



Hearing  
Screening

# PELTON SCREENING SERVICES

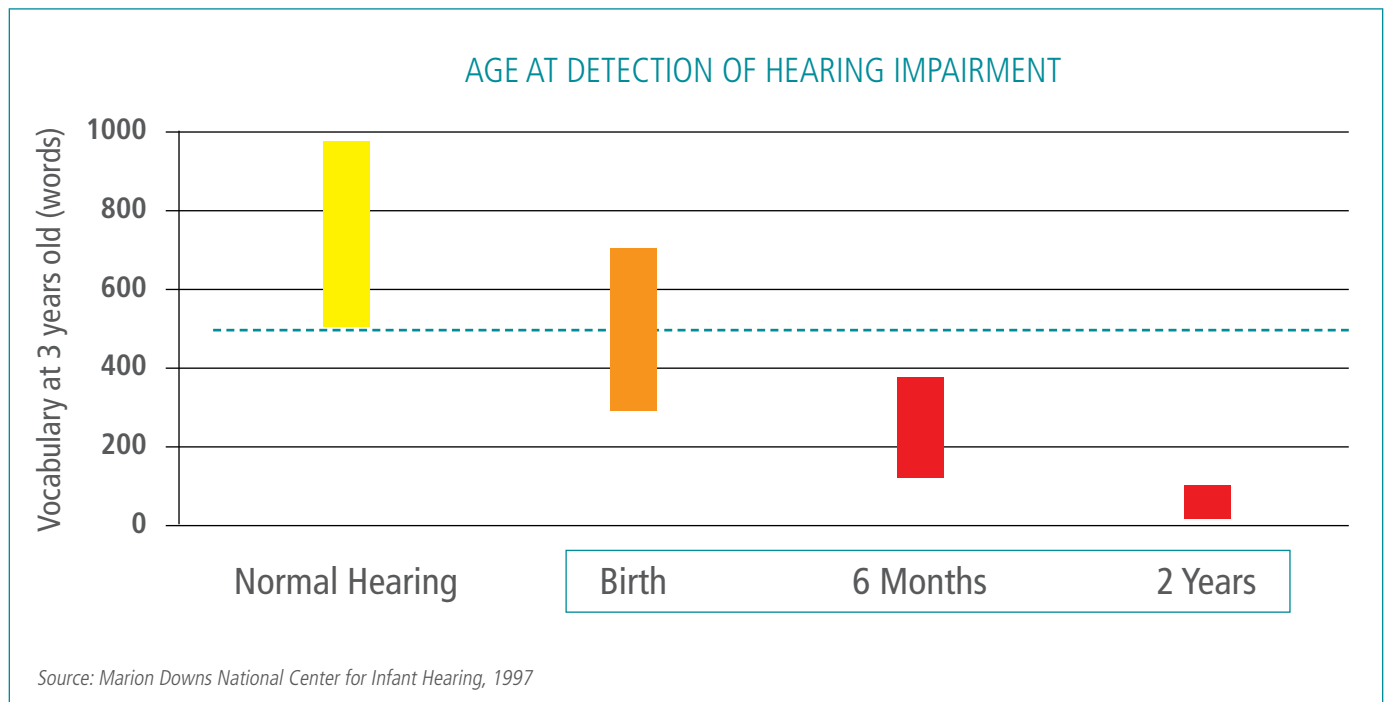
PROVEN. COST-EFFECTIVE. BABY-CENTRIC.

## WHY WE SCREEN


Since early detection of hearing loss is essential for achieving optimal language, learning, and social development, Natus has established Peloton Screening Services, a nationwide program that provides the best possible avenue for identification of infants with hearing loss by meeting the state and national public health goals:

- Screen by one month
- Identification by three months
- Intervention by six months

Peloton provides all aspects of the program your hospital needs: equipment, supplies, screening personnel, case management, and state data management.



*Screening only takes minutes, but early identification impacts a lifetime.*



*“Switching to Peloton to provide hearing screening to our newborns allowed the nurses to focus better on patient care. This is a streamlined process, the onboarding of Peloton was easy, and we have been meeting and exceeding every metric in regards to newborn hearing screening.*

*The staff and leadership have much confidence in the services provided by Peloton.”*

— Scripps Healthcare  
San Diego, California

## WHY PELOTON SCREENING SERVICES

**Peloton Screening Services** is a nationwide program for early identification of infants with hearing loss, with proven screening technology and experienced personnel.

Our goal is to support your efforts to strengthen and promote healthy development for all infants in a family-centered environment.

**Peloton** provides all aspects of the hearing screening program: equipment, supplies, staff, outpatient follow-up, and data management.

**Dedicated Staff** – A cohesive, dedicated staff of technicians, coordinators, nurses and audiologists who become an extension of the hospital team.

