

CONVENIENCE
COMPLIANCE
EFFICACY

 **SomnoMed**[®]



PRODUCT GUIDE

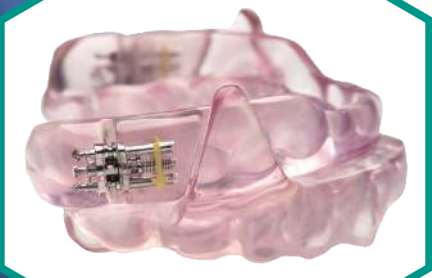
SomnoDent Sleep Apnea Appliances

1. Choose a Product



SomnoDent® SLEEP APNEA APPLIANCE

SomnoDent® is the original SomnoMed design consisting of separate upper and lower plates with our patented fin-coupling mechanism. Made from the highest quality materials, this design is proven to be safe and effective, offering superior comfort with full lip seal which permits normal mouth opening for speech and drinking. SomnoDent is easily adjustable by a screw mechanism at each side that offers 5.5mm forward protrusion and 0.5mm backward from the start position.



SomnoDent® FUSION SLEEP APNEA APPLIANCE

SomnoDent Fusion™ is an innovation on our original design with the fusion of wing and screw calibration. Titration can be performed precisely with the screw or easily advanced 1mm at a time by changing the wings. This system provides less lateral movement with titration thus more comfort for the patient as their device is advanced. SomnoDent Fusion allows 7.5mm of forward protrusion and 0.5mm backward adjustment, this additional room for titration means less bite resets.



SomnoDent® *Herbst Advance* SLEEP APNEA APPLIANCE

The Herbst Mandibular Advancement Device has long been proven to be efficacious in treating OSA and Snoring. The SomnoMed team have improved the original design by adding a visual calibration indicator for objectively measuring protrusion. SomnoMed Herbst Advanced can move both laterally and vertically providing superior comfort for heavy grinders where significant lateral freedom is required. Herbst Advance offers up to 7.0mm forward protrusion and 1.0mm backwards from the start position.



2. Choose a Retention

Flex: Hard Outer Layer Soft Flex Lining

Our unique SMH BFlex provides superior retention and comfort. Flex is a soft polymer that is heat cured, packed and pressed; resulting in a 'snug fit' unlike any other material, anchoring the device even on short teeth with little under cut. With a life expectancy of 3-5 years, Flex is suitable for all dentitions and preferable when crown and bridge work is present.

Classic: Hard Acrylic with Ball Clasp Retention

Made from the highest quality hard acrylic that will not discolour. Classic has been designed to offer durability, comfort and quality. Ball clasps for retention that can be easily adjusted chair side, Classic has life expectancy of 5-7 years.

3. Choose any Extras

- **Lingual-Less** (No acrylic on lingual surface of teeth = more tongue room)
- **Elastic Retention** (Hooks to attach elastics and minimise mouth opening)
- **EDent** (Edentulous patients; Minimum of 6 lower teeth)
- **Anterior Breathing Space** (For patients with nasal obstruction)
- **Additional Lateral Movement** (Only for SomnoDent and Fusion)
- **DentiTrac** (Compliance Monitoring Microchip)

Why choose SomnoDent?

- ✓ 6 Month Money Back Guarantee*
- ✓ 3 Year Warranty*
- ✓ Easily Adjustable
- ✓ Clinically Validated
- ✓ Custom-fitted
- ✓ Full lip seal
- ✓ Permits normal mouth opening
- ✓ Allows speech and drinking

* See Terms & Conditions



SOMNODENT PRODUCT SELECTION GUIDE

A guide to choosing which SomnoDent design is best suited to your patient

What Best Describes
Your Patient?

Our Product
Recommendation

How this Feature
Benefits



Step 1. Choose the right product...

