

A man with short brown hair and a beard is lying in bed, wearing a white CPAP mask. He is wearing a green t-shirt. The background shows a beige pillow and a window with blinds. The overall lighting is warm and soft.

PHILIPS

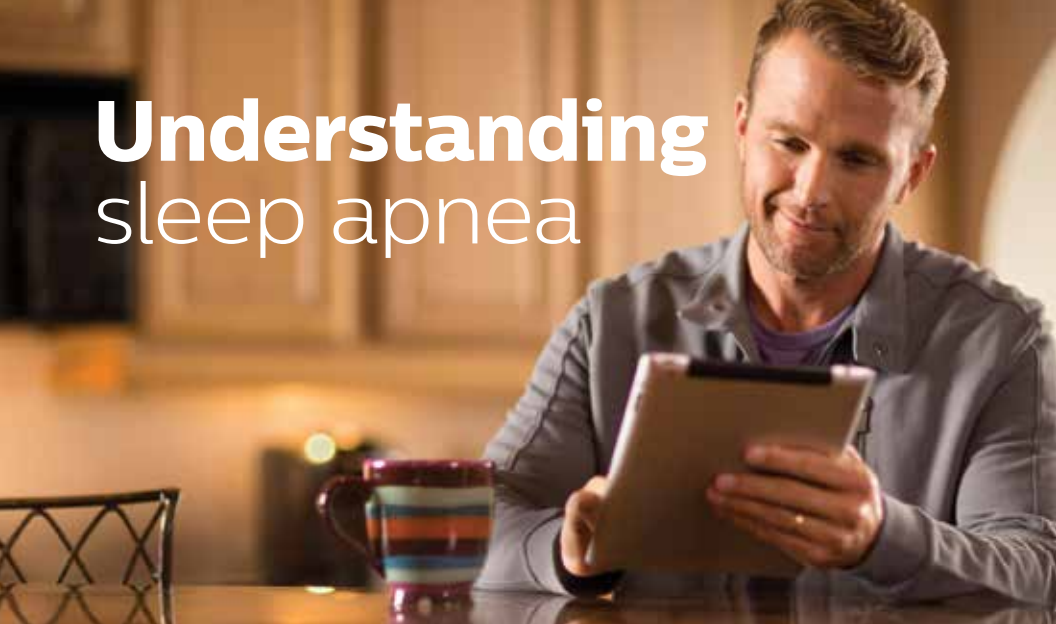
RESPIRONICS

Sleep apnea

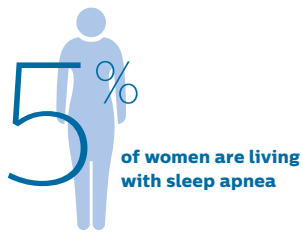
I have sleep apnea.

Now what?

Understanding sleep apnea



The first thing to know about sleep apnea is that **you are not alone.**



According to the American Academy of Sleep Medicine Frost and Sullivan report from 2016, approximately 12% suffer from obstructive sleep apnea, at least 29.4 million adults in the U.S. — 80% of which go undiagnosed. In many other countries, the incidence is even higher.

Congratulations to you for taking the first step – getting the right diagnosis.

That's significant because sleep apnea is a serious condition. In addition to leaving you feeling excessively tired during the day, it can cause morning headaches, irritability and depression. It has also been associated with a number of other significant medical conditions¹ including:

- High blood pressure
- Heart disease
- Heart attack
- Irregular heartbeat
- Stroke
- Type 2 diabetes

The good news is that sleep apnea can be comfortably treated.

Your provider has prescribed one of the most effective treatments available today: continuous positive airway pressure (CPAP) therapy. Understanding and staying committed to your CPAP therapy can help you get the sound sleep that can improve quality of life and well-being, for you and your family.

¹Mayo Clinic, "Sleep Apnea Complications," August 2015.

<http://www.mayoclinic.org/diseases-conditions/sleep-apnea/basics/complications/con-20020286>

The **benefits** of CPAP therapy

CPAP therapy is a noninvasive, highly effective treatment that gently blows air into your nose and/or mouth to prevent your airway from collapsing while you sleep.

By taking your therapy seriously and wearing the system every night, you can see a dramatic improvement in daily life and your overall well-being. Some of the benefits of treatment¹ include:

- Daytime alertness
- Increased concentration
- Emotional stability
- Limited snoring
- Reduced medical expenses
- Safer driving

The key to realizing these benefits is to stay committed to your treatment every single night. Over time, you will learn to adjust to treatment, wearing the mask longer and longer until you sleep with it through the whole night.



