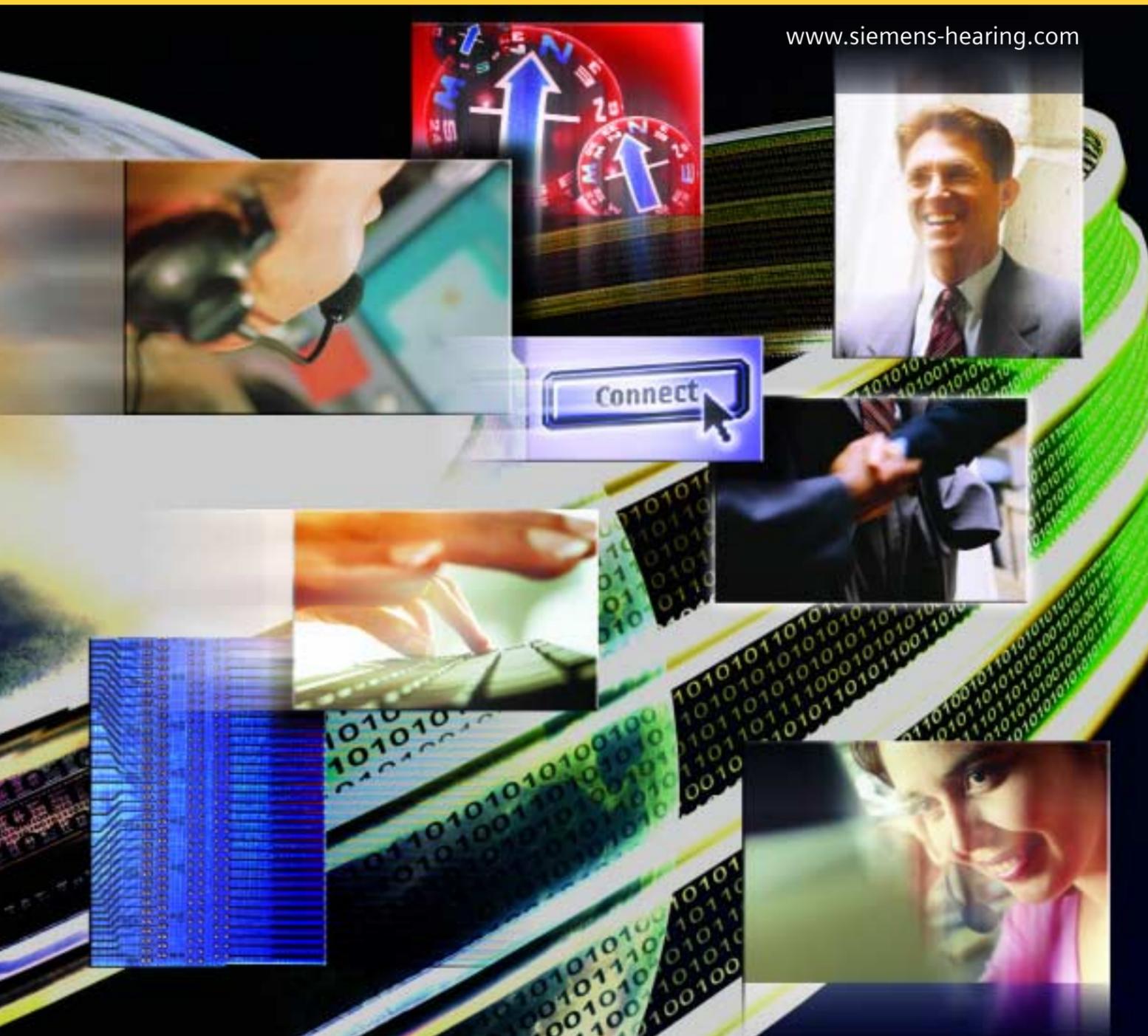


Siemens Hearing Solutions 2001-2002 Product and Price Guide

Effective October 1, 2001 until September 30, 2002

www.siemens-hearing.com



Solutions, service and support – it's all here

We at Siemens are committed to the success of your hearing health care practice. Our commitment not only provides you with superior hearing instruments, equipment and software, but also world class service and exceptional support to help you achieve your business goals.



World class service

World class service to count on

It's now easier than ever to purchase all your Siemens products via telephone, fax, or through our new e-business web site, Online@SHI via www.siemens-hearing.com. Whatever you choose, our knowledgeable and courteous representatives will be available to assist you. What can we do for you today? Just let us know!

