information (www.cclr.me/welcome)
- Review the patient kit and introduce accessories based on the recipient's hearing goals
- Set up the Baha or Osia Smart App and create a Cochlear Account
- Discuss communication strategies and rehabilitation resources
- Discuss hearing in different situations including options for challenging listening environments



Follow-up visits

Site check

- Complete site check as appropriate for device

Programming

- Review datalogging
- Complete programming workflow for a follow-up fitting as needed
- Complete outcomes measures as appropriate

Counseling

- Review goals, record progress and revise goals as needed
- Re-train on device and accessory use and maintenance as needed
- Re-educate on listening strategies as needed

Tip

Programming

Cochlear Fitting Software allows for customization of the fitting prescription and configuration of the sound processor to match the patient's thresholds, profile, and individualized listening needs.

Several activities are available in Baha and Osia Fitting Software for simple navigation and streamlined efficiency in programming for different fitting scenarios. Each activity has a customized workflow to guide you through the session and complete the needed fitting tasks.

Tip

Datalogging

Cochlear datalogging provides greater insight into the environment experienced by your patient, helping you track usage patterns, make adjustments to the sound processor, and form customized goals to suit their individual needs.

Tip

Remote Assist for Baha 6 Max Sound Processors

Consider using Remote Assist for follow-up, troubleshooting, and upgrade fittings for Baha 6 Max sound processors



Outcomes evaluation

See section: Bone conduction evaluation (page 10)

- Evaluate performance with fitted bone conduction device
- Compare aided testing to unaided baseline at candidacy evaluation
- Compare aided testing to last visit

Setup

- Isolate the test ear through plugging or muffing as appropriate for the patient and indication
- Ensure the patient is fit with their bone conduction device

Testing

- Functional gain
 - Soundfield aided audiogram 500 Hz through 6000 Hz using narrow band noise stimuli
 - Consider measuring aided thresholds with the Ling 6(HL) test (v2.0)⁷ with calibrated, pre-recorded Ling 6 sounds
- Speech testing
 - Aided CNC Words at 65 dBA SPL
 - Aided adaptive sentences noise test (ex. BKB SIN, HINT, or QUICK SIN) at 65 dBA

Tip

The same outcomes measures used for candidacy can be used post-fitting to validate the fitting and allow comparison to the pre-treatment baseline as well as previous post-fitting intervals to monitor performance and serve as a point of discussion in post-treatment counseling.

Next steps on the patient's hearing journey

Goals

- Determine appropriate bone conduction solution for the upgrade
- Help your patient navigate the upgrade or surgical solution transition process
- Prepare your patient for their upgrade device fitting appointment

Contact Cochlear

T 800 523 5798
 E customer@cochlear.com
www.mycochlear.com
www.cochlear.us/rsm
www.cochlearstore.com

Resources

www.cochlear.us/upgradesforprofessionals
www.cochlear.us/orderform



How do I know if my patient should transition to a surgical solution?

- Patient would benefit from direct access to the bone conduction path with no skin attenuation to overcome
- Patient would benefit from additional gain in high frequencies
- Patient's hearing loss has progressed
- Patient would benefit from a solution without daily skin maintenance
- Patient meets age requirement for surgical solution
- Patient is motivated to proceed with surgical solution
- Patient desires more discreet or aesthetically pleasing solution



Check your patient's eligibility for sound processor replacement through insurance

- The device is out of warranty AND one of the following:
 - The device has reached its "end of useful life" after 5+ years of continuous use
 - The device is lost or stolen
 - Medical necessity is described including current impact on activities of daily living
 - The device is broken and retired or obsolete (normal process as technology advances)



3 pathways

- 01 Upgrade to new sound processor technology OR new or replacement Baha Start system
- 02 Transition from non-surgical bone conduction solution to surgical bone conduction solution
- 03 Transition from an implantable solution to a new or different Cochlear implantable solution



Next steps

Bone conduction solution determination

See sections: Bone conduction demonstration (page 8), evaluation (page 10), and Bone conduction treatment determination (page 12)

- Complete a bone conduction evaluation using patient's current device
- Determine treatment pathway, taking into consideration evaluation results, age, patient factors, health plan benefits and coverage, and readiness for surgery

Placing the order

Transitioning to a surgical solution

Step 1: Schedule surgery

Step 2: Fill out the new system order form and submit to Cochlear

Sound processor replacement

Patient initiated

Patient calls Cochlear or places order via online store —OR— patient schedules a virtual consultation with a Cochlear Upgrade Solution Specialist

Clinic initiated

Fill out the upgrade order form and submit to Cochlear

Cochlear may review specific patient and insurance requirements and provide you with a Letter of Medical Necessity (LMN) template.

