

A Webinar Hosted By:



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**How to Gain Access to VOCSN and Overview of
Reimbursement Process**

Wednesday, November 20th | 1:00pm – 1:45pm EST

Presented by:

Chris Brooks,

Managing Partner, Ventec Life Systems

Featured Speaker:

Kelly Sigurdsson, Registered Nurse

Our Mission

To discover treatments and a cure for ALS, and to serve, advocate for, and empower people affected by ALS to live their lives to the fullest.

The ALS Association is proud to partner with Ventec Life Systems to bring you this webinar. The content of this webinar was developed by Ventec Life Systems and is being presented by Chris Brooks, Managing Partner at Ventec Life Systems.*

**The ALS Association has no financial stake in any devices, medication, etc. discussed today, nor does it endorse any particular treatment. For specific medical advice, we encourage you to contact your clinician.*



How to Gain Access to VOCSN and Overview of Reimbursement Process

November 20, 2019





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Meet Kelly Sigurdsson



Ventec Life Systems

VOCSN is designed, developed, and manufactured in the U.S.



- Founded in 2012 by Doug DeVries, creator of the LTV
- History developing 18+ FDA cleared ventilators
- 80+ issued patents, collectively, for technologies prior to and not related to Ventec
- Based in Bothell, Washington



Inspired By Patients and Caregivers

Ventec's founder, Doug DeVries, was inspired to create VOCSN after his father elected not to use mechanical ventilation following his ALS diagnosis. VOCSN was developed by patients and caregivers to streamline care, extend quality life, and create every day mobility so that no one has to make the same decision as Doug's dad.



Doug & his Father

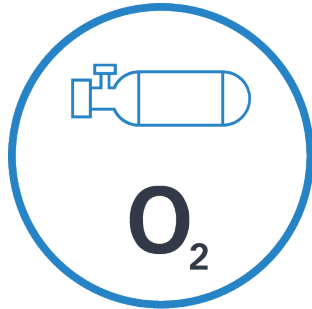


Typical Respiratory Equipment

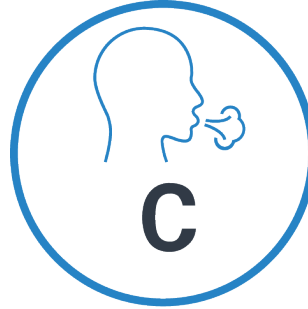
Ventilator patients usually require numerous medical devices



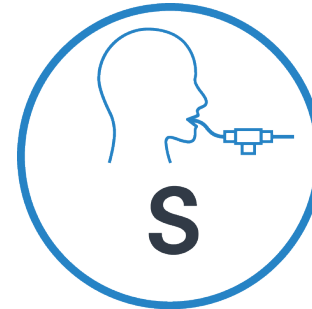
VENTILATION



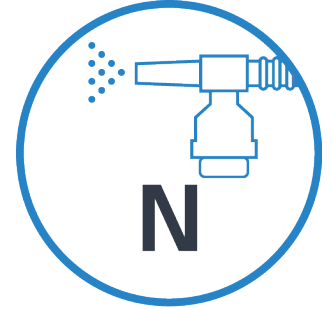
OXYGEN



COUGH



SUCTION



NEBULIZER



Challenges of Traditional Devices

VOCSN addresses three common challenges in respiratory care

1

Complex and time consuming

Administering patient care using five devices takes time, creates undue stress for caregivers, and increases the risk for mistakes. Consequently caregivers spend more time managing equipment and less time interacting with patients. Additionally, each device requires specific training to use and regular maintenance to keep working.

2

Limited portability

Ventilator patients wishing to leave their home are often required to transport more than 55 pounds of equipment as well as numerous accessories and multiple extra batteries. Patients are typically confined to their homes due to the logistical burden and power needs of their life-support equipment.

3

Difficult to switch between therapies

Switching between five devices to provide therapies is time consuming and uncomfortable. For example, a patient with a spinal cord injury needing to complete a cough therapy must complete three steps. First, caregivers disconnect the patient from the life support ventilator. Second, the patient is connected to the cough assist device using a separate patient circuit. Third, once the therapy is complete, the patient must reconnect to the ventilator. Switching between devices may take up to 15 minutes, require as many as two caregivers to complete, and expose the patient's airway to the risk of infection.