Hearing solutions

Hearing solutions

Our investment in research and development means you get hearing instruments on the cutting edge of technology and new solutions for the Hearing Health Care Professional. Hearing instruments and specially designed assistive listening devices enhance the lifestyle of your customers, while professional software and fitting equipment improve your business, so you can remain competitive in today's evolving market. It's all here.



Support

Support to maximize your business potential

Siemens offers special programs that give you an edge in the marketplace. Would you like to have access to professionally produced marketing materials, educational seminars, lead generation programs and special discounts? No matter what your needs, we have a program that is right for you.





SBP Program Siemens Business Partners program (SBP)

The market is changing—we'll change with you! The Siemens Business Partners (SBP) program is a flexible, adaptable program that provides the tools and resources you need to market, advertise and increase sales for your business. What's more, your commitment to the SBP program means exclusive discounts and special offers on hearing instruments, equipment, software and support services. And there's still more! Lead generation via local, regional, and national ad campaigns will help your business grow. There's no admission charge and you have preferred registration for our on-going series of business development seminars, as well as special rates on Siemens educational symposiums. You will also have access to private label products and best of all, you can begin to use these benefits immediately!



BDP Program Siemens Business Development Program (BDP)

Earn funds and services for your practice to manage and grow your business. With the Business Development Program (BDP), every hearing instrument purchase you make from Siemens works for you by accumulating money in a BDP account for your future business promotions, equipment purchases, and educational seminars.

Get an edge on the changing market and find out more about the SBP and BDP programs by contacting your Siemens sales representative TODAY!

Introducing a NEW way to order your hearing instruments

Online@SHI via www.siemens-hearing.com – E-business at its best

E-fficiency. E-asy Ordering. E-ssential Support.

Siemens now offers Online@SHI, a full service e-business Web site. Order your Siemens products, or check on the status of your orders any time of the day, anywhere you have access to the Internet!

- 24/7 access to Siemens ordering center and your account information
- Order custom hearing instruments quickly and easily using our unique e-form
- Order BTE hearing instruments, batteries, ALDs, and other products and accessories
- Online training
- Marketing support
- Knowledge management
- Money-saving exclusive offers and discounts for online customers
- Much, much more

Convenience, service and solutions 24 hours a day, 7 days a week!

Contact your Siemens sales representative today to sign up for Online@SHI. Registration is free.

Terms and credit for purchasing Siemens products

- Net payment due 30 days from date of invoice
- A service charge of 1.5% monthly for past due balances
- A service charge of 18% annually for past due balances
- New accounts must obtain pre-approved credit by our Credit Department

We hope you find our comprehensive product and pricing guide useful and clear. Like all Siemens products and services, it is meant to help you achieve your ultimate goals—serving the patient and running a successful business.

We are always listening to our customers. Please call your Siemens sales representative today if you have any questions.



Ordering Ordering made simple!

Place an order anytime, day or night, with our online ordering service, Online@SHI. You can also mail or fax your order for hearing instruments and products and services to the nearest regional Siemens office. Or, place your order by telephone with a Siemens customer service representative during business hours (see the phone and fax numbers of all our regional offices on the back cover of this guide). After business hours, you can phone in your order to (800) 766-4500. Place an order when it is convenient for you. It's just that easy!





Behind-the-Ear hearing instrument pricing

Model	Single unit price	15% (2-9 units/month)	18% (10-14 units/month)	21% (15-24 units/month)	25% (25+ units/month)
SIGNIA™ Select Mini	\$1,434	\$1,219	\$1,176	\$1,133	\$1,075
SIGNIA Select	1,403	1,193	1,151	1,109	1,052
PRISMA™ SuperPower	1,202	1,022	986	950	902
PRISMA Power	1,171	995	960	925	878
PRISMA	1,087	924	891	858	815
MUSIC® Digital	769	654	631	608	577
MUSIC Power	729	620	598	576	547
MUSIC	689	586	565	544	517
INFINITI™ 3: S3+	421	358	345	333	316
INFINITI 3: S2Dir+	409	348	335	323	307
INFINITI 3: S2P+	421	358	345	333	316
INFINITI 3: S1+	384	327	315	304	288
INFINITI 3: S1	363	308	298	287	272
PHOENIX™ 304	564	479	462	446	423
PHOENIX 204	542	461	445	428	407
PHOENIX 104	522	443	428	412	391
PHOENIX 303	364	309	298	288	273
PHOENIX 203	344	292	282	272	258
PHOENIX 103	324	275	266	256	243
284 PP-AGC-I	368	313	302	291	276
284 PP	353	300	289	279	264

CROS/BICROS BTE models and options

See "Additional services and options" on page 7 of this guide.

