

# Welcome to your PSG comparison guide

We know that purchasing polysomnography (PSG) systems represents a significant investment for your sleep center. At Philips Respironics, we understand the investment you're making and want you to have all of the information you need to make a true "**apples to apples**" comparison between systems.

Please use this PSG worksheet as a starting point. We created it to act as a guide on the way to your ultimate decision and help you compare your different offerings. Simply fill out the feature comparison guide to contrast, compare and calculate your total cost of ownership.

#### The convenience of bundles

Our value-driven PSG convenience bundles help get you started. These bundles include most items needed to operate one complete PSG system, right from the start. The bundles include software updates, unlimited software licenses, starter sensor kits, PSG accessories and warranties all designed to help you control long-term costs and reduce unplanned expenses.

We also offer great "**upgrade**" programs to help you replace old PSG equipment. And, with the power of Philips behind us, we can offer you multiple leasing packages from our network of leasing partners that other smaller sleep diagnostics companies cannot.

#### It's not just about price

It's important to remember that price is only one aspect of your PSG purchase. Make sure you evaluate all aspects of your total cost of ownership to determine what PSG system and supplier is the best fit for you and your business in the short and long-term.

#### **Get started**

Contact your Philips Respironics sales associate or contact **sleep.diagnostics@philips.com** for a quote or to schedule a product demonstration.