VOCSN: Five therapies. One device.

VOCSN is the first and only portable, integrated respiratory system



VS



55_{lb}

5 machines | Multiple circuits

18_{lb}

1 machine | 1 circuit



VOCSN Multi-Function Ventilator

Overview



Hospital to Home



Pediatric to Adult



Customizable
Grows with patient needs



FDA Cleared
April 2017



VOCSN Multi-Function Ventilator

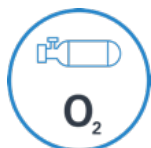
Integrated respiratory care



VENTILATION

Critical Care Ventilator

Invasive, non-invasive, and mouthpiece ventilation across comprehensive set of modes and settings



OXYGEN

6 L/min O₂ Concentrator

Only system to deliver ventilation and oxygen together with patented Oxygen Direct system - up to 40% FiO₂, can supplement with external O₂.



COUGH

Touch Button Cough

Uninterrupted ventilation, activated in seconds using the same circuit



SUCTION

Hospital Grade Suction

Quiet, easy to transport



NEBULIZER

High Performance Nebulizer

Records each Rx delivery, automatically turns off when complete





Critical Care Ventilator



VENTILATION

- **CRITICAL CARE:** VOCSN meets the rigorous ISO international standard for safety and accuracy
- **COMPREHENSIVE:** Combines best in class technology for invasive, non-invasive and mouthpiece ventilation across a comprehensive set of modes and settings
- **COMPENSATION:** Powerful integrated leak and circuit compensation allow for more accurate ventilation and comfortable breathing





6 L/min Internal Oxygen Concentrator

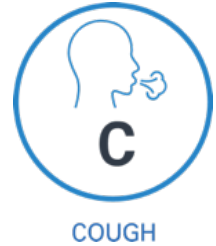


- **INTERNAL CONCENTRATOR:** Internal oxygen concentrator capable of delivering the equivalent of 6 L/min of oxygen or up to 40% FiO₂
- **OXYGEN SOURCES:** 3 sources of oxygen including: internal oxygen concentrator, external high-pressure, and low-pressure
- **OXYGEN DIRECT:** The Oxygen Direct system is three times more energy efficient than existing concentrators, which significantly decreases the size of the oxygen concentrator and maximizes battery life
- **ONBOARD FIO₂ MONITOR:** The VOCSN onboard FiO₂ monitor verifies accurate oxygen delivery





Touch Button Cough



- **TOUCH BUTTON:** Cough therapy at the touch of a button delivered in seconds rather than minutes
- **VENTEC ONE-CIRCUIT:** No more switching between devices using multiple circuits
- **BREATH SYNC:** VOCSN monitors patient breathing and triggers a cough at a natural point in the breathing cycle



Touch Button Cough Therapy

Integrating ventilation and cough versus traditional devices

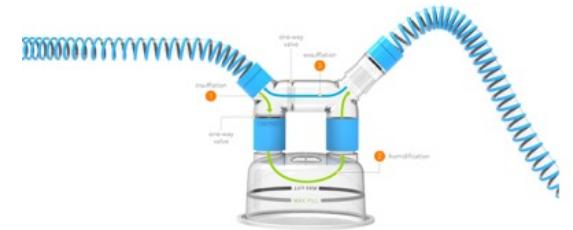


VENTILATION



COUGH

- **Reduce Anxiety:** Reduce patient anxiety by ensuring uninterrupted ventilation, because patients should not have to disconnect from their ventilator to cough.
- **Save Time:** Save time by providing Cough therapy in seconds rather than minutes.
- **Reduce Risk of Infection:** May reduce the risk of infection by eliminating the need to frequently disconnect the patient circuit.
- **Increase Compliance:** Increase the use of cough therapy by making it mobile and simpler to use.
- **Humidity with Cough:** Using the Humidifier Bypass, VOCSN is the first system to deliver humidified coughs to patients using heated circuits.