Your CPAP therapy platform will include:

- **Mask that you will wear nightly** – There are a variety of styles available to help you find the most comfortable fit and feel. If you generally breathe through your nose while you sleep, a nasal mask or gel pillows are likely your best options. Or, if you breathe through your nose and mouth when you sleep, a full face mask may be the better option for you. Explore all the Philips mask options at: www.philips.com/masks
- **Sleep therapy system** – These highly engineered CPAP machines generate positive air pressure and include the flow generator, tubing and proprietary algorithms that adjust therapy to your needs. Enhance your therapy experience by upgrading your system with a heated humidifier and tubing that will deliver warm moisture which can reduce dryness and may help improve your comfort. And, if you are planning a vacation off the power grid or in case of an emergency, optional batteries provide power when you need it. Also, there are other options that can make it easier to travel and store your machine including, travel cases, bedroom organizers, and more. Explore our options at: www.philips.com/dreamstation-accessories
- **Therapy tracking** – App and web-based software can help track your progress to stay motivated with your sleep therapy. If you are prescribed a Philips DreamStation home system or DreamStation Go travel CPAP machine, you can track your results with our DreamMapper² app. DreamMapper also sends your data directly to your homecare provider to keep the therapy team well-informed and able to assist with your therapy as needed. To learn more or log in, visit: www.DreamMapper.com

¹American Academy of Sleep Medicine link as of Nov 2018
<http://sleepeducation.org/essentials-in-sleep/cpap/benefits>

²DreamMapper is available currently in the U.S., Canada and certain international locations. To see which therapy devices are compatible with DreamMapper, visit: www.dreammapper.com/compatible.