### **PSG hardware comparisons**

Alice LDXAlice LDXModel:Model:Model:Total Channels3155686868EKG Channels51 LKG 2 ELOG51 LKG 32 LEG 2 ELOG51 KG 32 LEG 2 ELOG7Idireential (LEG/ECO)6 EEG 2 EOG10 EEG 2 EOG32 EEG 2 EOG7EKG17777EKG17777EKGAnalog to digital conversion at headbox - Built amplifer with integrated 318P modulesAnalog to digital conversion at headbox - Built amplifer with integrated 318P modulesAnalog to digital conversion at headbox - Built amplifer with integrated 318P modulesAnalog to digital conversion at headbox - Built amplifer with integrated 318P modulesAnalog to digital conversion at headbox - Built amplifer with integrated 318P modulesAnalog to digital conversion at headbox - Built amplifer with integrated 318P modulesAnalog to digital conversion at headbox - Built amplifer with integrated 318P modulesAnalog to digital conversion at headbox - Built amplifer with integrated 318P modulesAnalog to digital conversion at headbox - Built amplifer with integrated 318P modules			Philips Respironics PSG	Competitor 1	Competitor 2	
EXC Channels  SEMG 6 EEG 2 EOG  SEMG 19 EEG 2 EOG  SEMG 32 EEG 2 EOG  Image and the set of the set o		Alice LDE	Alice LDxS	Alice LDxN	Model:	Model:
Differential (EMC) B3 a - auto-chin referencing)5 (3 - auto-chin referencing)5 (3 - auto-chin referencing)Referential (EEG/EOG)6 EEG 2 EOG10 EEG 2 EOG2 ZEG 2 EOGECG17 (3 physical and 4 derived)7 (3 physical and 4 derived)7 (3 physical and 4 derived)7 (3 physical and 4 derived)7HeadboxAnalog to digital conversion at headbox Built n amplifer with integrated JRIP modulesAnalog to digital conversion at headbox Built namplifer with integrated JRIP modulesAnalog to digital conversion at headbox Analog to digital conversion at headbox Built namplifer with integrated JRIP modulesAnalog to digital conversion at headbox Analog to digital conversion at headbox Built namplifer with integrated JRIP modulesAnalog to digital conversion at headbox Analog to digital conversion at headbox Built namplifer with integrated JRIP modulesAnalog to digital conversion at headbox Analog to digital conversion at headbox Built namplifer with integrated JRIP modulesAnalog to digital conversion at headbox Analog to digital conversion at headbox Built namplifer with integrated JRIP modulesAnalog to digital conversion at headbox Built namplifer with integr	Total Channels	31	55	68		
Ide-auto-chin referencing)Ide-auto-chin referencing)Ide-auto-chin referencing)Ide-auto-chin referencing)Referential (EEG/EOG)Ide EG 2 EOGIde	EXG Channels	5 EMG 6 EEG 2 EOG	5 EMG 19 EEG 2 EOG	5 EMG 32 EEG 2 EOG		
Referential (EEG/EDG)6 EEG 2 EDG19 EEG 2 EDG32 EEG 2 EDG0ECG1777(3 physical and 4 derived)-Analog to digital conversion at headbox - Built in amplifer with integrated 7RP modules-Analog to digital conversion at headbox - Built in amplifer with integrated 7RP modules-Analog to digital conversion at headbox - Built in amplifer with integrated 7RP modulesContinuous Real Time Impedance DisplayVESVESVESVE CC InputNOVESVESDedicated differential pressure transducer with snoreVESVESDedicated differential pressure transducer with snore22StoreYESYESVESBody Position111Actimizer Inputs222Effort (Chest/ RIP driver2RIP DuraBelt integrated RIP driver2RIP DuraBelt integrated RIP driver2RIP DuraBelt integrated RIP driverMax Sampling Rate2000 Hz2000 Hz2000 Hz2000 HzMax Sampling Rate2000 Hz500 Hz2000 HzPulse Transit Time Integrated calibrationYESYESURA Sampling Rate2000 Hz500 Hz2000 HzPulse Tansit Time Integration (Digital)YESYESUSE NOT (Digital)YESYESYESPulse Tansit Time Integration (Digital)YESYESPulse Tansit Time Integration (Digital)YESYESPulse Chrine (Digital)YESYESPulse Chri	Differential (EMG)	3	5	5		
ECG  1  7  7  7    Headbox Analog to digital conversion at headbox Built in amplifer with integrated ZRIP modules Analog to digital conversion at headbox Built in amplifer with integrated ZRIP modules Analog to digital conversion at headbox Built in amplifer with integrated ZRIP modules    Continuous Real Time medicated Display  YES  YES  YES    TVF ECG Input  NO  YES  YES    Flow  YES  YES  YES    Dedicated differential pressure transducer with snore  YES  YES    Dedicated differential pressure transducer  Persone  Persone    Snore  YES  YES  YES    Body DataBet Integrated RIP driver  ZIP DuraBet Integrated RIP driver  ZIPID DuraBet Integrated RIP driver  ZIPID DuraBet Integrated RIP driver    Signal Resolution/Bit  16 bit  16 bit  16 bit    Max Sampling Rate  2000 Hz  2000 Hz  2000 Hz    Signal Resolution/Bit  NO  YES  YES    Eliminates the need for external calibration  Eliminates the need for external calibration  Eliminates the need for external calibration    Eliminates the need for external calibration  YES  YES    Eliminates the need for external calibration  Eliminates the need for external calibration    Elintegratei (Digital Integ		(3 - auto-chin referencing)	(3 - auto-chin referencing)	(3 - auto-chin referencing)		