Wants to open mouth as
usual while wearing device



OR



SomnoDent

FUSION

Adjustable 'Fin & Lug' design allows patient to easily open their mouth to drink and speak normally

Large Range of Protrusion



OR



FUSION

Herbst Advance

Devices have an extensive range of protrusion for more advancement: Fusion 8mm & Herbst Advance 9mm

Heavy Bruxer or Deviation
on Protrusion

Herbst Advance



Lateral freedom allows natural jaw movement reducing pressure on fins & potential fractures or discomfort

Small Mouth or Arches

Herbst Advance



Less bulk around cheek area makes this design comfortable for patients with a small mouth or arches



Step 2. Choose the right retention...

Priority for Durability

Classic

5-7 year lifetime is expected for Classic devices if SomnoMed care & cleaning instructions are followed

Priority for Comfort

Flex

The superior retention and comfort of our Flex lining offers a snug fit most patients prefer

Crown & Bridge Work
Present

Flex

The soft Flex lining cushions & protects any restorative work

Small Teeth with Little
Undercut

Classic

Classic offers ball clasps for retention which are easy to adjust chair side should you need to tighten the fit

What Best Describes
Your Patient?

Our Product
Recommendation

How this Feature
Benefits



Step 3. Does your patient require any additional extras?

Large Tongue or High
Gag Reflex

Lingual-Less



No acrylic on lingual surface allows for extra tongue space which is more tolerable for those with a gag reflex

Mouth Opens in Supine
Sleep Position

Elastic Retention

Hooks are added to both arches for elastics that encourage the mouth to close and hold protrusive position

Restricted Nasal Flow

Anterior Breathing Space

A breathing space that allows for easy air flow through the mouth for patients whose nose gets blocked

Edentulous



EDent

Patients can be fully upper edentulous a minimum of six teeth on the lower arch is required

Compliance Monitoring
Requirement

DentiTrac



DentiTrac can be fitted for patients who have licensing or positional therapy monitoring requirements



Morning Repositioner

Ease Patient Jaw Discomfort



Ease patient jaw discomfort with SomnoMed's Morning Repositioner. A hands free bite deprogrammer designed to help return a patients mandible back to its centric position

The unique design incorporates raised blocks of compressed material, strategically placed above the bicuspid; thereby directing clenching force straight down towards the root, as opposed to laterally or antero-posterior. Morning Repositioner is intended to be worn for 10 minutes each morning upon removal of SomnoDent. Exercises should be performed by repeatedly clenching on the device. When biting down the only occlusal contact should be on the raised blocks. These isometric exercises are intended to activate the masseter muscles and relax the pterygoid muscles in the hope of minimising mandibular posturing forward. By performing exercises with a Morning Repositioner every morning your patients bite should quickly return to its centric position.

SomnoBrux

Protect Teeth from Grinding



SomnoBrux are a range of occlusal splints designed to protect teeth against the effects of Bruxism. The SomnoBrux is custom made by our experienced SomnoMed technicians and can be prescribed in any design to suit your patients unique requirements at no extra cost.

- ✓ Quality Product
- ✓ Quality Presentation
- ✓ One Year Warranty
- ✓ Patient Comfort & Compliance
- ✓ Safe & Effective



SomnoBrux Available with:

- ✓ SomnoMed's unique SMH Flex Soft Lining
 - ✓ Hard Acrylic with Ball Clasps
 - ✓ Flat Plane, Mild or Strong Interdigitation
- *1-2mm Bite Clearance is recommended for even bite interdigitation

Impress your patient with a quality Bruxing Appliance presented in stylish SomnoMed packaging. Offering excellent craftsmanship of the highest quality and covered by a one year warranty, SomnoBrux represents excellent value for money.