- **Maintain Oxygen Saturation:** Using external high-pressure sources, VOCSN is the first system to deliver cough therapy with supplemental oxygen during inhalation.
- **Uninterrupted Ventilation:** Patients will never again be disconnected from their life support ventilation to cough. Every breath is supported.



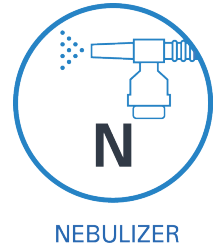
Hospital Grade Suction



- **HIGH FLOWS:** Hospital grade suction system that provides consistent high flows throughout the entire suction experience
- **QUIET:** More than three times quieter than traditional suction machines
- **VENTEC TRAVEL CANISTER:** 300mL detachable travel canister allows suction on the go



High Performance Nebulizer



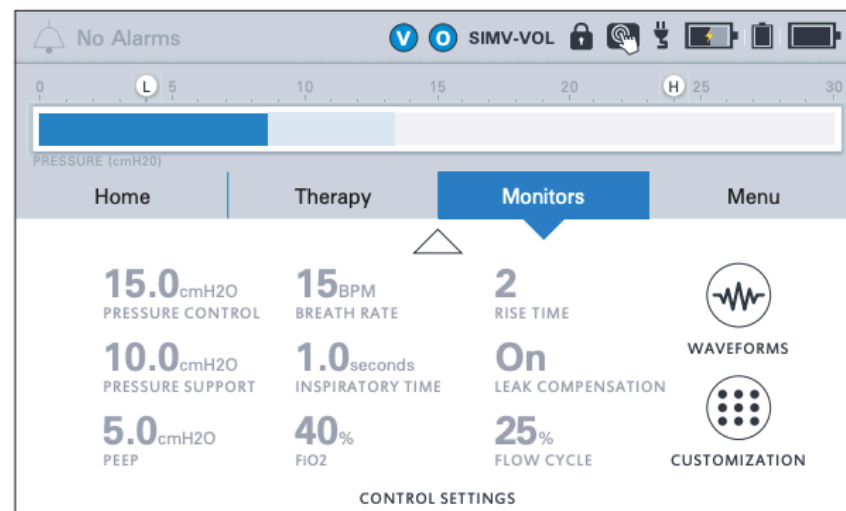
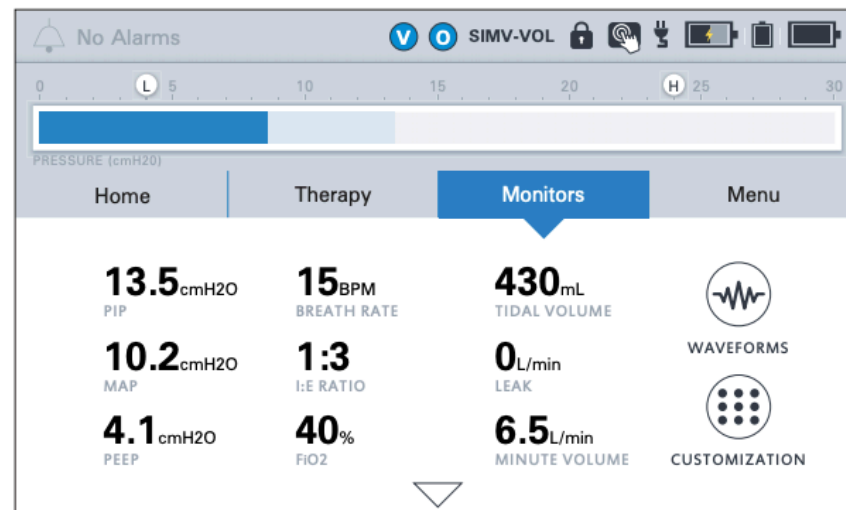
- **FLOW COMPENSATION:** VOCSN automatically compensates for the airflow from the nebulizer drive to ensure accurate ventilation and comfortable breathing
- **PROGRAMMABLE AUTO-OFF:** Nebulizer automatically turns off when the therapy duration is complete
- **NOISE MUFFLER:** Sound muffler technology makes the nebulizer drive two times quieter than traditional nebulizer systems





Monitors & Therapy Tracker

- **MONITORS:** Customizable, user can arrange to match charting
- **CONTROL SETTINGS:** To aid clinicians charting activities, an additional page of customizable control settings is visible by pressing the down arrow at the bottom of the Monitors screen to view currently active Ventilation and Oxygen therapy control settings
- **WAVEFORMS:** Accurate waveforms, responsive on screen graphics
- **THERAPY TRACKER:** Stores the most recent 7,300 events, including alarms and changes to control settings which can be downloaded to a USB.