Tinnitus therapy models

Model	Single unit price	15% (2-9 units/month)	18% (10-14 units/month)	21% (15-24 units/month)	25% (25+ units/month)
SERENITI™ TCI C	\$1,230	\$1,046	\$1,009	\$ 972	\$ 923
SERENITI TCI (without amplification)	409	348	335	323	307

Audio input is standard on all Siemens Behind-the-Ear models.

Custom hearing instrument model pricing

	ITE	HS	ITC	MC	CIC	LP	HX
Single unit price	\$262	\$363	\$434	\$470	\$698	\$316	\$364
15% (2-9 units per month)	223	308	369	400	593	268	309
18% (10-14 units per month)	215	298	356	386	572	259	298
21% (15+ units per month)	207	287	343	372	551	249	287
25% (25+ units per month)	197	272	325	353	524	237	273

Custom hearing instrument options

Digital circuits

Item	Price
SIGNIA™ Select	\$989
PRISMA™	699
MUSIC® Digital	579

Tinnitus therapy circuits

Item	Price
SERENITI™ TCI C	\$815
SERENITI TCI	118

Advanced programmable circuit

Item	Price
MUSIC	\$421

Standard programmable circuit

Item	Price
INFINITI™ 3	\$ 99

Advanced conventional circuit

Item	Price
PHOENIX™	\$289

Conventional circuits

Item	Price
Basic model (Class A)	N/C
AGC-I or AGC-O	\$ 63
K-AMP® or K-AMP plus*	127
RPC	51
Power D	84
Power D AGC-I	122

Directional microphones

Item	Price
Available with the following models: SIGNIA Select ITE & HS, PRISMA ITE & HS, MUSIC ITE & HS, INFINITI 3 ITE & HS	\$120

Other charges

Item	Price
Class D (charge only if not standard)	\$ 57
Low cut (NH)	24
High cut (NL)	24
MPO	24
SSVC	24
Gain	24
Soft canal	26
Clear coat	28
Probe vent	24
Telecoil with switch (pre-amp included)	53
Telecoil with two acoustic settings and T-coil program	53

No charge items (not available in all models)

Extended receiver tubing • Bell bore • Windscreen • Removal notches • Raised volume control • No vent • Pressure vent • Canal lock • Helix lock • Beige, Tan or Brown color • IROS • Large SAV • Medium SAV • Small SAV

* K-AMP® is a registered trademark of Etymotic Research.

Additional services and options

BTE & custom service options

Item	Price
Conventional/Standard instruments with 6 month warranty	\$ 57
Conventional/Standard instruments with 12 month warranty	68
Advanced programmable instruments with 6 month warranty	94
Advanced programmable instruments with 12 month warranty	112
Digital instruments with 6 month warranty	115
Digital instruments with 12 month warranty	133
Remake/recast after one year	55
Replate after one year	47
Instruments over 5 years - additional surcharge only with 6 month warranty*	51
Flat service charge for units damaged due to misuse with 6 month warranty*	159

Express service options (excludes shipping)

Item	Price
24 hour service for new orders & repairs	\$ 40
48 hour service for new orders & repairs	30

Shipping options

Item	Price
Next day delivery	\$25
UPS COD	15
Shipping and handling insurance - monaural	11
Shipping and handling insurance - binaural	12

CROS/BICROS

Item	Price
CROS/BICROS cord**	\$ 27
M1 CROS/BICROS BTE (Audio input boots and CROS/BICROS cords not included)	92
M2 directional CROS/BICROS BTE (Audio input boots & CROS/BICROS cords not included)	923
CROS/BICROS eyeglasses (M1 CROS/BICROS BTE not included)	112

BTE modifications

Item	Price
Eyeglass conversion (includes adapters)	\$ 62
Bone conduction conversion	132
Audio input for BTE (retrofit)	72

Audio input

Item	Price
Audio input boot	\$ 31
Cord AI*** (hearing instrument mic off)	26
Cord AI/M*** (hearing instrument mic on)	26
Cord AI - Y***	35
Cord AI/M - Y***	35
Remote mic with 6 ft. cord	91
Cord for TV listening (6 ft or 12 ft, for the 3.5 mm mini-plug)	41
AI, AI/M, AI/M-Y cords are available with 3.5 mm plug for additional charge of	10

Warranty options†

Item	Price
12 month - standard	N/C
24 month for conventional or standard programmable	\$ 52
24 month for advanced programmable	86
24 month for digital programmable	108
36 month for conventional or standard programmable	89
36 month for advanced programmable	129
36 month for digital programmable	150

* Extended warranty not available
 ** Cords available in sizes ranging from 6 to 13 inches
 *** Cords available in 16, 24, and 37 inches
 † Warranties include loss and damage protection. (Please note that extended warranties must be purchased within 90 days of original product invoice).