SOMGauge

A Superior Bite Registration Tool



- ✓ **Easy to Use** Ergonomic handle and clear protrusion indicators
- ✓ **Easy to Clean** The SOMGauge can be cleaned in the autoclave. Bite forks are disposable.
- ✓ **Sufficient vertical opening across whole bite** The SOMGauge ensures there will always be at least 3mm of acrylic coverage across the whole bite, which will mean a stronger device, fewer fractures and less chair time.
- ✓ **Able to fit any adult patient** Two bite fork sizes allow for full coverage of patient spectrum and provide adequate space to accommodate distal wraps if required.
- ✓ **Avoids premature contact** SOMGauge has an adjustable ramp that ensures there is even contact on anterior and posterior surfaces, preventing premature contact and reducing chair time.

SomTabs

A Gentle & Thorough Cleaning Tablet



For cleaning we recommend patients use SomTabs to clean their devices either daily or on a weekly basis as required, immediately after use.

Available in box of 30 tablets. Always follow instructions on the pack.

Patients can be directed to order SomTabs online if you prefer not to stock.



EASY STEPS TO ORDERING FROM US

1. Take Impressions

- More than type 3 stone upper and lower models OR
- PVS or silicone based upper and lower impressions PLUS
- Bite taken 60-80% of patient's maximum protrusion using a SOMGauge with bite fork.

OR

Intra Oral Scans

Intra Oral Scans are now accepted. To begin a Digital Work-flow please contact us.

2. Complete a Lab Form

- Please complete the lab form in full to ensure warranty of the patients device.
- A lab form must also be completed in full for all repairs.
- We need patient's full name, referring physician and your contact details.

Lab forms can be downloaded on our website. Click on 'Resources for Dentists' then 'Lab Forms'

3. Call for a Pick Up

Call us on:

1800 445 660

4. Allow for Lead Times

SomnoDent

12 days from delivery to SomnoMed

SomnoBrux

9 days from delivery to SomnoMed

Repairs

4 days from delivery to SomnoMed

SUGESTED TREATMENT PLAN & ITEM NUMBERS

1st Consultation

017	Consultation by Referral (30 mins or more)
011	Comprehensive Oral Examination
2 x 071	Diagnostic Model (per model)
036/037	Cephalometric Radiograph Panoramic Radiograph
963	Clinical Occlusal Analysis

2nd Consultation

984	Insertion and Fitting of SomnoMed splint To claim this item number Health Funds may ask for a copy of the physician's treatment recommendation or prescription.
016	Consult by Referral (less than 30 mins)
014	Consult (if no referral)

3rd Consultation

016	Consult by Referral (less than 30 mins)
014	Consult (if no referral)
966	Occlusal Splint Adjustment

Important to Note:

SomnoMed strongly recommends that you provide feedback to Sleep Physicians in order to build trust and an effective ongoing relationship in managing the health outcome of OSA patients.

Medical specialists have repeatedly advised SomnoMed that they prefer to work with Dentists who report treatment of their patients.

Treating Physicians rely on feedback to ensure their patients receive effective treatment and determine where they will refer patients in the future.

SOMNOMED DIGITAL WORK FLOW

Dentists are now able to use intra-oral scanning for the manufacture of custom made SomnoMed products. For a SomnoMed Trusted Digital Work Flow we recommend the use of SOMGauge when scanning your patients bite relationship.

Regular Impressions Pathway A

1.



Dentist takes patients impressions & bite registration & sends them via courier to SomnoMed

2.



SomnoMed pours up stone models.

3.



SomnoMed create an IOS scan using OrthoScan to create an .stl file.

4.



SomnoMed prints a 3D model based on the scanned file.

5.



SomnoMed manufactures a SomnoDent using the 3D model.

Digital Scans Pathway B

1.



Dentist uses IOS to scan patients files and uploads them to SomnoMed

2.



SomnoMed prints a 3D model based on the scanned file.

3.



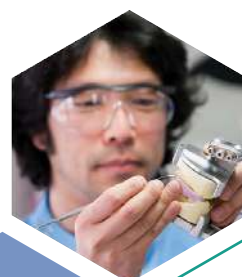
SomnoMed manufactures a SomnoDent using the 3D model.



How does a digital work flow benefit you?

