



# Innovative Solutions *in Sleep Therapy*





# All We Do Is Sleep

Since BMC's founding in 1996, BMC's sole focus and core competency has been sleep diagnosis and sleep therapy. As a leading manufacturer, developer, and supplier of products for the diagnosis and therapy of sleep-disordered breathing, BMC® brings to the market one of the most sophisticated product R&D engineering teams in the industry and a deep and innovative new product pipeline. Our product offering ranges from a full line of polysomnography equipment, sleep screeners, nasal interfaces, to Continuous Positive Airway Pressure (CPAP) devices, Auto-Adjusting CPAPS and Bi-Level CPAP devices.



3B™ Medical, Inc. is the North American sales arm of BMC, providing exclusive sales, service and support.

At BMC/3B, all we do is sleep.



sleep

Quiet operation  
<28db

RESlex™ exhalation  
relief

Infrared controlled  
integrated humidifier

Remote compliance  
data retrieval with  
iCode®

Automatic leak and  
altitude adjustment



RESmart® CPAP



# Improving Profitability and Margins

When selecting your CPAP device and interface, know your true cost and Return on Investment. 3B™ offers DME homecare vendors the best ROI in the industry. The cost savings are not only reflected in the upfront device cost, but also in the residual reimbursement income over the life of the device.

3B's pricing policy is geared towards maximizing profitability for our customers. 3B™ strives to maintain the lowest replacement costs in the industry. In addition to the immediate upfront cost savings in the purchase of a 3B™ device, the true return on investment is calculated by adding the residual income of a device. The 3B™ line of CPAP devices and interfaces reflect an average cost savings of 30% over equivalent devices on the initial purchase and 50% on replacement costs.



comfort

Quiet operation  
<28db

Personal sensitivity  
settings

RESlex™ exhalation  
relief

Infrared controlled  
integrated humidifier

Remote compliance  
data retrieval with  
iCode®

Automatic leak and  
altitude adjustment



RESmart® Auto CPAP



# Masks

## **Willow™ Nasal Pillow Mask**

Willow™ is a premium lightweight nasal pillow mask, rated extremely high in patient comfort. The Willow™ has soft tapered nasal pillows, light weight quick fitting headgear, and multi-hole vents designed to disperse air quietly.



## **iVolve® Nasal Mask**

iVolve® is an innovative nasal mask. With a unique 3\*2 gears adjustable forehead frame, the iVolve® allows for personalized fit, seal and comfort. The original adaptive headgear clips are easy to attach and detach, and can conform to the face to maintain a comfortable and leak free fit.



reliability

# What is iCode®?

iCode® allows remote access of sleep compliance data with a phone call.

- iCode® is web based. No software installation or direct cable connections are necessary.
- iCode® is free, and comes standard on every model.
- iCode® can be accessed anywhere at any time, by the DME homecare provider, physician or patient, allowing easy monitoring of patient adherence.
- iCode® includes reporting of Daily Compliance, Average P95, Mean Pressure, Apnea-Hypopnea Index, Snore Index, Best 30 Day Adherence Score, and %High Leak Time.



iCode™



# 3B iCode Connect™

iCode Connect™, a cloud-based information management system that makes transferring sleep reports seamless. iCode Connect™ integrates with 3B's free smartphone app, a first-of-its-kind app that decodes and sends sleep reports with the snap of a photo. iCode® and iCode Connect™ manage patient records, develop patient reports and track overall treatment progress of CPAP and sleep apnea patients.



iCode Connect™ makes treating sleep disorder patients easier and more efficient. It provides accurate, timely data, is HIPAA compliant and cloud-based, so the information can be sent to various healthcare providers with no additional costs.