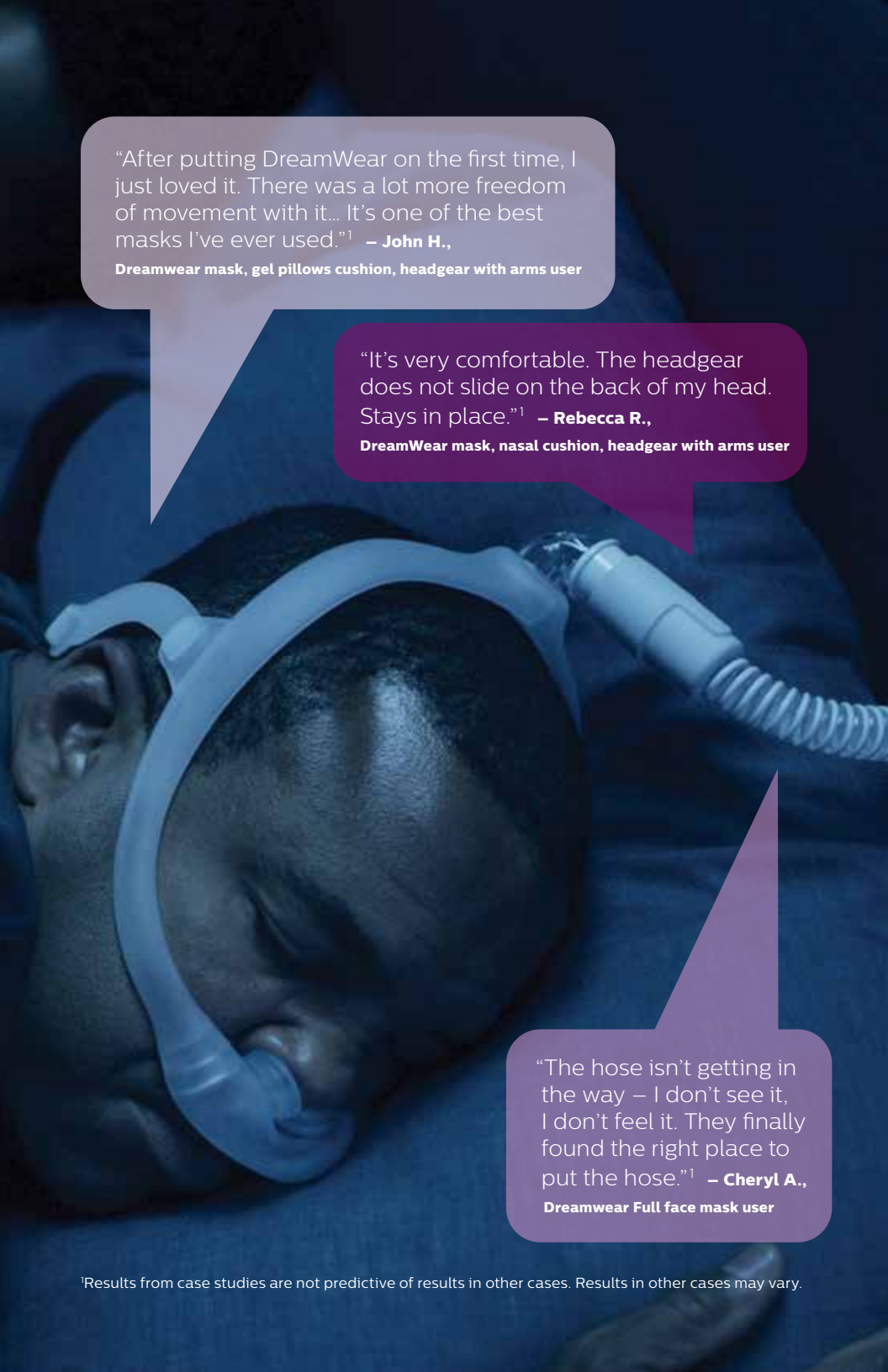


Finding the right mask **for you**

If you normally breathe through your nose when you sleep, a nasal or pillows mask may be the right solution for you. If you are a mouth breather, a full face mask may be your best choice.

In the past, one of the biggest obstacles to staying committed to sleep apnea treatment was the CPAP therapy mask.

But innovations in materials and design have led to a variety of choices that are more comfortable and less restrictive. Your homecare provider can walk you through all mask and headgear options to help you find the one that works best for you. We'd like to introduce you to Philips most unique option: DreamWear.

A close-up photograph of a person's head and face, wearing a white CPAP mask and headgear. The person is lying down, and the background is dark and out of focus. The lighting is soft, highlighting the contours of the face and the equipment.

“After putting DreamWear on the first time, I just loved it. There was a lot more freedom of movement with it... It’s one of the best masks I’ve ever used.”¹ – **John H.,**
Dreamwear mask, gel pillows cushion, headgear with arms user

“It’s very comfortable. The headgear does not slide on the back of my head. Stays in place.”¹ – **Rebecca R.,**
DreamWear mask, nasal cushion, headgear with arms user

“The hose isn’t getting in the way – I don’t see it, I don’t feel it. They finally found the right place to put the hose.”¹ – **Cheryl A.,**
Dreamwear Full face mask user

DreamWear

Like wearing nothing at all¹⁻³

The DreamWear system of masks is the closest thing to wearing no mask at all¹⁻³. With its remarkably soft feel, unique in-frame air flow and an innovative tube connection at the top of the head, DreamWear provides exceptional comfort, an excellent fit and the ability to choose your most comfortable sleep position¹⁻³.

- The DreamWear system of mask cushions rest under your nose, not on it.
- Its innovative design prevents red marks, discomfort or irritation on the nose bridge.⁴
- Top-of-the-head hose design allows you to sleep in any position you want – even on your side or stomach.¹⁻³
- The open design gives you a full field of vision to read or watch TV before falling asleep. Comfortably wear your glasses.
- DreamWear headgear with arms has a slip-resistant design. Users reported a new level of stability, comfort, fit, seal and performance compared to our original DreamWear CPAP masks.⁵⁻⁶
- Users felt that they experienced more freedom of movement with DreamWear versus their prescribed mask¹⁻³ and came closest to making them feel like they didn't have anything on their face during therapy.¹⁻³



DreamWear
Nasal mask



DreamWear
Gel pillows mask



DreamWear
Full face mask

Note: Switching from a nasal cushion to a full face cushion requires different headgear and instructions. Consumers must consult their provider before making adjustments.

¹DreamWear Under the Nose Nasal: Data analysis at 30 days of use of 2015 Philips sponsored patient preference trial (n=98). Prescribed masks include ResMed Swift FX, ResMed Mirage FX, Philips Wisp, and ResMed P10. Data analysis at 10 days of use of 2019 Philips sponsored patient preference trial (n=81). Prescribed masks include ResMed Airfit N10, N20, Mirage Fx, Philips Wisp, Pico, ComfortGel Blue, F&P Eson & Eson 2.

²DreamWear Full Face: Data analysis of Aug 2017 Patient Preference trial where (n=85) and prescribed masks include ResMed Airfit F10 and F20, ResPironics Amara View and F&P Simplus.

³DreamWear Gel Pillows: Data analysis at 30 days of use of 2017 Philips sponsored patient preference trial (n=80). Prescribed masks include ResMed Swift FX and P10, F&P Opus and Pilairo, and Philips Nuance and Nuance Pro. Data analysis at 10 days of use of 2019 Philips sponsored patient preference trial (n=72). Prescribed masks include ResMed Airfit P10, Swift Fx, Philips Nuance / Nuance Pro, F&P Brevida, Opus & Pilairo.