Device fitting

See sections: Remote Care for patients with a Baha 6 Max Sound Processor and Patient fitting and monitoring (page 14)

- Determine if the fitting will be through Remote Assist* or in clinic
- Schedule your patient for their fitting appointment
- Complete the fitting

* Remote Assist for Baha for compatible Baha sound processors is intended for a follow-up adjustment or setup of a replacement or upgrade sound processor for suitable qualified patients based on clinical judgment. Only available at clinics that have enrolled in Remote Care. For compatibility information visit www.cochlear.com/compatibility.

Billing and coding

The codes in this section may be reported by audiologists and other licensed clinicians for services related to pre- and post-operative analysis and rehabilitation of auditory osseointegrated (AOI) patients. This list is not intended to be comprehensive of all services that may be offered to AOI patients.

Additional coding support

T 800 587 6910
 E codingsupport@cochlear.com
www.cochlear.us/reimbursementhub



Evaluation

The following codes may be applicable based on documentation of the services listed.

92550*	Tympanometry and reflex threshold measurements
92557*	Comprehensive audiometry threshold evaluation and speech recognition
92626^{†‡Δ#}	Evaluation of auditory function for surgically implanted device(s) candidacy or postoperative status of a surgically implanted device(s); first hour
92627^{†‡Δ}	Evaluation of auditory function for surgically implanted device(s) candidacy or postoperative status of a surgically implanted device(s); each additional 15 minutes



Fitting

The following codes may be applicable based on documentation of the services listed. As of January 2024, there are two Current Procedural Terminology (CPT®) codes to report services related to the diagnostic analysis, programming, and verification of an auditory osseointegrated sound processor.

92622^{#†}	Diagnostic analysis, AOI sound processor; 1st hour
92623[^]	Diagnostic analysis, AOI sound processor; each additional 15 min
V5011	Fitting/Orientation/Checking of hearing aid
Remote Care[~]	Coverage for audiology telehealth visits may vary by payer; contact payer to determine benefit coverage details

* Audiometric tests identified by codes 92550–92597 include testing in both ears. Use modifier -52 if only one ear tested.
 ‡ Swanson N. Do's and Don'ts for revised implant-related auditory function evaluation CPT Codes. ASHA Leader, Aug 31, 2020.
 † The descriptions for 92626 and 92627 were revised in 2020. Please see ASHA article "New and Revised CPT Codes for 2020" https://www.asha.org/practice/reimbursement/coding/new_codes_aud/ for details of changes and proper use of the codes.
 Δ Perform to assess changes in speech perception, discuss process and update rehab plan
 # Per NCCI edits, bundled into 92622 if performed on the same day. Use -59 modifier if the procedure is separate and distinct from primary service.
 † 92622 requires a minimum of 31 minutes. For less than 31 min, use unlisted code 92700
 ^ 92623 requires a minimum of an additional 8 minutes
 ~ Medicare's telehealth list will not include the new AOI codes for inclusion in 2024. Providers are encouraged to collaborate with professional societies to communicate their desire for continued access to telehealth services.

Hear now. And always

Cochlear is dedicated to helping people with moderate to profound hearing loss experience a world full of hearing. As the global leader in implantable hearing solutions, we have provided more than 750,000 devices and helped people of all ages to hear and connect with life's opportunities.

We aim to give people the best lifelong hearing experience and access to next generation technologies. We collaborate with leading clinical, research and support networks to advance hearing science and improve care.

That's why more people choose Cochlear than any other hearing implant company.

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This material is intended for health professionals. If you are a consumer, please seek advice from your health professional about treatments for hearing loss. Outcomes may vary, and your health professional will advise you about the factors which could affect your outcome. Always read the instructions for use. Not all products are available in all countries. Please contact your local Cochlear representative for product information.

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BUN975 ISSN4 MAY24

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