**Proven and Cost-Effective** – A proven, cost-effective approach to screening that meets the needs of the hospital, the state, and most importantly – the BABY!

## MEET AND EXCEED JCIH, STATE AND HOSPITAL REQUIREMENTS

- State reporting that meets specific requirements for data tracking and data management
- Value based care
- Provide concurrent documentation in the EMR
- Assist hospital with results documentation in the EMR
- Track patient follow-up and indicated risk factors
- Monitor refer rates, loss to follow-up rates and rescreen guidelines
- Bank-level security controls for PHI and HIPAA compliance
- Options for HL7 enhancements

## FAMILY-CENTERED PROGRAM

- Emphasis on parental education and support

## ENHANCED COMMUNICATION WITH THE MEDICAL HOME

## PEOPLE YOU CAN COUNT ON

### SCREENING STAFF

- Natus-trained and certified technicians

### HOSPITAL AND REGIONAL COORDINATION

- Oversee day-to-day operations
- Screening and data management
- RN, Audiology, Clinical Consultants  
*Plus* Natus Technical and Customer Support

### PROFESSIONAL MEDICAL OVERSIGHT

- Review Peloton screening policies and procedures
- Monitors outcomes and quality indicators
- Tracks Peloton competency programs
- Avenue for enhanced billing

### SEAMLESS TRANSITION OF SCREENING AND FOLLOW-UP

- Adjusts program to hospital protocol
- Aligns with state guidelines and recommendations

## COST EFFICIENT SCREENING SERVICES

### COST-EFFECTIVE SERVICES REDUCE BURDEN ON HOSPITALS AND PARENTS

- All equipment and supplies are provided, reducing the burden on hospital budgets
- Program protocols ensure gold standard hearing screening for all infants without cost becoming a barrier to quality screening
- Dedicated Peloton technicians allow reallocation of valuable nursing time
- Meets or exceeds state mandated quality and outcome measures
- Compliance with state protocols to ensure timely follow-up



*"The physicians love having this program...they like the consistency of having the same group performing the screens, professionally done progress notes, and they are impressed with the screener's willingness to accommodate the timing of the screening."*

— Hillcrest Medical Center, OK

*"The Peloton program helps our hospitals be high-reliable perinatal center of care. We know our patients are receiving great service and the program takes care of documenting and tracking the patients to ensure follow up care is received."*

— St. Luke's Health System  
Boise, Idaho

- **Goal — Cost-effective Value Based Care**
  - Align insurance reimbursement based on current standards of coverage
  - Bill as an in-network provider
  - Accept assignment from insurance companies

Affordable health care requires that health plans pay for preventative services, including newborn hearing screenings that are listed in: *Bright Futures: Guidelines for Health Supervision of Infants, Children, and Adolescents* (Published by the AAP)

## EQUIPMENT YOU CAN TRUST

Using the ALGO® Newborn Hearing Screener means your program will have the most clinically sound and clinically validated results: with 99.7% sensitivity and greater than 97% specificity. These results are based on peer-reviewed clinical studies of nearly 400,000 newborns — which is why ALGO screeners are used to screen millions of babies worldwide every year.

### STATE-OF-THE-ART ALGO AABR® — THE GOLD STANDARD IN HEARING SCREENING

- Highest Clinically Proven: Sensitivity > 99% and Specificity > 97%\*
- Evaluates both cochlear and brainstem auditory function
- Independent, peer-reviewed clinical documentation of performance

### AABR TECHNOLOGY IS RECOMMENDED BY THE JCIH FOR NICU SCREENING

- Best practice is to use for both Well-Baby and NICU
- Same standard of care for all babies at all hospitals

### FULLY-AUTOMATED PASS/REFER CRITERIA

- Quick and baby-friendly using external ear couplers
- Same testing parameters for all babies



*"The Peloton team has been amazing to work with...they have worked with us to create a process that works well for our facility."*

— Hillcrest Medical Center, OK



\*Barbara S. Herrmann, Aaron R. Thornton, and Janet M. Joseph. Automated Infant Hearing Screening Using the ABR: Development and Validation. American Journal of Audiology. Vol.4 6-14 July 1995. Newborn Hearing Screening Bibliography. Natus Medical Incorporated, September 2009, 050319H.



## DATA MANAGEMENT AND REPORTING

### TAILORED TO MEET YOUR NEWBORN HEARING SCREENING REQUIREMENTS

With Neometrics® web-based case management system, hospitals will benefit from efficient tracking and management of results in a secure environment. Data captured by the Peloton team will be stored, managed and reported to meet hospital, state and professional requirements.