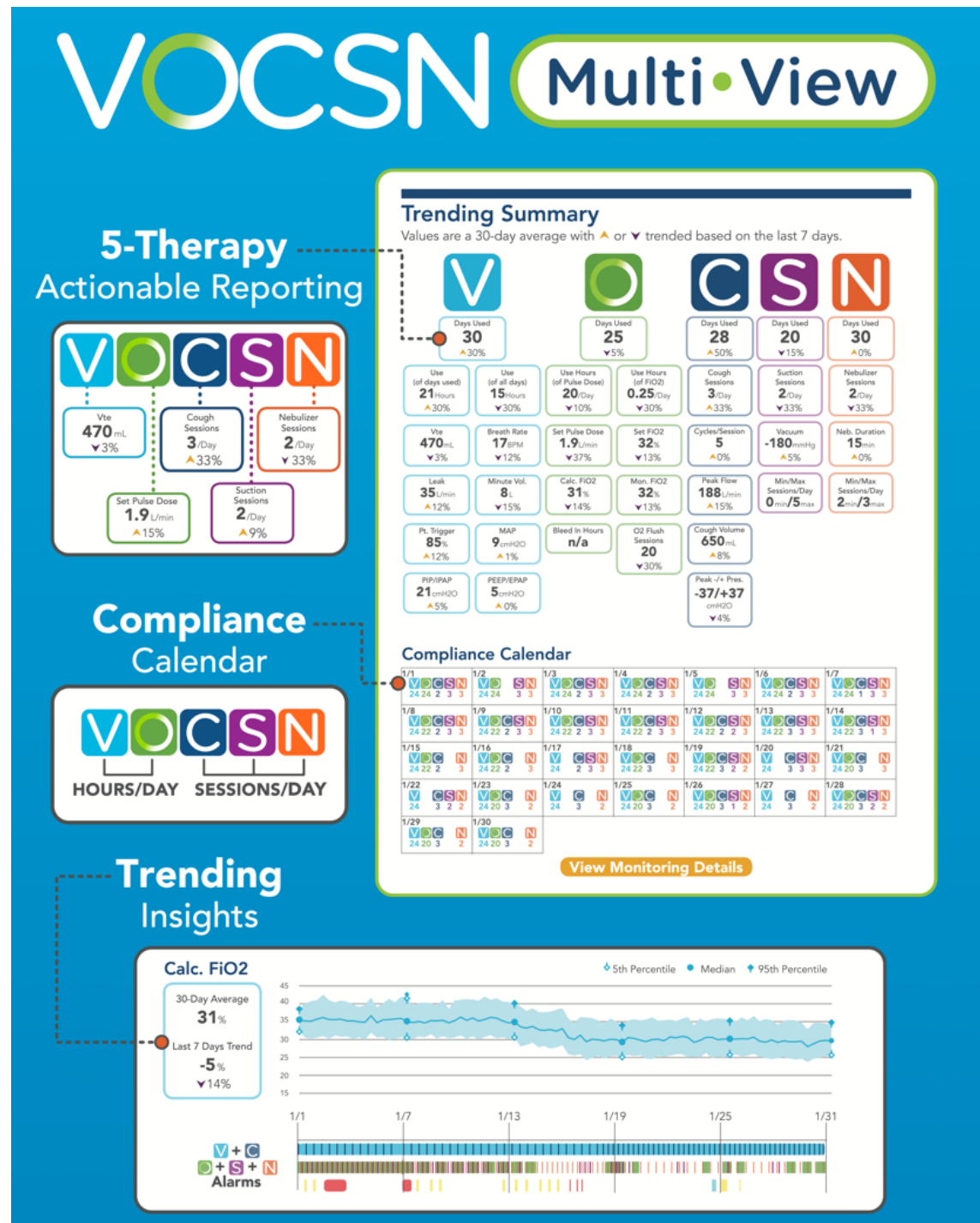


Therapy Tracking

Validating Use and Benefit

First comprehensive reporting solution for ventilator-dependent patients

- Therapy Compliance Reporting
- Therapy Use Trending
- Monitored Trends
- Alarm Summary
- Setting Summary
- Searchable Data for Customizable Reports
- Cloud Based Reports
- GPS Tracking





