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** for a quote or to schedule a product demonstration.

PSG hardware comparisons

	Philips Respironics PSG			Competitor 1	Competitor 2
	Alice LDE	Alice LDxS	Alice LDxN	Model:	Model:
Total Channels	31	55	68		
EXG Channels	5 EMG 6 EEG 2 EOG	5 EMG 19 EEG 2 EOG	5 EMG 32 EEG 2 EOG		
Differential (EMG)	3 (3 – auto–chin referencing)	5 (3 – auto–chin referencing)	5 (3 – auto–chin referencing)		
Referential (EEG/EOG)	6 EEG 2 EOG	19 EEG 2 EOG	32 EEG 2 EOG		
ECG	1	7 (3 physical and 4 derived)	7 (3 physical and 4 derived)		
Headbox	– 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		
Continuous Real Time Impedance Display	YES	YES	YES		
"V" ECG Input	NO	YES	YES		
Flow	YES Dedicated differential pressure transducer with snore	YES Dedicated differential pressure transducer with snore	YES Dedicated differential pressure transducer with snore		
Snore	YES	YES	YES		
Body Position	1	1	1		
Actimeter Inputs	2	2	2		
Effort (Chest/Abdominal)	zRIP DuraBelt integrated RIP driver	zRIP DuraBelt integrated RIP driver	zRIP DuraBelt integrated RIP driver		
Aux Inputs/DC Inputs	8	8	8		
Signal Resolution/Bit	16 bit	16 bit	16 bit		
Max Sampling Rate	2000 Hz	2000 Hz	2000 Hz		
Max Storage Rate	500 Hz	500 Hz	500 Hz		
Pulse Transit Time	NO	YES	YES		
Titration Device Integration (Digital)	YES Eliminates the need for external calibration	YES Eliminates the need for external calibration	YES Eliminates the need for external calibration		
ETCO2 LoFlo Device Integration (Digital) LoFlo not included	YES Eliminates the need for external calibration	YES Eliminates the need for external calibration	YES Eliminates the need for external calibration		
Bedside Display	YES With optional Bedside Assistant	YES With optional Bedside Assistant	YES With optional Bedside Assistant		
Connectivity	Capable (wired ethernet)	Capable (wired ethernet)	Capable (wired ethernet)		
Pulse Oximetry	Masimo or Nonin	Masimo or Nonin	Masimo or Nonin		
Internal Memory	60 GB hard drive	60 GB hard drive	60 GB hard drive		
Video	Networked	Networked	Networked		
Audio	Integrated with video + VOIP	Integrated with video + VOIP	Integrated with video + VOIP		
PSG Loaner Systems	YES Included under PSG warranty	YES Included under PSG warranty	YES Included under PSG warranty		
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 LDᴇ–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		

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

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Financial security comparisons

Evaluating Extra PSG Costs (After Install)	Philips Respironics PSG			Competitor 1	Competitor 2
	Alice LDᴇ	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					

Financial security comparisons *(continued)*

Evaluating Extra PSG Costs (After Install)	Philips Respironics PSG			Competitor 1	Competitor 2
	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 **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		
Total					

PSG accessory comparisons

PSG Accessory Comparisons – Think Adaptability, Value	Philips Respironics PSG			Competitor 1	Competitor 2
	Alice LD_E	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

	Philips Respironics PSG			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.

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

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 – LD$_E$

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

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