

LYRIC PROVIDER OFFICE EQUIPMENT GUIDE

Overview

This guide is to help new Lyric practices with outfitting their office with the equipment necessary for offering Lyric. The packages and recommendations made in this guide are based on our clinical and training team's assessment along with feedback from current providers. Obviously, pricing and user preferences will vary from region to region, and we ask that you work with your territory manager to determine which purchases are best for your practice.

Basic Requirements

Working with Lyric requires the office being equipped with one of the packages below. They are listed from minimum to premium with higher levels providing additional features, advantages and cost. We have found offices to find success in each of the levels below and often find practices starting at lower levels and investing in a higher package as their Lyric experience grows.

Minimum

- Headlight
- Video Otoscope
- Manual chair & Exam Stool
- Cerumen Management Tools

Basic

- 30k Lumen Headlight
- Video Otoscope
- Manual Chair & Exam Stool
- Cerumen Management Tools

Advanced

- Magnification with Surgical Loupes
- 30k Lumen Headlight
- Power Chair & Exam Stool
- Cerumen Management Tools

Premium

- ENT Microscope
- PowerChair & Exam Stool
- Cerumen Management Tools

The following two pages discuss more in depth our clinical team's recommendations for magnification equipment and standard office equipment. It also leads you in the direction of experienced suppliers that have worked with Lyric practices already.

Office Equipment Recommendations for Offering Lyric

• Magnification Equipment (Recommended Options)

◦ A Standard ENT Microscope

Pros: This option provides premium magnification and high quality visualization. Offices have found this item particularly helpful for cerumen management and it is our clinic team's preferred option.

Cons: This option is more expensive, requires more space in a fixed location, and needs training to become proficient.

Microscope requirements:

- Built-in lamp
- Be either wall or floor mounted (customer preference)
- Minimum 4x magnification
- Straight or inclinable binocular head (customer preference)
- Working distance: Should be in range of 100-400mm

Cost range: Approximately \$5,000 – \$10,000

Manufacturers:

- Seiler Instruments – www.seilerinst.com
- Leica Microsystems – www.leica-microsystems.com
- Carl Zeiss Meditec – www.meditec.zeiss.com
- JedMed – www.jedmed.com

◦ Loupes-Style Head Microscopes & LED Light Source

Pros: This option is less expensive, quicker to learn, and provides increased flexibility & mobility from room to room.

Cons: Somewhat lower magnification and visual quality than Standard ENT microscopes. Easier to damage or break.

Loupes & Light Source requirements:

- Either spectacle or headband mounted (customer preference)
- Minimum 3.5x magnification
- Binocular style head
- Working distance: Should be in range of 100-400mm
- Wired or Wireless LED Light Source (customer preference)
- LED Light source of minimum 30k lumens

Cost range: Approximately \$2,800 - \$5,000

Manufacturers:

- Heine Optotechnik – www.heine.com
- Carl Zeiss Meditec – www.meditec.zeiss.com
- Seiler Instruments – www.seilerinst.com
- JedMed – www.jedmed.com

- **Basic Medical Exam Chair & Stool**

- **Exam Chair**

- Chair requirements:

- Recline & Swivel Rotations
 - Manual Lift or Powered (Customer preference)
 - 350 lbs weight capacity
 - If online purchase, check return policy since quality is difficult to determine online

- Cost range: Manual \$500 – \$1,000; Powered \$6,000 – \$10,000

- Manufacturers: Wide-variety of manufacturers sold through most medical supply companies.

- **Exam Stool**

- No requirements: Customer preference only

- Cost range: Approximately \$150-250

- Manufacturers: Wide-variety of manufacturers sold through most medical supply companies.

Optional Tools to Further Enhance Your Lyric Offering:

- **Video Otoscope** – For capturing before & after pictures of the TM & Ear Canal.

- **Cerumen Management Tools:** For providers performing cerumen management, we recommend owning the following or similar type products:

- Gomco Suction/Irrigation Aspirator - ~\$1,200
 - Baron Suction Tubes #3 (1mm) & #7 (2mm) - ~\$20/each
 - Frazier Suction Tubes #8 (2.5mm) & #10 (3.5mm) - ~\$20/each
 - Treatment Cabinet - ~\$5,000
 - Gruber Specula, set of 4, oval
 - Hartman Specula, set of 4, round
 - Buck Curette, blunt, angled, set of 5 size 00, 0, 1, 2, & 3
 - Lucae Ear Hook – 2mm
 - Hartman Alligator Forceps, serrated, 4 sizes: 3.5", 5.5", & 6.5"
 - Micro Alligator Forceps, 8 x 4.5 mm, serrated, 3.5"
 - 6 inch cotton applicators – Purchase in packs of 100
 - Stainless steel medical instrument/surgical tray – Approx 8"x12" size

Product Suppliers: A number of suppliers offer the medical products recommended in this guide, below is an alphabetized list of several that are knowledgeable on Lyric and have previously worked with Lyric providers:

- Oak Tree Products – www.oaktreeproducts.com
 - Preferred Products (Instruments ONLY) – www.preferredproduct.com
 - JedMed – www.jedmed.com