Interaction(3 physical and 4 derived)(3 physical and 4 derived)(3 physical and 4 derived)Headbox- Analog to digital conversion at headbox - Built in amplifer with integrated APIP modules- Analog to digital conversion at headbox - Built in amplifer with integrated APIP modules- Analog to digital conversion at headbox - Built in amplifer with integrated APIP modules- Analog to digital conversion at headbox - Built in amplifer with integrated APIP modules- Analog to digital conversion at headbox - Built in amplifer with integrated APIP modules- Analog to digital conversion at headbox - Built in amplifer with integrated APIP modules- Analog to digital conversion at headbox - Built in amplifer with integrated APIP modules- Analog to digital conversion at headbox - Built in amplifer with integrated APIP modules- Analog to digital conversion at headbox - Built integrated APIP modules- Analog to digital conversion at headbox - Built integrated APIP modules- Analog to digital conversion at headbox - Built integrated APIP modules- Analog to digital conversion at headbox - Built integrated APIP modulesFlowVESVESVESVES- Analog to digital pressure transducer with snore- Analog to di	Referential (EEG/EOG)	6 EEG 2 EOG	19 EEG 2 EOG	32 EEG 2 EOG		
conversion at headbox integrated ZRIP modulesconversion at headbox - Built in amplifier with integrated ZRIP modules"W ECG InputNOVESVESVESImplifier with pressure transducer with snoreVESVESBody Position11Dedicated differential pressure transducer with snoreVESVESImplifier with pressure transducerStoreVESVESVESVESImplifier with pressure transducer with snoreImplifier with pressure transducerStoreVESVESVESImplifier with pressure transducer with snoreImplifier with pressure transducerStoreVESVESVESImplifier with pressure transducer with snoreImplifier with pressure transducerStoreVESImplifier with pressure transducerZRIP DuraBelt integrated RIP driverImplifier with RIP driverImplifier with pressure transducerStoreVESVESVESImplifier with pressure transducerImplifier with pressure transducerImplifier with pressure transducerStoreVESVESVESVESImplifier with pressure transducerImplifier with pressure transducerStoreVESVESVESVESImplifier	ECG	1				
Impedance Display(NOVESVESVES""Y ECG InputNOYESYESVESPedicated differential pressure transducer with snoreYESVESVESDedicated differential pressure transducer with snoreYESVESVESSnoreYESYESVESVESBody Position1111Actimeter Inputs2222Effort (Chest/ Abdominal)RIP OraBelt integrated RIP driverRIP DuraBelt integrated RIP driverRIP driverAux Inputs/DC Inputs8886Staga Resolution/Bit16 bit16 bit16 bitMax Storage Rate2000 Hz2000 Hz2000 Hz2000 HzPulse Transit TimeNOYESYESPulse Transit TimeNOYESYESEliminates the need for external calibrationRIP Siterent external calibrationRies Siterent external calibrationEliminates the need for external calibrationYESYESYESEliminates the need for external calibrationRies Site AssistantRies Site AssistantEleminates the need for external calibrationSite AssistantRies Site AssistantEleminates the need for external calibrationRies AssistantRies Site AssistantEleminates the need for external calibration DigitalYESYESEleminates the need for external calibrationRies AssistantRies Site AssistantEleminates the need for ext	Headbox	conversion at headbox - Built in amplifier with	conversion at headbox - Built in amplifier with	conversion at headbox - Built in amplifier with		
FlowYES Dedicated differential pressure transducer with snoreYES Dedicated differential pressure transducer with snoreYES Dedicated differential pressure transducer with snoreSnoreYESYESYESBody Dostion1111Actimeter Inputs2222Effort (Chest)zRIP DuraBelt integrated 		YES	YES	YES		
Dedicated differential pressure transducer with soroeDedicated differential pressure transducer with soroeDedicated differential pressure transducerDedicated differential pressure transducerSnoreYESYESYESICBody Position111ICActimeter Inputs222ICEffort (Chest/ Abdominal)RIP driverRIP DruzBelt integrated RIP driverZRIP DruzBelt integrated RIP driverRIP driverAux Inputs/DC Inputs888ICICMax Sampling Rate2000 Hz2000 Hz2000 HzICICMax Storage Rate500 Hz500 Hz500 HzICICPuts Tansit TimeNOYESYESICICIntegration (Digital)YESYESYESICICEffort (Digital)YESYESYESICICIntegration (Digital)YESYESYESICICPulse OximetryMasimo or NoninMasimo or NoninBedside AssistantICICPulse OximetryMasimo or NoninMasimo or NoninBedside AssistantICICICVideoNetworkedIntegrated with video + VOIPVideo + VOIPICICICICVideoNetworkedNetworkedNetworkedICICICICIntration DeviceNetworkedNetworkedICICICICICICICICICIC <td>"V" ECG Input</td> <td>NO</td> <td>YES</td> <td>YES</td> <td></td> <td></td>	"V" ECG Input	NO	YES	YES		
