



**PHILIPS**  
RESPIRONICS

**PSG systems**

Feature comparison guide



# 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](mailto:sleep.diagnostics@philips.com) for a quote or to schedule a product demonstration.

# PSG hardware comparisons

	Philips Respironics PSG			Competitor 1	Competitor 2
	Alice LD <sub>e</sub>	Alice LD <sub>x</sub> S	Alice LD <sub>x</sub> N	Model:	Model:
<b>Total Channels</b>	31	55	68		
<b>EXG Channels</b>	5 EMG 6 EEG 2 EOG	5 EMG 19 EEG 2 EOG	5 EMG 32 EEG 2 EOG		
<b>Differential (EMG)</b>	3 (3 - auto-chin referencing)	5 (3 - auto-chin referencing)	5 (3 - auto-chin referencing)		
<b>Referential (EEG/EOG)</b>	6 EEG 2 EOG	19 EEG 2 EOG	32 EEG 2 EOG		
<b>ECG</b>	1	7 (3 physical and 4 derived)	7 (3 physical and 4 derived)		
<b>Headbox</b>	- Analog to digital conversion at headbox - Built in amplifier with integrated zRIP modules	- Analog to digital conversion at headbox - Built in amplifier with integrated zRIP modules	- Analog to digital conversion at headbox - Built in amplifier with integrated zRIP modules		
<b>Continuous Real Time Impedance Display</b>	YES	YES	YES		
<b>"V" ECG Input</b>	NO	YES	YES		
<b>Flow</b>	YES Dedicated differential pressure transducer with snore	YES Dedicated differential pressure transducer with snore	YES Dedicated differential pressure transducer with snore		
<b>Snore</b>	YES	YES	YES		
<b>Body Position</b>	1	1	1		
<b>Actimeter Inputs</b>	2	2	2		
<b>Effort (Chest/Abdominal)</b>	zRIP DuraBelt integrated RIP driver	zRIP DuraBelt integrated RIP driver	zRIP DuraBelt integrated RIP driver		
<b>Aux Inputs/DC Inputs</b>	8	8	8		
<b>Signal Resolution/Bit</b>	16 bit	16 bit	16 bit		
<b>Max Sampling Rate</b>	2000 Hz	2000 Hz	2000 Hz		
<b>Max Storage Rate</b>	500 Hz	500 Hz	500 Hz		
<b>Pulse Transit Time</b>	NO	YES	YES		
<b>Titration Device Integration (Digital)</b>	YES Eliminates the need for external calibration	YES Eliminates the need for external calibration	YES Eliminates the need for external calibration		
<b>ETCO<sub>2</sub> LoFlo Device Integration (Digital) LoFlo not included</b>	YES Eliminates the need for external calibration	YES Eliminates the need for external calibration	YES Eliminates the need for external calibration		
<b>Bedside Display</b>	YES With optional Bedside Assistant	YES With optional Bedside Assistant	YES With optional Bedside Assistant		
<b>Connectivity</b>	Capable (wired ethernet)	Capable (wired ethernet)	Capable (wired ethernet)		
<b>Pulse Oximetry</b>	Masimo or Nonin	Masimo or Nonin	Masimo or Nonin		
<b>Internal Memory</b>	60 GB hard drive	60 GB hard drive	60 GB hard drive		
<b>Video</b>	Networked	Networked	Networked		
<b>Audio</b>	Integrated with video + VOIP	Integrated with video + VOIP	Integrated with video + VOIP		
<b>PSG Loaner Systems</b>	YES Included under PSG warranty	YES Included under PSG warranty	YES Included under PSG warranty		
<b>Warranty</b>	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. **2**

# PSG software comparisons

	Philips Respironics PSG	Competitor 1	Competitor 2
	Alice LD <sub>E</sub> -LD <sub>S</sub> -LD <sub>N</sub>	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		
ETCO <sub>2</sub> LoFlo Device Integration (Digital) LoFlo device not included	YES Eliminates the need for external calibration		

\*Somnolyzer is a fully integrated computer assisted sleep scoring system option within Sleepware G3 with a per-use license activation fee.

