

This issue

Company & Product Background

How can Sensi benefit my practise?

Sensi @ CPC Qualicare

Upcoming Events

diacoustic[™]
MEDICAL DEVICES (PTY) LTD

Official Newsletter

How can Sensi benefit my practise?

Sensi is here to enhance your medical practice. Just like any new technology releases we are already seeing that the practices that have started using Sensi are now only relying on Sensi to make their auscultation decisions.

These practices are not only providing a better service to their patients with at point of care diagnosis but at the same time they are also differentiating themselves from other practices. A good example is the increase in referrals of suspected heart murmurs to a Paediatric practice in Cape Gate Mediclinic using Sensi from general physicians.

By using the latest technology in your practice can help spread the word and help differentiate you and your practice.



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DIACOUSTIC MEDICAL DEVICES

Welcome to Diacoustic's first news letter

Diacoustic would like to Welcome you to our Monthly Newsletter. Here you will be able to read about our product updates, our monthly activities, our latest news and what our plans are for the next month is to come.

Company & Product Background

Diacoustic Medical Devices, founded in 2007 and situated in Stellenbosch, South Africa, focuses on the development of auscultation solutions for the medical device and mobile health market with major shareholders the Industrial Development Corporation, Stellenbosch University and Geomed. Initially studies and research was conducted to evaluate the current position of auscultation in South Africa, Egypt and the United Kingdom. Through active research and clinical studies, Diacoustic developed the first ever cost effective auscultation solution in South Africa.

Sensi is a Computer-aided Auscultation (**CAA**) device that acquires heart sounds by using a WelchAllyn electronic stethoscope, as well as computer and decision support software to record and analyse acoustic heart signals. The Sensi Software is a non-invasive medical device used to help doctors in their diagnosis of **congenital heart defects (CHDs)**.

Heart signals are processed by means of algorithms that analyse the recording to identify specific heart sounds, including S1, S2 and suspected heart murmurs. Results of the auscultation are displayed on a graphic user interface and can easily be shared with specialists (or physicians) and allow unlimited storage of patient data.

Diacoustic is proud to announce the introduction of the Sensi software into the international market. Taking us one step closer in becoming a renown provider of auscultation devices and software for the international medical device and mobile service provider market.

Download Sensi Sound for FREE

- Download Sensi from our website
www.diacoustic.co.za
- Use quality headphones while listening to the heart sounds
- Available to all medical training facilities

Latest News:

FDA Approval

The 30th of June 2011 brought good news to the future of heart auscultation. Diacoustic received notification that their Computer-Aided Auscultation device, Sensi has been approved and cleared by The United States Food & Drug Administration (FDA). This is a big milestone in the history of Diacoustic, something most companies struggle to achieve. Sensi Software can now be sold and marketed in the USA.

Sensi on Bizcommunity

Sensi is newsworthy enough to become talk of the medical industry in South Africa. Go and look at our article on Bizcommunity "Sensi gets FDA Clearance".

Sensi Sounds @ Tygerberg Skills Lab

Sensi Sound has recently been installed at the University of Stellenbosch Faculty of Health, Skills Lab department. As an educational resource Sensi Sounds comes with multiple real-world recordings of the most common congenital heart defects. It's look-and-feel is exactly the same as the Sensi edition and also offers the diagnosis functionality to classify heart murmurs.



Sensi Creating a Stir

Sensi at the CPC QualiCare General Practitioner Conference

The CPC Qualicare Conference was objectively aimed at GP's in order to obtain CPD points at the different courses presented on the day.