Body Position1111Actimeter Inputs2222Effort (Chest/ Abdominal)2RIP DuraBelt Integrated RIP driver2RIP DuraBelt Integrate	Flow	Dedicated differential pressure transducer	Dedicated differential pressure transducer	Dedicated differential pressure transducer		
Actimeter Inputs222Effort (Chest/ Abdominal)2RIP DuraBelt integrated RIP driver2RIP DuraBelt integrated RIP driver2RIP DuraBelt integrated RIP driver2RIP DuraBelt integrated RIP driverAux Inputs/DC Inputs888Signal Resolution/Bit16 bit16 bit16 bitMax Sampling Rate2000 Hz2000 Hz2000 HzYes500 Hz500 Hz500 Hz100 HzPulse Transit TimeNOYESYESPutse Transit TimeNOYESYESIntegration (Digital)YESYESYESIntegration (Digital)VESYESYESEliminates the need for external calibrationEliminates the need for external calibrationStandard RueEffort (Digital) LoFIo not includedYESYESYESBedside DisplayYESYESYESWith optional Bedside AssistantGo GB hard driveGo GB hard driveGo GB hard driveVideoNetworkedNetworkedNetworkedNetworkedVideoNetworkedNetworkedNetworkedYESVideo + VOIPYESYESYESIncluded under PSG warrantyYESYESIncluded under PSG warrantyYESYESIncluded under PSG warrantyYESYESIncluded under PSG warrantyYESYESIncluded under PSG warrantyYESYESIncluded under PSG warrantyYESYES<	Snore	YES	YES	YES		
Effort (Chest/ Abdominal)ZRIP DuraBelt integrated RIP driverZRIP DuraBelt integrated RIP driverZRIP DuraBelt integrated RIP driverZRIP DuraBelt integrated RIP driverAux Inputs/DC Inputs88800Signal Resolution/Bit16 bit16 bit16 bit16 bit00Max Sampling Rate2000 Hz2000 Hz2000 Hz2000 Hz000Max Storage Rate500 Hz500 Hz500 Hz500 Hz000Pulse Transit TimeNOYESYESYES16 bit00Pulse Transit TimeNOYESYESYESYES00Integration (Digital)Eliminates the need for external calibrationEliminates the need for external calibrationYESYESYES16 bit0Eloso to includedYESYESYESYESYES16 bit000 </td <td>Body Position</td> <td>1</td> <td>1</td> <td>1</td> <td></td> <td></td>	Body Position	1	1	1		
Abdominal)RIP driverRIP driver<	Actimeter Inputs	2	2	2		
Signal Resolution/Bit16 bit16 bit16 bit16 bit16 bitMax Sampling Rate2000 Hz2000 Hz2000 Hz2000 HzMax Storage Rate500 Hz500 Hz500 Hz500 HzPulse Transit TimeNOYESYESYESIntegration (Digital)YESYESYESYESEliminates the need for external calibrationYESYESYESIntegration (Digital)YESYESYESYESIntegration (Digital)YESYESYESYESBedside DisplayYESYESYESYESWith optional Bedside AssistantYESYESYESWith optional Bedside AssistantCapable (wired ethernet)Capable (wired ethernet)Capable (wired ethernet)Pulse OximetryMasimo or NoninMasimo or NoninMasimo or NoninMasimo or NoninInternal Memory60 GB hard drive60 GB hard drive60 GB hard drive10 cmVideoNetworkedNetworkedNetworked11 cmAudioIntegrated with video + VOIPVideo + VOIPVideo + VOIPPSG Loaner SystemsYES Included under PSG warrantyYES PSG warrantyYES PSG warrantyYES PSG warrantyYES PSG warranty		-	-	-		
Max Sampling Rate2000 Hz2000 Hz2000 Hz2000 HzMax Storage Rate500 Hz500 Hz500 Hz500 Hz500 HzPulse Transit TimeNOYESYESYES1Pulse Transit TimeNOYESYESYES1Ittration Device Integration (Digital)YESYESYES11Eliminates the need for external calibrationYESYESYES11ETCO2 LoFlo Device Integration (Digital)YESYESYESYES11Eliminates the need for external calibrationYESYESYES111Bedside DisplayYESYESYESYES111 <td>Aux Inputs/DC Inputs</td> <td>8</td> <td>8</td> <td>8</td> <td></td> <td></td>	Aux Inputs/DC Inputs	8	8	8		
Max Storage Rate500 Hz500 Hz500 Hz0Pulse Transit TimeNOYESYESYESTitration Device Integration (Digital)YESYESYESEliminates the need for external calibrationEliminates the need for external calibrationEliminates the need for external calibrationYESETCO2 LoFlo Device Integration (Digital)YESYES Eliminates the need for external calibrationYESETCO2 LoFlo Device Integration (Digital)YES Eliminates the need for external calibrationYES Eliminates the need for external calibrationYESBedside DisplayYES With optional Bedside AssistantYES NUTH optional Bedside AssistantYES Eliminates the need for external calibrationYESPulse OximetryCapable (wired ethernet)Capable (wired ethernet)Capable (wired ethernet)Capable (wired ethernet)VideoNetworkedNetworkedNetworkedIntegrated with video + VOIPIntegrated with video + VOIPIntegrated with video + VOIPYES Included under PSG warrantyYES YESYES YESPSG Loaner SystemsYES Included under PSG warrantyYES PSG warrantyYES PSG warrantyYES YESYES YES	Signal Resolution/Bit	16 bit	16 bit	16 bit		
Pulse Transit TimeNOYESYESImage: Second S	Max Sampling Rate	2000 Hz	2000 Hz	2000 Hz		