- Automates daily workflow
- Records follow-up archives
- Enables secure tracking of infants from entry through receipt of services

### HOSPITAL AND SPONSOR REPORT TEMPLATE



2017 NEWBORN HEARING SCREENING STATS  
Hospital A

|   | Jan      | Feb      | Mar      | Apr      | May      | Jun      | Jul      | Aug      | Sep      | Oct      | Nov      | Dec      | Total    |
|---|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>WELL-BABY</b>  |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Screened  | 253      | 242      | 256      | 225      | 266      | 235      |          |          |          |          |          |          | 1,477    |
| Pass  | 243      | 233      | 250      | 220      | 258      | 227      |          |          |          |          |          |          | 1,431    |
| Refer   | 10       | 9        | 6        | 5        | 8        | 8        |          |          |          |          |          |          | 46       |
| % Passed  | 96.05%   | 96.28%   | 97.66%   | 97.78%   | 96.99%   | 96.60%   |          |          |          |          |          |          | 96.89%   |
| % Referred  | 3.95%    | 3.72%    | 2.34%    | 2.22%    | 3.01%    | 3.40%    |          |          |          |          |          |          | 3.11%    |
| <b>NICU</b>   |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Screened  | 21       | 28       | 34       | 28       | 32       | 26       |          |          |          |          |          |          | 169      |
| Pass  | 21       | 28       | 34       | 28       | 32       | 26       |          |          |          |          |          |          | 169      |
| Refer   | 0        | 0        | 0        | 0        | 0        | 0        |          |          |          |          |          |          | 0        |
| % Passed  | 100.00%  | 100.00%  | 100.00%  | 100.00%  | 100.00%  | 100.00%  |          |          |          |          |          |          | 100.00%  |
| % Referred  | 0.00%    | 0.00%    | 0.00%    | 0.00%    | 0.00%    | 0.00%    |          |          |          |          |          |          | 0.00%    |
| <b>TOTAL RESULTS BY DATE OF SCREEN (pending rescreens will appear on the next month's report)</b> |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Screened  | 274      | 270      | 290      | 253      | 298      | 261      | 0        | 0        | 0        | 0        | 0        | 0        | 1,646    |
| Pass  | 264      | 261      | 284      | 248      | 290      | 253      | 0        | 0        | 0        | 0        | 0        | 0        | 1,600    |
| Refer   | 10       | 9        | 6        | 5        | 8        | 8        | 0        | 0        | 0        | 0        | 0        | 0        | 46       |
| % Passed  | 96.35%   | 96.67%   | 97.93%   | 98.02%   | 97.32%   | 96.93%   |          |          |          |          |          |          | 97.21%   |
| % Referred  | 3.65%    | 3.33%    | 2.07%    | 1.98%    | 2.68%    | 3.07%    |          |          |          |          |          |          | 2.79%    |
| <b>NOT SCREENED (missed, waived, not medically indicated)</b>                                     |          |          |          |          |          |          |          |          |          |          |          |          |          |
| Missed  | 0        | 0        | 0        | 0        | 0        | 0        |          |          |          |          |          |          | 0        |
| Waived  | 0        | 1        | 0        | 0        | 0        | 0        |          |          |          |          |          |          | 1        |
| NMI   | 0        | 0        | 0        | 0        | 0        | 0        |          |          |          |          |          |          | 0        |
| <b>Total</b>  | <b>0</b> | <b>1</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>1</b> |

**Monthly Summary**  
Refer rate for June 2017 = 3.07%; 0 missed; 0 waived. YTD refer rate = 2.79%. These refer rates meet the JCH goal of 1-4%.

### PELTON HOSPITALS

| Hospital     | Start Date | Screening Rate Pre-Peloton | Screening Rate Post-Peloton   | Refer Rate Pre-Peloton | Refer Rate Post-Peloton             |
|--------------|------------|----------------------------|-------------------------------|------------------------|-------------------------------------|
| Hospital A   | 1/5/2016   | 99.73%                     | 99.77%                        | 3.90%                  | 2.69%                               |
| Hospital B   | 6/23/2015  | 96.91%                     | 99.82%                        | 8.82%                  | 3.99%                               |
| Hospital C   | 8/8/2016   | 97.47%                     | 98.16%                        | 5.66%                  | 3.39%                               |
| Hospital D   | 7/13/2015  | 98.59%                     | 99.89%                        | 10.49%                 | 3.51%                               |
| Hospital E   | 2/3/2015   | 89.13%                     | 100.00%                       | 9.02%                  | 2.54%                               |
| Hospital F   | 1/7/2015   | 99.31%                     | 100.00%                       | 13.54%                 | 4.55%                               |
| <b>Total</b> |            | <b>96.86%</b>              | <b>99.61%</b>                 | <b>8.57%</b>           | <b>3.54%</b>                        |
|              |            |                            | <b>2.75% Average Increase</b> |                        | <b>5.12% Decrease in Refer Rate</b> |