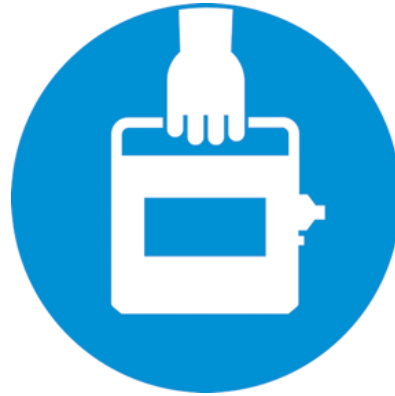
Benefits of Integrated Care

VOCSN is Simple, Mobile, and Care Changing



SIMPLE

- Ventec One-Circuit™
- Single integrated Ventec-One circuit
- Quick and easy setup



MOBILE

- Five therapies in one device
- 70% lighter and smaller than five devices
- Up to 9 hours of on-board battery



CARE CHANGING

- Touch Button Cough™
- Uninterrupted ventilation between therapies
- Designed to reduce the risk of infection

1 device to learn
device to clean
alarm to silence

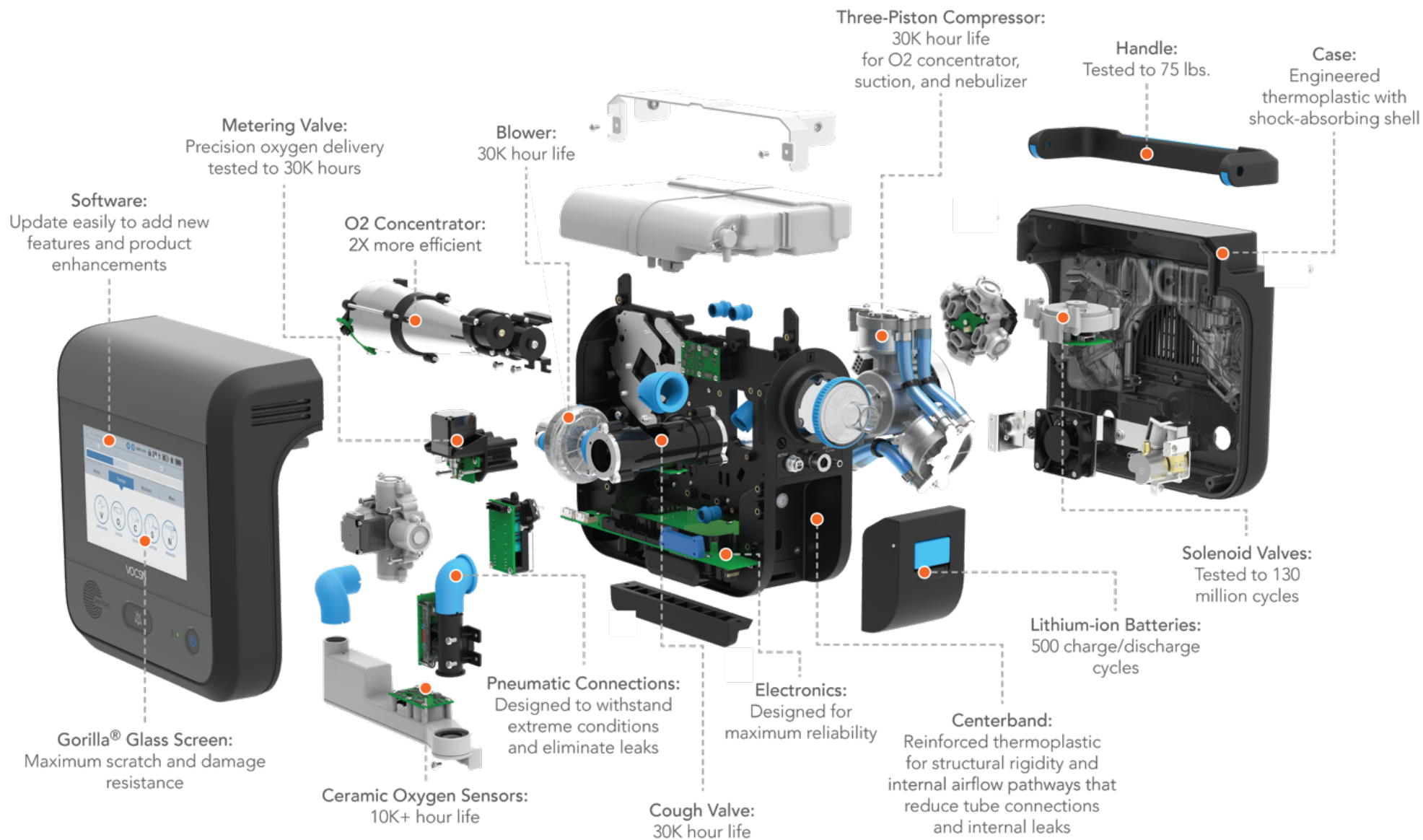
1 device to transport
device to charge
power supply to carry

