

2015

As I reflect on the activities of the last financial year I believe that SomnoMed can now offer a product that 'ticks all the boxes' for the physician, the dentist and the patient suffering from the effects of Obstructive Sleep Apnoea.

Evidence. In 2014 more trials contributed to a growing body of clinical evidence demonstrating "similar Health Outcomes" when comparing Obstructive sleep Apnoea patients treated with Somnodent or CPAP.*

Patient Comfort Survey. 460 responders told us that 74% or 340 patients wear their device every night, all night.

Product Innovation. SomnoDent Fusion was launched in Oct 2014 offering increased strength and titration range.

Compliance Monitoring. Dentitrac (by Braebon) was launched in November 2014 with the ability to record and report on the number of hours a SomnoDent patient wears their device in supine and non-supine sleeping position.

Clinical Trials. SomnoMed Australia is currently supporting five clinical trials in Australia with a further 6 studies supported internationally.

Insurance. In 2014 A Major Health fund in Australia recently raised the rebate on item number 984 to \$1190, recognising the value of treating patients suffering from Obstructive Sleep Apnoea and snoring with a SomnoDent device.

Manufacturing Technology. With the introduction of CAD/CAM technology SomnoMed will soon be able to receive and print models electronically, improving accuracy, efficiency and delivering cost and time savings. Currently all models are scanned and printed electronically and an electronic record is filed for future reference.

Dental Education. With our ongoing support of the ASA Oral Sleep Medicine Course, SomnoMed continues to educate dentists through our Introduction to Dental Sleep Medicine courses held throughout the year in Australia and New Zealand.

Peter Field,
Director - Sales & Marketing - ANZ



From our Development Team

Often the hardest part of taking impressions for a new SomnoDent is the bite registration. Finding the right starting position for the patients new device is critical.

In all the different chapters of Dental Sleep Medicine, bite registration seems to be the topic that creates the most discussion. As a manufacturer, SomnoMed recognises and accepts all bite registrations including, George Gauge, Neuro-muscular, Physiologic and Phonetic bite.

The most important thing for the patient is that the starting position is comfortable and that the new splint can be adjusted further as required.

For the treating dentist, we believe that the most important aspect is a technique that allows an objective measurement of the best starting position for the patient.

As a manufacturing Laboratory, the bite registration needs to give our technicians 3.0mm of opening at the closest point between opposing arches to allow enough acrylic for strength and durability of your SomnoDent.

Christopher Bedford
Vice President
Global Production & Product Development.

Wataru in our Sydney Laboratory

A note from Dr Michael Stubbs.

Dr Michael Stubbs is an Oral Medicine specialist who has become actively involved in the treatment of patients with sleep disordered breathing and snoring. Michael says "as fate would have it, I also have sleep apnoea and yes, I wear a SomnoMed device" so teaching the area to dental colleagues was a very easy transition. "I really enjoy the opportunity to meet colleagues who have similiar interests in changing both the patients quality of life and ultimately patient longevity."

As I specialize in the treatment of chronic temporomandibular disorders and oro-facial pain, being involved in teaching dental colleagues about patient selection criteria for the use of a mandibular advancement splint and working through any patient case problem, is aimed at trying to improve success of patient compliance and comfort.

Recently Some interesting studies associated with the correlation between reported patient compliance and using a mandibular advancement device (Van der Veken et al Thorax January 68 (1) :91-96 2013) with a compliance chip over a 3 month period, found the self reported compliance correlated with objective measure of patient. The value of having a compliance chip will enable both the dentist and referring sleep physician the opportunity to record the frequency of patient use up to 6 month period. It also allows us to determine the amount of time the patient is in supine and non-supine sleep position. The clinical outcome for any patient with sleep disordered breathing is posture related devices worn while sleeping can further improve patient outcomes.

Dr Michael Stubbs has 5 clinics located in Melbourne, Ballarat and Geelong. Recently Michael has joined the Epworth Hospital in Camberwell and will work as part of the Epworth Sleep Unit, to enable complete management of a patient from a diagnosis of sleep disordered breathing to treatment of the condition. He already operates at 20 Collins Street and The Alfred Hospital.



Dr Michael Stubbs

Welcome to SomnoMed Richard Borradale



image courtesy of visitsunshinecoast.com.au

Richard Borradale comes to SomnoMed with 12 years experience within the Pharmaceutical industry.

Based on Sunshine Coast, Richard has previously worked for companies such as Roche, Wyeth and Bayer and now services the QLD Territory for SomnoMed.

Richard recently completed a degree in nursing science with mental health major and is married with 3 children.

His Hobbies include surfing, fishing and sailing.

If you are a Treating Physician or Dentist in the QLD area and would like to discuss SomnoMed products or be part of our preferred network, Please contact SomnoMed on **1800 445 600.**



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