Tirration Device Integration (Digital)YES Eliminates the need for external calibrationYES Eliminates the need for external calibrationYES Eliminates the need for external calibrationETCO2 LoFlo Device Integration (Digital) LoFlo not includedYES Eliminates the need for external calibrationYES Eliminates the need for external calibrationYES Eliminates the need for external calibrationYES Eliminates the need for external calibrationBedside Display Bedside AssistantYES With optional Bedside AssistantYES VES With optional Bedside AssistantYES VES VES VES With optional Bedside AssistantYES VES VES VES VES With optional Bedside AssistantYES VES VES VES VES VES With optional Bedside AssistantYES VES<	Max Storage Rate	500 Hz	500 Hz	500 Hz		
Integration (Digital)Ellminates the need for external calibrationEliminates the need for external calibrationImage and a set of a set o	Pulse Transit Time	NO	YES	YES		
Integration (Digital) LoFlo not includedEliminates the need for external calibrationEliminates the need for twith optional Bedside AssistantEliminates the need for with optional Bedside AssistantEliminates the need for twith optional Bedside AssistantEliminates the need for twith optional Bedside AssistantEliminates the need for Masimo or NoninEliminates the need for teapside AssistantEliminates the need for teapside AssistantEliminates the need for teapside Assis		Eliminates the need for	Eliminates the need for	Eliminates the need for		
With optional Bedside AssistantWith optional Bedside AssistantWith optional Bedside AssistantWith optional Bedside AssistantConnectivityCapable (wired ethernet)Capable (wired ethernet)Capable (wired ethernet)Capable (wired ethernet)Pulse OximetryMasimo or NoninMasimo or NoninMasimo or NoninMasimo or NoninMasimo or NoninInternal Memory60 GB hard drive60 GB hard drive60 GB hard drive60 GB hard drive60 GB hard driveVideoNetworkedNetworkedNetworkedNetworked11PSG Loaner SystemsYES Included under PSG warrantyYES Included under PSG warrantyYES Included under PSG warrantyYES Included under PSG warrantyYES Included under PSG warrantyYES Included under Included under PSG warrantyYES Included under Included under PSG warrantyYES Included under Included under Included under Included under Included under Included under Included underWith optional BG warrantyWith optional Included under Included under Included under Included underWith optional Included under Included under Included underWith optional BG warrantyWith optional Included under Included under Included under Included underWith optional Included under Included under Included under Included underWith optional Included under Included under Included underWith optional Included under Included under Included underWith optional Included under Included underWith optional Included under Included	Integration (Digital)	Eliminates the need for	Eliminates the need for	Eliminates the need for		
Pulse OximetryMasimo or NoninMasimo or NoninMasimo or NoninInternal Memory60 GB hard drive60 GB hard drive60 GB hard driveVideoNetworkedNetworkedNetworkedAudioIntegrated with video + VOIPIntegrated with video + VOIPIntegrated with video + VOIPPSG Loaner SystemsYES Included under PSG warrantyYES PSG warrantyYES PSG warranty	Bedside Display	With optional	With optional	With optional		
Internal Memory60 GB hard drive60 GB hard drive60 GB hard drive60 GB hard driveVideoNetworkedNetworkedNetworkedAudioIntegrated with video + VOIPIntegrated with video + VOIPIntegrated with video + VOIPIntegrated with video + VOIPPSG Loaner SystemsYES Included under PSG warrantyYES Included under PSG warrantyYES PSG warrantyYES PSG warranty	Connectivity	Capable (wired ethernet)	Capable (wired ethernet)	Capable (wired ethernet)		
Video  Networked  Networked    Audio  Integrated with video + VOIP  Integrated with video + VOIP    PSG Loaner Systems  YES  YES    Included under  Included under  Included under    PSG warranty  PSG warranty  PSG warranty	Pulse Oximetry	Masimo or Nonin	Masimo or Nonin	Masimo or Nonin		
Audio  Integrated with video + VOIP  Integrated with video + VOIP  Integrated with video + VOIP    PSG Loaner Systems  YES  YES  YES    Included under  Included under  Included under  Included under    PSG warranty  PSG warranty  PSG warranty  PSG warranty	Internal Memory	60 GB hard drive	60 GB hard drive	60 GB hard drive		
Video + VOIP  Video + VOIP    PSG Loaner Systems  YES  YES    NES  YES  YES    Included under  Included under    PSG warranty  PSG warranty	Video	Networked	Networked	Networked		
Included under  Included under    PSG warranty  PSG warranty	Audio	-	-	-		
Warranty      1 Year      2 Years      2 Years	PSG Loaner Systems	Included under	Included under	Included under		
	Warranty	1 Year	2 Years	2 Years		