1 circuit for all therapies
touch to operate
device to monitor



Engineered Tough

All VOCSN components are engineered to last beyond preventative maintenance schedules





Care Benefits of VOCSN

VOCSN was designed to accomplish the following care goals



- Increased User and Caregiver Mobility
- Reduced Noise
- Easy to Use Operating System
- User Empowerment
- User Comfort – Uninterrupted Ventilation Using One Circuit for All Therapies
- Reduced Risk of Infection
- Increased User Compliance



VOCSN Streamlines Care from Prescription to Payment



device to prescribe
device to learn
device to clean
alarm to silence
device to transport
device to charge
power supply to carry
circuit for all therapies
touch to operate
device to monitor
code to bill



How to Get VOCSN



HCPCS E0467: Multi-Function Ventilator

New reimbursement specially designed for integrated care

HCPCS

A HCPCS Code is used by equipment providers (DME companies) to get reimbursed by Medicare, Medicaid and/or private insurance.

Multi-Function Ventilator (HCPCS E0467) Effective January 1, 2019

A multi-function ventilator is defined as a single device that integrates a ventilator, portable oxygen concentrator, cough stimulator, suction, and nebulizer. VOCSN is the only device that integrates all five therapies and qualifies as a multi-function ventilator.



E0467 is different than traditional ventilators and other equipment

- Streamlined eligibility, reduced paperwork, single DME provider
- Equipment is rented (DME is reimbursed monthly by insurance)
- Multi-function ventilator is classified under the frequent and substantial servicing, no longer need to worry about maintenance and equipment ownership

More information at [VentecLife.com/E0467](https://www.ventec.com/E0467)



How to Get VOCSN

Connecting Physician, Provider & Payer

PHYSICIAN

- Check to see if VOCSN is right for you
- Get a prescription for a Multi-Function Ventilator



PROVIDER

- Find a DME company that supports VOCSN
- Contact a DME company in your state

PAYER

- Submit a request for reimbursement under E0467



1. Talk to Your Doctor: Determine Eligibility

Eligibility is based on prescription and prior equipment use

Prescription: Patient must have a Physician Prescription for:

Ventilator (Invasive or Non-Invasive)
+ One Additional Therapy (Oxygen, Cough, Suction, Nebulizer)

Eligibility for a multi-function ventilator follows **the same medical necessity** as existing devices today.

Prior Equipment Use: Eligible persons are Ventilator Users that have used:

- Cough, Suction, and/or Nebulizer for *less than 13 months or more than 60 months*
- Oxygen therapy for *less than 36 months or more than 60 months*



VOCSN TOOLS

- ✓ Sample VOCSN Prescription
- ✓ Multi-Function Ventilator Checklist



1. Talk to Your Doctor: Determine Eligibility

Sample Conversation with Your Doctor

Sample Conversation with Your Doctor:

I've heard a lot about VOCSN and I think a Multi-Function Ventilator would be good for me and my caregivers.