Our iCode® app and new cloud-based portal, iCode Connect™ work together to provide communication to the entire team – patients, respiratory therapists, physicians and clinicians – without the use of costly home visits and modems.

iCode Connect™ eliminates the logistical challenges of inventorying and retrieving modems and SD cards from patients. In addition to eliminating modem costs, monthly service fees and the cost of a home visit, iCode Connect™ can function with only a smart phone. If a patient can take a picture, a sleep compliance report can be produced quickly and retrieved by the entire healthcare team. iCode Connect™ utilizes optical character recognition technology to process a photograph and extract sleep data from the display to produce a full sleep report. The iCode Connect™ web portal can capture data from the iCode® phone app, upload from an SD card, or capture the report from the iCode online report generator.

iCode Connect's™ web portal also archives patient sleep data. In addition to capturing all sleep reports, iCode Connect™ also acts as an easy and convenient way for physicians and home medical equipment supplier to trade patient notes, maintain prescription information and monitor patient progress. iCode Connect™ works seamlessly with 3B's iCode® application for Android and iPhone and online report generation. Collected data includes device, mask and accessory prescriptions; model numbers and sizes; contact information; a log of past patient interactions; patient photo; primary and secondary insurance; medical care team; reminders and notes.

**3B BMC iCode™ Connect**  
Sample Co., Ltd.

Home Patients Users  
Logged in as Doe, John (logout)  
Add Patient

Viewing patient record for **Doe, Jane**

**Therapy details**      **Contact info**      **Physician info**

Therapy details	Contact info	Physician info
Name: Jane Doe	Street 1: 123 Sample Ave	Name: David Longstone
Date of birth: 10/02/2013	Street 2: NEA	Organization: Longstone Health
Gender: Female	City: Lake Wales	Street 1: 123 Merry Way
Patient ID: janedoe1	State: FL	Street 2:
Clinician: Doe, John	ZIP: 33863	City: Lake Wales
Current device: CS312096564	Phone: (863) 555-5555	State: FL
Started on: 7/04/2013	Mobile: NEA	ZIP: 33863
		Phone: (863) 555-5555
		Mobile:

Add note  
Show 10 entries

Last updated	Added by	Note
This patient does not have any notes yet.		

Showing 0 to 0 of 0 entries

← Previous      Next →

**Average Pressure & P15**      **Compliance (%)**

Pressure (mmHg)	Compliance (%)
10	20
12	40
14	60
16	80
18	100

**3B BMC iCode™ Connect**  
Sample Co., Ltd.

Home Patients Users  
Logged in as Doe, John (logout)  
Add Patient

Show 10 entries

Patient ID	Name	Sex	City	State	Clinician	Last
janedoe1	Doe, Jane	F	Lake Wales	FL	Doe, John	10/02/2013
jdoe1	John, Doe	M	Lake Wales	FL	Doe, John	10/02/2013

Showing 1 to 2 of 2 entries

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# 3B iCode Connect™

Innovative Solutions in Sleep Therapy™

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for Android and iPhone and online report generation. Collected data includes device, mask and accessory prescriptions; model numbers and sizes; contact information; a log of past patient interactions; patient photo; primary and secondary insurance; medical care team; reminders and notes.

**3B iCode™ Connect**

Sample Co., Ltd.

Home Patients Users

Logged in as: Doe, John (logout)

Add Report  
Edit Patient  
Set Physician

Viewing patient record for **Doe, Jane**

Therapy details		Contact info		Physician info	
Name	Jane Doe	Street 1	123 Sample Ave	Name	David Livingstone
Date of birth	10/02/2013	Street 2	N/A	Organization	Livingstone Health
Gender	Female	City	Lake Wales	Street 1	123 Merry Way
Patient ID	janedoe1	State	FL	Street 2	
Clinician	Doe, John	ZIP	33853	City	Lake Wales
Current device	CSX1209E564	Phone (BE)	555-5555	State	FL
Started on	1/04/2013	Mobile	N/A	ZIP	33853
				Phone (BE)	555-5555
				Mobile	

Add note

Show 10 entries

Last updated	Added by	Note
This patient does not have any notes yet.		

Showing 0 to 0 of 0 entries

Search:

Show 10 entries

Reports for Jane Doe										
Collected	Period	Compliance	Best 30	Avg. time	Avg. pressure	Avg. P95	AIR	SW	High leak time	
10/02/2013	90	80% (27/30)	90% (27/30)	6:31	10.5	12	5	17.5	0	✖
9/02/2013	90	53% (24/30)	80% (24/30)	6:19	10.5	12	5.5	16	0	✖
8/04/2013	90	27% (22/30)	73% (22/30)	5:56	10.5	12	6	14.5	0	✖

Showing 1 to 3 of 3 entries

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### Average Pressure & P95

■ Avg. pressure  
■ Avg. P95

### Compliance (%)

### Apnea-Hypopnea Index

AHI