⁴Mask does not directly contact the bridge of the nose.

⁵Patient Preference study with DreamWear gel pillows with original headgear users; (n=47), Jan/March 2019, at 30 days. Original headgear references to the slit headgear design on DreamWear gel pillows mask.

⁶Patient Preference study with DreamWear Nasal with original headgear users; (n=140), Jan/March 2019, at 30 days. Original headgear references to the slit headgear design on DreamWear UTN Nasal mask.



Comfort and usage tips

A comfortable mask that fits you properly is vital to the effectiveness of your sleep apnea therapy.

The following tips can help you stay committed to your therapy:

- The smallest size mask that fits without pinching should be used.
- The mask should be fitted while you are in a sleeping position and with air blowing at the prescribed pressure through the tubing and mask.
- Headgear should be secure but not too tight. If your mask has a forehead arm or adjustment feature, adjust that first. Adjust straps to minimize air leaks, especially into the eyes.
- The cushion should not be crushed against the face.
- A tight fit is not necessary for effective therapy. Tightening creates folds in the material, creating a path for leaks. Try loosening the mask if leaks occur.
- Mark the headgear straps with permanent marker to remember where they should be fastened after cleaning.
- Remove the mask by pulling it over your head or using the quick-release clip.
- Do not block the exhalation port between the mask and the connecting tubing from the machine. Position the port away from your bed partner.
- If you prefer a mask designed with the tube in front of your face, you may want to consider looping the tubing over the headboard to reduce the pull on the mask.
- If you use a full face mask and wear dentures, remember that if your mask was fitted with your dentures in, your mask may not fit properly if worn without your dentures. If you prefer sleeping without your dentures, see your homecare provider for another fitting.



To see informational videos on DreamWear and other mask options from Philips Respironics, visit www.philips.com/masks. For any mask you choose, go to www.philips.com/cpap-care and your user manual for proper maintenance and cleaning instructions.



Getting to know your **therapy machine**

Before you begin your sleep apnea therapy, it's a good idea to understand the features and benefits of your therapy machine.

There are two basic options in CPAP therapy – Continuous Positive Airway Pressure (CPAP), which delivers a steady, gentle flow of air throughout the night, and Bi-level Positive Airway Pressure (BiPAP), which delivers lower pressure when you exhale and higher pressure when you inhale. BiPAP machines are sometimes prescribed for patients who have trouble tolerating one constant pressure from a CPAP machine.

Your homecare provider can show you a variety of therapy machine options to find the one that works best for you. We'd like to introduce you to a Philips Respironics option that is designed to make it easy to start and stay committed to your therapy. DreamStation.



DreamStation

sleep therapy machine

Our most innovative sleep therapy technology, DreamStation is designed with the patient in mind to help you manage your care with confidence.



With easy-to-navigate menus; a sleek, compact design; and remarkably quiet operation, DreamStation makes it simple to start, customize and continue your OSA therapy.

- Controls and interface at the end of the unit for better visibility from your bed.
- Colorful display with an icon-based navigation system.
- Connects remotely to your healthcare team.
- The most complete selection of wireless options among the leading CPAP brands – including Bluetooth, cellular and Wi-Fi – that connect to our DreamMapper smartphone app to simplify and customize therapy management.¹
- SmartRamp option that reduces air pressure when you are trying to fall asleep and then gradually increases pressure to your prescribed setting.
- Daily progress screens allow you to track your previous three nights' progress.



Patient-driven 700 interviews and surveys.²

¹Internal assessment of 2017 competitive CPAP data comparing to ResMed Airsense 10/Aircurve 10 platform and Fisher and Paykel Icon series platform.

²Philips conducted a VPH 10-step process. The project executed 4 rounds of interviews and surveys in Nov. 2010 through Feb. 2012. Over 300 live interviews and 400 survey respondents participated.



Visit www.philips.com/sleep-apnea-machines to see in-depth videos on DreamStation, and learn more about your therapy machine options.

Take charge of your sleep with **DreamMapper**¹

DreamMapper is a mobile and web application that keeps you actively informed about your previous night's therapy – including information like mask fit and therapy hours – so you know you are getting what's needed for the great night's sleep you deserve.

- Delivers daily feedback on your progress.
- Set and track custom goals, and unlock achievements.
- Provides coaching, advice and informational videos to help you stay motivated.
- Allows you to set reminders to clean or replace equipment.
- Sends important notifications about your therapy and DreamMapper-compatible equipment in your feed.