NOTE: Make sure that the Alice PSG system chosen for hardware comparison is the one that matches the competitive PSG systems that you are comparing against. (Apples to Apples). This will allow for the best price comparison when you get to your final review.

# **PSG software comparisons**

	Philips Respironics PSG	Competitor 1	Competitor 2
	Alice LDE-LDxS-LDxN	Model:	Model:
Unified Software Platform	Sleepware G3		
Software Compatibility	All Alice PSG and HST devices		
Software Updates	Included with Alice purchase		
Software Licenses	Unlimited with Alice purchase		
Automated Scoring Solutions*	Optional, clinically proven Somnolyzer computer-assisted scoring		
HL7 Support	YES		
User Configurable Work Spaces	YES		
Composite Channels for ASV/AVAPS Display and Support	YES		
Portable Device Manager	YES		
Bedside Assistant	YES Optional		
24/7 Live Support	YES with no annual fee As long as software platform is supported		
Cloud Services	YES		
Report Writing	YES 4 hours with purchase		
Titration Device Integration (Digital)	YES Eliminates the need for external calibration		
ETCO2 LoFlo Device Integration (Digital) LoFlo device not included	YES Eliminates the need for external calibration		

# Financial security comparisons

	Philips Respironics PSG		PSG	Competitor 1	Competitor 2
Evaluating Extra PSG Costs (After Install)	Alice LDE	Alice LDxS	Alice LDxN	Model:	Model:
Software Updates					
Are all software updates included with PSG purchase price?	YES	YES	YES		
Do service contracts need to be purchased to receive:					
- Technical service or 24/7 support?	NO	NO	NO		
- Software updates?	NO	NO	NO		
- If so, what is the term of extra service contracts? How long?	NA	NA	NA		
- If so, what is the price per service contract?	NA	NA	NA		
- What will that additional cost be over 5 years?	\$0	\$0	\$0		
If PSG manufacture includes software updates, ask:					
- When was your last software update? Provide date.					
- How many software updates do you typically have per year?	2 to 3	2 to 3	2 to 3		
- Do you proactively update software to stay relevant, innovative?	YES	YES	YES		
Software Licensing					
How many software licenses will I receive with my PSG purchase?	Unlimited	Unlimited	Unlimited		
How many extra software licenses will you need?					
How much will each additional license cost? Cost per license:	NA	NA	NA		
What will the TOTAL extra software license cost be to support lab today?	\$0	\$0	\$0		
What will the TOTAL extra software license cost be to support lab as we grow/expand?	\$0	\$0	\$0		
Starter Sensor Kits					
Will you receive a FULL set of starter sensors with PSG purchase?	YES	YES	YES		
- Will you receive RIP effort belts?	YES	YES	YES		
- HPLP oximeter and sensors	YES	YES	YES		
- Do they provide both adult and pediatric options?	YES	YES	YES		
- What will our additional sensor costs be to start first study? Sensors that are not provided in "Starter Kit?"	NA	NA	NA		
PSG Loaner Systems					
Will PSG loaner systems be included while under product warranty?	YES	YES	YES		
If not, what is the charge per loaner system per day?	NA	NA	NA		
Warranty					
What warranty will I receive with my PSG purchase?	1 year	2 years	2 years		
What will an additional 1 year warranty cost? At PSG purchase?	Contact rep	Contact rep	Contact rep		
What will an additional 1 year warranty cost after PSG purchase, but within original PSG warranty?	Contact rep	Contact rep	Contact rep		
Does PSG have extended warranty programs?	YES	YES	YES		
What extended warranty options will I have?	1, 2, 3 years	1, 2, 3 years	1, 2, 3 years		
Sub Total					

(Continued on next page) 4

## Financial security comparisons (continued)

	Philips Respironics PSG		Competitor 1	Competitor 2	
Evaluating Extra PSG Costs (After Install)	Alice LDE	Alice LDxS	Alice LDxN	Model:	Model:
Sleep VIP Mask & Accessories Program					
Does manufacturer have a sleep lab supply program for discounted sleep lab masks and other related items?	YES	YES	YES		
Installation					
Is installation included with PSG bundle purchase price?	YES	YES	YES		
What is the additional cost of installation if not included?	NA	NA	NA		
Training					
Is initial training included with PSG bundle purchase price?	YES	YES	YES		
What is the additional cost of training if not included?	NA	NA	NA		
Is additional training available after PSG install at competitive pricing?	YES	YES	YES		
Financial Packages					
Can PSG manufacturer offer multiple <b>leasing</b> packages to meet your budget needs?	YES	YES	YES		
Does the PSG manufacturer have the leasing partners/programs that a major company like Philips has to offer?	YES	YES	YES		
- Can PSG manufacturer offer you 12 months @ 0%?	YES	YES	YES		
- Can PSG manufacturer offer you 90-day skip period?	YES	YES	YES		
PSG Upgrade programs available (old to new)	YES	YES	YES		
Total					