# Financial security comparisons

	Philips Respironics PSG			Competitor 1	Competitor 2
Evaluating Extra PSG Costs (After Install)	Alice LD <sub>E</sub>	Alice LD <sub>X</sub> S	Alice LD <sub>X</sub> N	Model:	Model:
<b>Software Updates</b>					
Are all software updates included with PSG purchase price?	YES	YES	YES		
<b>Do service contracts need to be purchased to receive:</b>					
- 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		
<b>If PSG manufacture includes software updates, ask:</b>					
- 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		
<b>Software Licensing</b>					
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		
<b>Starter Sensor Kits</b>					
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		
<b>PSG Loaner Systems</b>					
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		
<b>Warranty</b>					
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		
<b>Sub Total</b>					

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## Financial security comparisons *(continued)*

Evaluating Extra PSG Costs (After Install)	Philips Resironics PSG			Competitor 1	Competitor 2
	Alice LD <sub>E</sub>	Alice LD <sub>X</sub> S	Alice LD <sub>X</sub> N	Model:	Model:
<b>Sleep VIP Mask &amp; Accessories Program</b>					
Does manufacturer have a sleep lab supply program for discounted sleep lab masks and other related items?	YES	YES	YES		
<b>Installation</b>					
Is installation included with PSG bundle purchase price?	YES	YES	YES		
What is the additional cost of installation if not included?	NA	NA	NA		
<b>Training</b>					
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		
<b>Financial Packages</b>					
Can PSG manufacturer offer multiple leasing 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		
<b>Total</b>					

# PSG accessory comparisons

	Philips Respironics PSG			Competitor 1	Competitor 2
PSG Accessory Comparisons - Think Adaptability, Value	Alice LD <sub>E</sub>	Alice LD <sub>X</sub> S	Alice LD <sub>X</sub> N	Model:	Model:
<b>PSG Accessories: Computers, Monitors and Video</b>					
Does PSG company provide you accessories that will meet your needs today and allow you room to grow?	YES	YES	YES		
<b>Computers</b>					
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		
<b>Monitor</b>					
What are the monitor specifications?					
- Size	24" Color	24" Color	24" Color		
<b>Video</b>					
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		
<b>Lab Titration Equipment</b>					
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 ETCO <sub>2</sub> LoFlo device, thus eliminating the need for external calibrations?	YES	YES	YES		
<b>Sensors</b>					
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 ETCO <sub>2</sub> device?	YES LoFlo	YES LoFlo	YES LoFlo		

# Sleep diagnostics support comparisons

Sleep Diagnostic Support Comparisons	Philip Respironics	Competitor 1	Competitor 2
<b>Manufacturer</b>			
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		
<b>Support</b>			
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		

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## Sleep diagnostics support comparisons *(continued)*

Sleep Diagnostic Support Comparisons	Philip Respironics	Competitor 1	Competitor 2
<b>Full-Service Sleep Labs</b>			
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

	Philips Respironics PSG			Competitor 1	Competitor 2
	Alice LD <sub>E</sub>	Alice LD <sub>xS</sub>	Alice LD <sub>xN</sub>	Model:	Model:
<b>Total Channels</b>	31	55	68		
<b>Base Station</b>	YES	YES	YES		
<b>Headbox (Amplifier)</b>	Built in amplifier with integrated zRIP modules	Built in amplifier with integrated zRIP modules	Built in amplifier with integrated zRIP modules		
<b>Sleepware G3 with Somnolyzer*</b>	YES	YES	YES		
<b>Unlimited Software Updates</b>	YES	YES	YES		
<b>Unlimited Site Licensing</b>	YES	YES	YES		
<b>Installation</b>	YES	YES	YES		
<b>Customer Training</b>	YES	YES	YES		
<b>Report Writing</b>	YES Up to 4 hours included	YES Up to 4 hours included	Yes Up to 4 hours included		
<b>Live 24/7 Product/ Technical Support</b>	YES	YES	Yes		
<b>Accessories</b>					
<b>Computer</b>	YES	YES	YES		
<b>Monitor</b>	YES 24" Color Monitor	YES 24" Color Monitor	YES 24" Color Monitor		
<b>Video</b>	YES Analog Bullet Camera	YES Digital PTZ Camera	YES Digital PTZ Camera		
<b>Starter Sensors</b>	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		
<b>Oximeter and Sensor</b>	Nonin Xpod (Included) MASIMO (Optional)	Nonin Xpod (Included) MASIMO (Optional)	Nonin Xpod (Included) MASIMO (Optional)		
<b>PSG Loaner Systems</b>	YES Included under PSG warranty	YES Included under PSG warranty	YES Included under PSG warranty		
<b>Product Warranty</b>	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.

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



# Alice 6 PSG convenience bundles

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

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

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

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