DreamMapper is the
**top rated PAP therapy
adherence app**²

¹DreamMapper is available currently in the U.S., Canada and certain international locations. To see which therapy machines are compatible with DreamMapper, visit: www.dreammapper.com/compatible.

²Source May 2019 review of Apple App Store® and Google Play™ store

Your CPAP therapy replacement schedule

To get the most beneficial performance from your positive airway pressure therapy, your equipment should be replaced when necessary based on wear and tear. For example, your mask may need to be replaced if you notice that your mask is cracked or the seal is leaking. If your tubing is torn, it needs to be replaced as well.

If your equipment is showing signs of wear, your medical insurance may say that you are entitled to replace it. The replacement schedule for Medicare patients is shown below. If you are not a Medicare patient, please check with your homecare equipment provider for your individual insurance policy's replacement schedule. FSA/HSA flex spending account eligible. Consult your plan for details.

Equipment	Medicare	My Insurance Plan
Mask (not including headgear/straps)	1 per 3 months	_____
Nasal replacement cushion	2 per month	_____
Pillows replacement cushion	2 per month	_____
Full face cushion	1 per month	_____
Headgear	1 per 6 months	_____
Chin strap	1 per 6 months	_____
Tubing	1 per 3 months	_____
Filter, fine disposable	2 per month	_____
Filter, gross particle foam	1 per 6 months	_____
Therapy machine	1 per 5 years	_____

Keep a record of your CPAP information

Homecare provider name and contact info: _____

Machine name and serial number: _____

Humidifier serial number: _____

CPAP settings: _____ Flex (if applicable): _____ Ramp: _____

Mask name and frame size: _____

Cushion type and size: _____

Setup date: _____

At Philips, we want you to understand sleep apnea and all of your treatment options. We have set up a dedicated website to help you do just that. To learn more, visit www.philips.com/sleepapnea.

Answers

to commonly asked questions

As your treatment program begins, you're likely to have questions of your own. Below are answers to questions we hear most often when therapy begins.

When should I start feeling better after beginning to use my CPAP machine?

Most patients begin feeling better within two to four weeks. However, it is not unusual to take a little longer.¹

I have a mustache or beard. Which mask is best to use?

The best way to know for sure is to try on different options with your homecare provider.

What if I still snore while using my CPAP machine?

Your CPAP machine should prevent snoring. If it's still happening, contact your doctor to see if your prescribed pressure needs to be adjusted.

What if my old symptoms reappear?

You should contact your doctor to see if your prescribed pressure needs to be adjusted.

If I need to be hospitalized for any reason, should I take my machine with me?

Yes. Always inform the doctor treating you for sleep apnea that you're going into the hospital. If you're having surgery, it's important to let your surgeon and anesthesiologist know you're using CPAP at home.

Should I use my CPAP machine when I travel?

Absolutely. It's important that you use it every night. There are travel CPAPs and accessories that can make it more convenient. Also, you should call your airline to learn any special screening procedures and bring a copy of your CPAP machine prescription. Visit www.philips.com/sleep-apnea-machines to learn more.

I'm noticing red marks on my skin around the mask area. What options are available to me?

Irritation could be a sign that your mask is too tight. If your mask has a forehead arm or adjustment feature, try readjusting that first, then readjust the headgear straps if necessary. You may also have the wrong mask size. See your homecare provider for a mask fitting.

How can I tell when my mask is worn out?

You will see signs of wear, including stiffness, cracks or tears. If you do, it's time to replace your mask.



¹NIH National Heart, Lung and Blood Institute, "What to Expect While Using CPAP," December 2011. <http://www.nhlbi.nih.gov/health/health-topics/topics/cpap/while>

*CPAP and masks ©Philips Respironics



How do I adjust to using CPAP therapy?

Your new treatment program is an adjustment. It's a change in behavior and a change back to a normal sleep pattern.

If you've been on therapy awhile and still have concerns:

- Call your homecare provider or prescribing physician to discuss your issues.
- Ask your homecare provider or doctor if you are eligible for available comfort features such as bi-level or auto-CPAP therapy.
- Consider joining a patient support group, such as AWAKE (Alert, Well and Keeping Energetic). The AWAKE Network can provide helpful information to improve your CPAP comfort and use. The American Sleep Apnea Association offers online support via their website Forum at www.sleepapnea.org or search AWAKE Sleep Health on Facebook and request to join there. In-person AWAKE Groups can be found on the ASAA website, under AWAKE Directory.
- Visit sleepapnea.com or philips.com/sleepapnea for other resources and helpful tips on our products.



To watch videos of patient success stories
visit www.philips.com/osa-stories



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Caution: U.S. federal law restricts these devices to
sale by or on the order of a physician.

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