

Background

Philips Respironics – Allies in Better Sleep and Breathing

Philips Respironics is a leading global provider of innovative solutions for the sleep and respiratory markets. Our programs help manage a broad spectrum of sleep-disordered breathing, chronic obstructive pulmonary disease, asthma, and restrictive lung disorders. Developing solutions that address today's rapidly changing industry landscape and finding success requires more than advanced technology; it takes the collaboration of experts. That's why we have made a commitment to aligning with caregivers and providing integrated programs and solutions that lead to better sleep and breathing, healthier living, and healthier practices.

Our Commitment: Sleep

For more than three decades, caregivers have counted on Philips Respironics for an unsurpassed level of service and support that has led to better outcomes. Our commitment to sleep started in 1985 with the first commercial continuous positive airway pressure (CPAP) device used in treating obstructive sleep apnea (OSA).

OSA is a potentially life-threatening condition in which the airway collapses repeatedly during sleep, preventing proper respiration. There are an estimated 20 million OSA sufferers in the United States. The sleep disorder has been associated with an increased risk of hypertension, heart failure, stroke, atrial fibrillation, Type 2 diabetes, and other serious conditions.

Philips Respironics' line of clinically proven CPAP, auto-CPAP, and bi-level therapy systems -- from basic through advanced technology models -- help the full spectrum of sleep-disordered breathing patients.

Our history of developing solutions that make therapy feel more natural and comfortable for patients, and therapy management easier and more efficient for the care team, continues today.

Meaningful Innovation

We are aligning with caregivers around the world as Allies in Better Sleep and Breathing throughout the entire care cycle – from awareness and diagnosis toward long-term success. Our innovations are designed to connect the complete care team (physician, technician, home care provider, and patient) and enable the best possible outcomes: greater patient compliance and care team success.

Complementing our portfolio are the educational and business resources, and service and support for which Philips Respironics is known -- all of which illustrate our commitment to working toward solutions that address business challenges.

Here are a few of the ways we are leading the way as Allies in Better Sleep and Breathing:

- **Fit for Life Resupply Program** – Philips Respironics is the first to introduce an integrated mask solution that serves the needs of patients and providers. When a Philips Respironics mask is purchased, the resupply service is included in the price of the mask.
- **EncoreAnywhere** – Philips Respironics is the first and only to introduce a compliance data management system that connects the entire care team, providing easy access to vital patient information and enabling efficient collaborative patient management.

- 30-Day Mask Satisfaction Program – If a patient discontinues use of a program-approved mask in favor of another mask in the first 30 days of use, Philips Respironics will replace the original mask at no charge.
- SleepApnea.com – The revitalized website is the go-to OSA resource for patients and professionals alike, providing the valuable information that has helped millions find their way to better nights and brighter days.
- Sleep VIP Program – Our VIP program features a plan that enables you to titrate your patients using Philips Respironics masks and accessories.
- Partners in Training and Partners in Compliance – Our support programs offer comprehensive resources for homecare providers and sleep labs to help improve patient compliance and increase business efficiencies.
- Flex Promise – Our promise that if any patient is noncompliant on C-Flex or A-Flex technology, upon return of the unit, we will provide a 100% credit of the corresponding unit purchase price to be applied toward the purchase of a Respironics bi-level OSA device with Bi-Flex.

For further information, please contact:

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