## **PSG accessory comparisons**

	Philips Respironics PSG			Competitor 1	Competitor 2
PSG Accessory Comparisons - Think Adaptability, Value	Alice LDE	Alice LDxS	Alice LDxN	Model:	Model:
PSG Accessories: Computers, Monitors and Video					
Does PSG company provide you accessories that will meet your needs today and allow you room to grow?	YES	YES	YES		
Computers					
What are the computer specifications?					
- Processor	3.2GHz Intel® Core™i5 minimum	3.2GHz Intel® Core™i5 minimum	3.2GHz Intel® Core™i5 minimum		
– Memory	8.0GB minimum	8.0GB minimum	8.0GB minimum		
- Hard drive	500GB 7200-rpm minimum	500GB 7200-rpm minimum	500GB 7200-rpm minimum		
- Warranty	3 year Gold program	3 year Gold program	3 year Gold program		
Laptop computer option available?	YES	YES	YES		
Does manufacturer allow you to purchase your own computers?	YES as long as it meets Alice computer specs	YES as long as it meets Alice computer specs	YES as long as it meets Alice computer specs		
Monitor					
What are the monitor specifications?					
- Size	24" Color	24" Color	24" Color		
Video					
What are the video specifications within the different Alice Convenience bundles?					
- Analog (AXIS video server) or Digital (AXIS PTZ network)	Analog	Digital	Digital		
- BW or Color	BW	Color	Color		
- MPEG 4	YES	YES	YES		
Lab Titration Equipment					
Does PSG manufacturer have their own market-leading lab titration device available to purchase or rent?	YES OmniLab Advanced +	YES OmniLab Advanced +	YES OmniLab Advanced +		
Can titration system provide you with composite channels for ASV and AVAPS titrations so physicians can see?	YES OmniLab Advanced +	YES OmniLab Advanced +	YES OmniLab Advanced +		
Does PSG system have digital connections to the market-leading titration device (OmniLab Advanced +) and ETCO2 LoFlo device, thus eliminating the need for external calibrations?	YES	YES	YES		
Sensors					
Does PSG company manufacture/distribute their own full line of PSG sensors and cannulas that can assist with long-term fulfillment?	YES Pro-Tech	YES Pro-Tech	YES Pro-Tech		
Does PSG manufacturer offer an optional, integrated ETCO2 device?	YES LoFlo	YES LoFlo	YES LoFlo		

## Sleep diagnostics support comparisons

Sleep Diagnostic Support Comparisons	Philip Respironics	Competitor 1	Competitor 2
Manufacturer			
Is PSG supplier in the position to meet my sleep diagnostic and sleep therapy (PAPs and Masks) needs?	YES		
Is PSG supplier an AAST Platinum supplier?	YES		
Does PSG supplier offer the most utilized PSG brand in the U.S.?	YES Alice PSG		
Does PSG supplier offer a full line of sleep diagnostic products/solutions to help make my invoicing easier?	YES		
- Various PSG systems based on customer need?	YES		
- Various HST devices based on customer need?	YES		
- Universal software platform for both PSG and HST?	YES		
- Clinically validated, computer-assisted scoring software?	YES		
- Full line of replacement sensors and cannulas?	YES		
- Multi-mode In lab titration system?	YES		
- Actigraphy devices	YES		
- Innovative sleep lab masks?	YES		
Can PSG supplier offer a dedicated sleep lab discount program on lab masks, sensors, and titration supplies?	YES Via Sleep VIP Program		
Where are the PSG systems manufactured/assembled?	USA		
Support			
Does PSG supplier have the sales, technical, customer, and product support to help keep my systems operational?	YES		
- How many sales reps in North America?	Over 200		
- How many clinical specialists?	Over 30		
- How many product support specialists?	Over 40 dedicated personnel		
Where are customer service and product support reps located?	USA		
Where does the PSG system have to be sent to be serviced?	USA		
Will I be getting true 24/7/365 LIVE product support when I need it most? (In the middle of the night when problems can occur.)	YES		
Will my support call ever be sent to a pager or 3rd party answering service when I need it most?	NO		
How long typically is the lead time for PSG installs?	4 weeks		
Are the PSG installers company employees or contracted workers?	Company employees		
When my PSG system is under warranty, will I have to pay for a loaner PSG system while mine is being serviced?	NO		
Will I have access to training videos to help on-board new staff?	YES		
Will PSG supplier provide hardware/software training to my staff to make the transition as efficient as possible?	YES		
Will my PSG supplier help with initial report writing to help keep the continuity that our physicians/referrals are used to?	YES 4 hours of report writing included		
Will I have competitive purchase/leasing options available to me?	YES		