- ✓ Shorter Turn-Around Times
- ✓ Digital Models are Lighter & Stronger than Traditional Models & Available on Request.
- ✓ Digital Records are kept by SomnoMed
- ✓ Digital Scans are More Accurate
- ✓ Fewer requests for New Impressions & Bite Records.
- ✓ Precision Fit & Comfort means Less Chair Time

For more detailed instructions, register to start a digital work flow with SomnoMed via our website www.somnomed.com/au or contact us on 1800 445 660.



BECOME PART OF THE SOMNOMED DENTAL NETWORK



LEARN

Introduction to Dental Sleep Medicine Course

Learn about sleep disordered breathing from specialists in the field. Take protrusive bite registrations with SOMGauge and fit SomnoDent devices for OSA. Learn to screen patients and how diagnosis and treatment for OSA can have a huge impact on your patients overall health and life. We will show you exactly what's involved in a typical treatment plan so you can feel confident to fit SomnoDent. Learn how to build a referral network with local sleep providers and the importance of communication with your referral network is key to your success.

Included:

- ✓ Education & Manual (7 CPD points)
- ✓ SOMGauge Bite Registration Tool
- ✓ SomnoDent
- ✓ Step by Step Treatment Plan
- ✓ All Clinical Documentation
- ✓ Patient Education Materials

**See our website or contact us
for upcoming dates**



IMPLEMENT

Implement Dental Sleep Medicine in your Practice

Staff Education: is pivotal to patient treatment success with sleep apnea. SomnoMed consultants will educate a Sleep Champion in your practice so they may assist you in taking enquiries about sleep and engaging the patient in conversation to ensure they follow on with SomnoDent treatment.

Referral Network: It's important to have an established network of physicians and sleep care providers to refer your patients in need of diagnosis, who can then refer back to you when oral devices are appropriate. Our SomnoMed consultants will give you details of local sleep healthcare providers and help you start your introduction.

Marketing & Website Support:

SomnoMed has a comprehensive array of patient and marketing materials for you to promote dental sleep medicine in your practice. We also have all the website content you need to advertise your services in the digital world.

Marketing Pack (below) \$115



GROW

Join SomAdvantage



- ✓ Advanced Education Seminars for experienced SomnoMed dentists
- ✓ Co-branded Custom Design Patient Brochures
- ✓ Priority for SomnoMed Patient Referrals
- ✓ Promotion to Sleep Providers and GP's
- ✓ Free SomnoDent devices for your referring GP and Specialists
- ✓ Volume Discounts on SomnoMed Products
- ✓ Sleep Study Recommendation Pads
- ✓ Certificate of Recognition and SomCentre Branding

Link with SomnoMed on Social Media for the Latest Updates & Educational Videos.



SOMNOMED OFFERS THE COMPLETE PACKAGE

Only SomnoMed provides the complete package of products & services for dentists to professionally treat Obstructive Sleep Apnea!



Highest Quality Products, First Time Fit & Stylish Packaging



Product Choice: Three product designs, two retention types and additional extras. The SomnoMed product range offers a design suitable for every patient type with a 12 Day Turn Around



Morning Repositioner: A bite deprogrammer designed to return a patient's mandible back to centric occlusion when using an oral appliance



SOMGauge: A superior Bite Registration Tool for accurate & reliable device manufacture



SomTabs: Specially Formulated Cleaning Tablets



6 Month Guarantee & 3 Year Warranty: \$500 Money Back Guarantee to treat Sleep Apnea and a Comprehensive Warranty



Referral Networking: SomnoMed Consultants will help to link you to local Sleep Medical Providers



Technical Support: Experienced Lab & Customer Service Staff for all Technical and Product choice enquiries



Evidence: 17 Published Peer Reviewed Clinical Trials



Marketing Support: Patient Materials, Website & Advertising Support



Education: Accreditation & Advanced Educational Seminars



 **SomnoMed®**

For more information visit www.somnomed.com/au

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