Since I may need a ventilator plus at least one additional therapy (cough or suction is common for people with ALS), I wanted to talk with you early about getting VOCSN.

Can we discuss VOCSN at my next visit to see if a Multi-Function ventilator is right for me?



2. Find a DME Company

Durable Medical Equipment (DME) Companies Service VOCSN

VOCSN is Provided by a DME Company

A durable medical equipment company (DME) supplies and services VOCSN as well as related supplies such as circuits (tubing connecting person to device). For home use a DME company is a critical partner.

Find a DME Company

Visit VentecLife.com/DME to find DME companies by state that support VOCSN.

What Else Do I Need to Know?

- Not all DME companies service the entire state or all patient populations.
- If you are already working with a DME company that does not supply VOCSN, please let us know. We are adding new DME partners every day!
- Because VOCSN is new, we work closely with doctors, patients, and DME companies to provide comprehensive clinical training and 24/7 support. Training materials can be found at VentecLife.com/Training



VOCSN TOOLS

- ✓ VOCSN DME Finder
VentecLife.com/DME
- ✓ VOCSN Training
VentecLife.com/Training



3. Talk to Your Insurance Company

Medicare, Medicaid or Private Insurance

VOCSN is Covered

Your insurance, whether private insurance such as BCBS, UnitedHealthcare, Humana, or Aetna, or government insurance such as Medicare or Medicaid will pay the DME company a monthly rate for the cost of VOCSN, service, and supplies such as circuits. Depending on your insurance, there may be a copay similar to other respiratory devices.

Submit Insurance Claim

Your DME will submit the physician prescription and supporting documentation to your insurance company for reimbursement. Consider billing both primary (often private insurance) and secondary (often Medicare) payers.

What Else Do I Need to Know?

- Hundreds of patients have received reimbursement for VOCSN, but it is still relatively new, with a reimbursement code less than a year old.
- Start conversations early so your physician, DME, and insurance company all understand your desire to have VOCSN.



VOCSN TOOLS

- ✓ Sample Insurance Letter
- ✓ Email info@venteclife.com



We're Here to Help!

Ventec Director of Home Care Services

Meet Kelly Sigurdsson

- Kelly Sigurdsson is a Registered Nurse who has helped hundreds of patients transition from hospital to home.
- She recently joined the Ventec team to connect patients and caregivers with available resources to support a smooth transition to VOCSN.



ksigurdsson@venteclife.com
VentecLife.com/contactkelly



Action Steps Recap

5 Step To-Do List to Get VOCSN



VOCSN CHECKLIST

- ✓ Start early and understand E0467
- ✓ Talk to your doctor
- ✓ Locate a DME company that supports VOCSN
- ✓ Submit a claim to insurance
- ✓ Contact us for support
VentecLife.com/contactkelly



More Resources: Your ALS Guide

Respiratory Guide



www.YourALSGuide.com/VOCSN



Frequently Asked Questions

Do I qualify for two VOCSN?

- Rules for a second (backup ventilator) are the same as existing medical necessity rules for traditional ventilators.
- Often the “medical necessity” for the second device follows the guidance below:
 - Mobility: Patient is sufficiently mobile and requires a ventilator bedside or in the home and requires a ventilator permanently connected to the wheelchair for mobility. Transferring a single ventilator between the wheelchair and bedside introduces many complications and setup challenges that are best done by trained DME professionals and not done daily by the caregiver in the home. This includes safety mounting the device on the wheelchair, connecting the power supply to the device on the wheelchair, etc. Additionally, the bedside ventilator is often connected to a humidifier which requires a different circuit and setup than the mobile ventilator connected to the wheelchair.
 - Safety: Patient is completely dependent on the ventilator to breathe and any disruption to the ventilator will cause harm to the patient.
- Make sure your physician and DME company know you are requesting two VOCSN.

How much will VOCSN cost me?

- Copays and other costs associated with respiratory care can vary and depend on your insurance, where you live, and other factors. Cost of VOCSN should be the same or similar to current costs for traditional devices.





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