Hearing instrument warranty coverage (includes loss or damage)

Siemens offers one-year standard warranty coverage on hearing instruments. This coverage includes damage, defect, and one time loss on all hearing instruments. Optional second and third year coverage is available upon request for an additional charge. This also includes loss and damage coverage. For option prices, see "Additional services & options" on page 7 of this guide.

Siemens Protection Plan

In the event that a hearing instrument is lost during the original new product warranty period, Siemens will replace the hearing instrument with the exact model/circuit as the original.

A notarized letter from the consumer/patient must be mailed to Siemens customer service explaining how the hearing instrument was lost. The serial number of the lost instrument and a new impression must accompany the letter. The letter, along with the serial number, may be faxed to customer service if the instrument was a BTE. For full details, please call Siemens customer service.



Circuit modification policy

Instruments returned for circuit modifications after 90 days from date of invoice will incur the charge for a new circuit (see circuit options on page 6 of this guide). Credit for original circuit will not be issued. These modifications will only be permitted within the same shell type (example: modification of Half Shell with INFINITI 3 to Half Shell with MUSIC). Circuit modifications will be completed only during the original 12 months from invoice date. The balance of the warranty applies.

Return policy

Siemens hearing instruments can be returned for full credit, unless damaged, within 60 days from invoice date, and accompanied by a completed Siemens Return For Credit form.*

A restocking fee of 20% will be applied to all returned products returned between 60-90 days from invoice date. There will be no refunds after 90 days.

Custom shell remake policy

There is no charge for shell remakes for the same patient ear and/or shell type within 12 months from the invoice date. After this date, there is a \$55.00 charge for shell remakes, in addition to the cost of repair, if required.

* Instruments that have been replaced under the Siemens Protection Plan cannot be returned for credit.

Returns
 Our return policy means courtesy and service

Siemens strives to make the process of returns and adjustments as easy as possible. Customer satisfaction means we are doing the job right!



Equipment & fitting software

UNITY™ Systems

Item No.	Name	Price
03718066	UNITY PC audiometer	\$5,125
03718074	UNITY PC probe microphone	5,125
03718082	UNITY PC hearing instrument analyzer	2,050
07079937	UNITY SD28 audiometer	3,070
07079887	UNITY KB 200 integrated keyboard, upgrade only	615
03725954	UNITY training & installation	1,250
03701004	Eartone 3A insert earphones	513
03720922	Sennheiser HDA200 high frequency headphones	513
03720930	Sound field speakers	513
07086882	USB Converter for probe microphone	256

Fitting software and accessories

Item No.	Name	Price
07085348	CONNEXX™ starter kit with SIFIT CD	\$ 410
07085363	SIFIT diskette	55
07059707	CONNEXX FlexConnect starter kit	166
07059731	CONNEXX FlexConnect replacement strip kit	46
07086916	CONNEXX CD of Sounds	N/C

NOAH*

Item No.	Name	Price
New/first time users of NOAH 3 or those without valid NOAH version 2.0 license		
07088391	NOAH 3.0 1-2 user - new	\$ 850
07088409	NOAH 3.0 3-6 user - new	1,500
07088417	NOAH 3.0 7+ user - new	2,750
For users upgrading from NOAH 2 to NOAH 3		
07088458	NOAH 3.0 1-2 user upgrade	425
07088466	NOAH 3.0 3-6 user upgrade	750
07088474	NOAH 3.0 7+ user upgrade	1,375
For users upgrading from NOAH 3 user quantity to additional users		
07088425	NOAH 3.0 1-2 to 3-6 user upgrade	650
07088433	NOAH 3.0 1-2 to 7+ user upgrade	1,900
07088441	NOAH 3.0 3-6 to 7+ user upgrade	1,250

For users changing from NOAH 3 System to NOAH 3 Engine for Practice Navigator or other office management software integration

07088482	NOAH 3 System to engine upgrade	90
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Pocket CONNEXX portable programming system