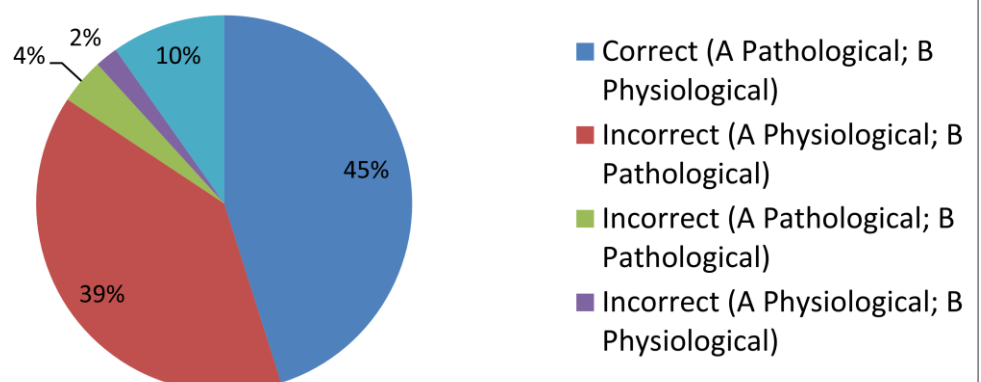
Diacoustic stall was well centred and easily accessible when doctors had to exit the lecture room. We had a Video display projecting onto the wall, laptops with Sensi programs visible and a Welch Allyn electronic Stethoscope as a prize-giveaway. Doctor's had to come and visit the Diacoustic stall and simply listen to two heart sounds and then distinguish whether they were pathological or physiological. The outcome of the results were to establish whether doctors were mostly certain of what they heard or guessed whether a heart murmur was serious or not. **45% of doctors that participated in this test made the correct diagnosis, 45% had an incorrect diagnosis and 10% had incomplete results. (See chart)**

Quote of the day: Deciding between a pathological and physiological murmur is like flipping a coin.

Positives of the Event:

- The Diacoustic Stall was well located
- Display of Sensi device was visually appealing
- Ability to win an Electronic Stethoscope was attractive
- A relative amount of interest was shown especially to younger & middle aged doctors
- The Sensi brand name will be more recognised when GP's hear of it again.
- Some doctor's admitted that it was difficult to hear and another said that most of the time it is a guessing game when they establish whether a heart murmur was pathological or physiological

Results: Correct and Incorrect Diagnosis %



Sensi @ School

September is Heart Month

Diacoustic is all about giving back to the community. Because September is Heart Awareness Month, our Corporate Social Responsibility entices Sensi to go back to School. We will be visiting Noordeind Primary School in Paarl on the 23rd of September in order to raise awareness for Congenital Heart Defects and teach children what a healthy heart is all about.



8 out of 1000 born children have Congenital Heart Defects



“My heart has been screened”

What physicians using Sensi has to say...

“[Sensi] More importantly...allows doctors to diagnose and treat problems before they become life-threatening,” says **Dr Gerhard Schoonbee** a General Practitioner in Caledon, Western Cape.

“Sensi will add value to the practices of general practitioners, paediatricians and midwives. It is also of great value to rural doctors and primary-care healthcare providers in rural clinics where specialist services are less available,” says Cape Town paediatrician **Dr Pieter Fourie**, who uses Sensi daily in his practice.



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DIACOUSTIC MEDICAL DEVICES

This Month's Q&A Tips

Q: Can I obtain reimbursement for using Sensi in my practise on a patient?

A: Yes, it is possible to charge the patient for performing an ECG recording. Although no ECG analysis is performed, it is required for the correct segmentation of the heart sound and therefore the correct diagnosis.

No procedural code exists for computer-aided auscultation.

Q: Is the using of Sensi limited to paediatric patients?

A: No, it could be used on all patients with a suspected pathological heart murmur due to a malformation of the heart. It is therefore not limited to paediatric patients.



Upcoming Events:

See Sensi @:

- Tygerberg Academic Day 17/18 August
- University of Free State Academic Day 25/26 August
- University of Pretoria Academic Day 30/31 August

Read about Sensi @:

- Medical Chronicle September 2011 Issue
- Engineering News 2 September 2011 Issue