(Continued on next page)

#### Sleep diagnostics support comparisons (continued)

Sleep Diagnostic Support Comparisons	Philip Respironics	Competitor 1	Competitor 2
Full-Service Sleep Labs			
Can PSG supplier offer a full line of sleep and respiratory products/ services/solutions to meet my DME needs?	YES		
- Sleep therapy devices	YES		
- Masks	YES		
- Oxygen	YES		
- Vents	YES		
- Nebulizers	YES		

#### **PSG convenience bundle comparisons**

		Competitor 1	Competitor 2		
	Alice LDE	Alice LDxS	Alice LDxN	Model:	Model:
Total Channels	31	55	68		
Base Station	YES	YES	YES		
Headbox (Amplifier)	Built in amplifier with integrated zRIP modules	Built in amplifier with integrated zRIP modules	Built in amplifier with integrated zRIP modules		
Sleepware G3 with Somnolyzer*	YES	YES	YES		
Unlimited Software Updates	YES	YES	YES		
Unlimited Site Licensing	YES	YES	YES		
Installation	YES	YES	YES		
Customer Training	YES	YES	YES		
Report Writing	YES Up to 4 hours included	YES Up to 4 hours included	Yes Up to 4 hours included		
Live 24/7 Product/ Technical Support	YES	YES	Yes		
Accessories					
Computer	YES	YES	YES		
Monitor	YES 24" Color Monitor	YES 24" Color Monitor	YES 24" Color Monitor		
Video	YES Analog Bullet Camera	YES Digital PTZ Camera	YES Digital PTZ Camera		
Starter Sensors	YES Including 2 zRIP belts Adult or Pediatric Kit	YES Including 2 zRIP belts Adult or Pediatric Kit	YES Including 2 zRIP belts Adult or Pediatric Kit		
Oximeter and Sensor	Nonin Xpod (Included) MASIMO (Optional)	Nonin Xpod (Included) MASIMO (Optional)	Nonin Xpod (Included) MASIMO (Optional)		
PSG Loaner Systems	YES Included under PSG warranty	YES Included under PSG warranty	YES Included under PSG warranty		
Product Warranty	1 Year	2 Years	2 Years		

NOTE: Make sure that the Alice PSG system chosen for hardware comparison is the one that matches the competitive PSG systems that you are comparing against. (Apples to Apples). This will allow for the best price comparison when you get to your final review.

#### Alice 6 PSG convenience bundles

	Philips Respironics PSG
	Alice PSG System
Base Station	YES
Headbox	YES Built in amplifier with integrated zRIP modules
Sleepware G3 with Somnolyzer*	YES
Unlimited Software Updates	YES
Unlimited Site Licensing	YES
Installation	YES
Customer Training	YES
Report Writing	YES Up to 4 hours included
Live 24/7 Product/Technical Support	YES with No Annual Fee
Accessories	
Computer	YES 2 x 60GB Hard drive
Monitor	YES 24" Color Monitor
Video	YES Analog or Digital depending on bundle
Starter Sensors	YES Including 2 zRIP belts Adult or Pediatric Kit
Oximeter and Sensor	Nonin Xpod (Included) MASIMO (Optional)
PSG Loaner Systems	YES Included under PSG warranty
Product Warranty	2 years - LDxN/LDxS 1 year - LDE

\*Somnolyzer is an optional, fee-per-study, clinically validated automated scoring system

© 2017 Koninklijke Philips N.V. All rights reserved. Specifications are subject to change without notice.



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

edoc KD 8/3/17 MCI 4107981 1010 Murry Ridge Lane, Murrysville, PA 15668 800-345-6443 • 724-387-4000