Item No.	Name	Price
07082782	Pocket CONNEXX™ – HP Jornada pocket PC	\$500
07081313	CONNEXX Link	395
07077576	CONNEXX Link hearing instrument programming Y-cable	95
07085249	Pocket CONNEXX – soft carrying case	25
07085215	Pocket CONNEXX software on CD	50
07085223	Pocket CONNEXX user manual	25

Office management software

Practice Navigator software

Item No.	Name	Price
07077568	Practice Navigator™ Standard Edition	\$1,995
07077626	Practice Navigator Professional Edition	4,995
07077634	Practice Navigator Professional Edition - additional office	1,995
07077709	Practice Navigator additional client license (any version)	200
07077642	Practice Navigator upgrade from Standard to Professional Version	3,000
07077659	Practice Navigator Professional: conversion from OMS or Hearware	2,495
07077667	Practice Navigator Professional: conversion from OMS or Hearware - additional office	1,495
07077675	Practice Navigator Standard: conversion from OMS or Hearware	1,295
07077683	Practice Navigator Professional - remote laptop installation	1,000
07077691	Practice Navigator Standard - remote laptop installation	750
07086924	Practice Navigator Professional lesson book	50
07077857	Practice Navigator Standard lesson book	25
03725970	Practice Navigator training at your site (per day)	1,500
07077717	Additional year technical support and upgrade package	500
07077725	Per 1/2 hour technical support fee	25

Customer service holiday schedule 2001-2002

Thursday, November 22, 2001	Thanksgiving Day	Closed
Friday, November 23	Day after Thanksgiving	Limited support all day
Monday, December 24	Christmas Eve	Limited support until noon
Tuesday, December 25	Christmas Day	Closed
Monday, December 31	New Year's Eve	Limited support until noon
Tuesday, January 1, 2002	New Year's Day	Closed
Monday, February 18	President's Day	Limited support all day
Friday, March 29	Good Friday	Limited support all day
Monday, May 27	Memorial Day	Closed
Thursday, July 4	Independence Day	Closed
Monday, September 2	Labor Day	Closed

* NOAH is a registered trademark of HIMSA.



Siemens Hearing Instruments, Inc. Locations

United States Headquarters

Northeast Manufacturing Facility

10 Constitution Avenue
Piscataway, NJ 08854-6155
Tel: (732) 562-6600 or (800) 766-4500
Fax: (732) 562-6656
Bus. hours: 8:30 a.m. – 5:00 p.m. Eastern Standard Time

Midwest Manufacturing Facility • Professional Products

16 East Piper Lane
Prospect Heights, IL 60070-1799
Tel: (847) 808-1200 or (800) 333-9083
Fax: (847) 808-1299
Bus. Hours: 8:30 a.m. – 5:00 p.m. Central Standard Time

South Manufacturing Facility

1800 Sandy Plains Industrial Parkway, Suite 222
Marietta, GA 30066
Tel: (770) 422-4540 or (800) 922-9998
Fax: (770) 427-3215
Bus. hours: 8:30 a.m. – 5:00 p.m. Eastern Standard Time

West Manufacturing Facility

13043 East 166th Street
Cerritos, CA 90703-2249
Tel: (562) 404-4531 or (800) 998-9787
Fax: (562) 926-2065
Bus. hours: 8:30 a.m. – 5:00 p.m. Pacific Standard Time

Southwest Manufacturing Facility

16627 West Hardy
Houston, TX 77060-6239
Tel: (281) 875-8060 or (800) 255-6253
Fax: (281) 875-0824
Bus. hours: 8:30 a.m. – 5:00 p.m. Central Standard Time

Technical Support for software & systems

Available nationwide 7:30am – 6:30pm Central Standard Time, Monday thru Friday at (888) 231-1333

email: techsupport@siemens-hearing.com

Visit our website at www.siemens-hearing.com

Protected by one or more of the following patents and other U.S. and Foreign patents pending 5,915,031; 4,953,215; 4,689,818; 5,710,820; 5,606,621; 5,448,644; 4,987,597; 5,835,606; 4,947,433; 5,799,095; 4,750,207; 5,404,408; 5,835,611; 5,912,977; 4,845,757; 5,796,848; 5,724,431; 5,654,530; 5,613,008; 5,524,150; 5,378,933; 4,852,175; 4,815,140; 5,708,720; 5,341,433; 5,265,168; 5,768,397; 4,763,752; 5,875,254; 5,889,874

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Prices and information are subject to change without notice.