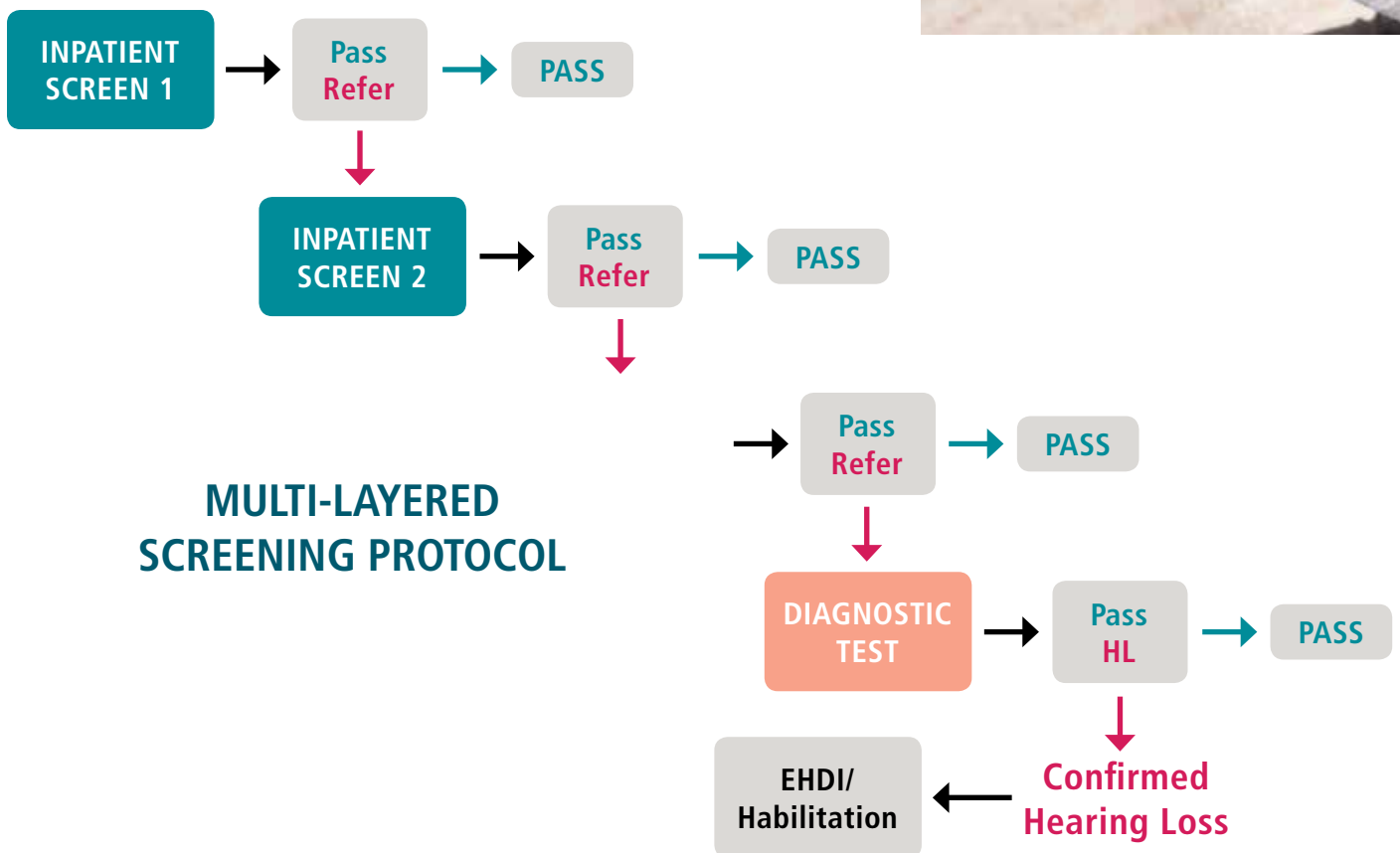
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## BEST-IN-CLASS PROTOCOLS AND QUALITY ASSURANCE

- Enhanced surveillance of risk factors to track late onset or progressive hearing loss provides assurance that babies needing additional services will be identified early in life
- Bank-level security controls for PHI and HIPAA
- Coordination with pediatricians, neonatologists and nursing staff

## COMPREHENSIVE CASE MANAGEMENT AND REFERRAL SERVICES

- Monthly program reports provide screening statistics and outcomes to ensure program quality indicators are being met
- Peloton uses Neometrics® web-based hearing and case management software to facilitate comprehensive follow-up from initial screening to diagnostic assessment
- Coordination with the medical home and state EHDI programs
- Timely follow-up to ensure the earliest detection and alleviate parental concerns





Natus Medical Incorporated  
[www.natus.com/peloton](http://www.natus.com/peloton)

*Natus...Where Babies Come First.<sup>®</sup>*

*Register for the Neonatal Care Academy at [www.neonatalcareacademy.com](http://www.neonatalcareacademy.com) for expanded educational courses & more*

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