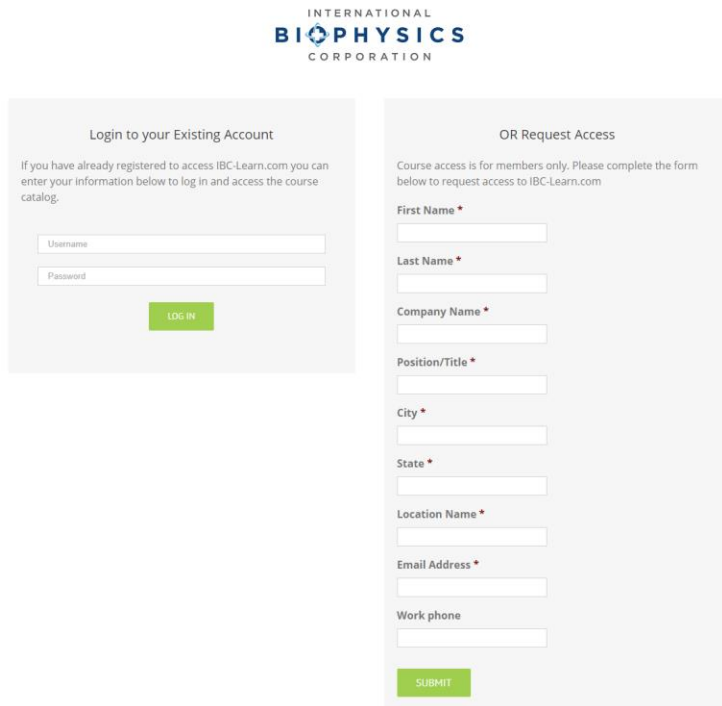


IBC-Learn E Learning

Welcome to the E Learning site for International Biophysics! This site is designed to help get your organization the education and information needed to add the AffloVest to your product/service offering. This program will help train all departments in your organization including management, training, sales, clinical, and billing on how to incorporate the Afflovest.

The first step is to go to IBC-Learn.com and register. Please use your work email for your email address. Once approved you will receive an email confirming that your account is activated. You can then log into the site using your email address as your user name and the password you submitted when you registered.



The screenshot shows the IBC-Learn.com website interface. At the top is the logo for International Biophysics Corporation. Below the logo are two main sections: 'Login to your Existing Account' and 'OR Request Access'. The 'Login' section has fields for 'Username' and 'Password' with a 'LOG IN' button. The 'Request Access' section has a note that course access is for members only and includes fields for 'First Name', 'Last Name', 'Company Name', 'Position/Title', 'City', 'State', 'Location Name', 'Email Address', and 'Work phone', with a 'SUBMIT' button at the bottom.

First time users will register on the right side of the webpage.

The required information has an asterisk by it. The “Location Name” box is so you can indicate if your parent company name is different than your location name. If they are the same, please enter the same thing.

Once you have received confirmation that your account has been activated return to IBC-Learn.com to login.

NOTE: This platform is also Mobile Friendly and can be accessed on your phone too.

If you are associated with sales or marketing (Region/Area/Sales Manager, Sales Trainer, Sales Representative etc.) your main courses are the **Sales Courses** and the **Operational Courses** will be optional.

If you are in an Operational role (RT, Technician, CSR, Operations Manager, etc.) your main courses are the **Operational Courses**, and the **Sales Courses** will be optional.

For the **Sales Courses**, here is what you can expect: The **Core AffloVest Sales Course** includes four lessons. After completing the 4 lessons there is a required assignment (designed for the sales representatives or selling managers) to complete prior to starting the **AffloVest Key Topic Follow-up Series**. There is a minimum of 3 calendar days before you can start the **AffloVest Key Topic Follow-up Series** lessons to allow for completion of the assignment.

In this series there are 4 lessons that are designed to revisit prior learning points to solidify the knowledge gained in the **Core AffloVest Sales Course**. After each of the first three lessons there is a quiz that must be passed and an assignment to be completed prior to moving on to the next lesson. The last question in each quiz details the required assignment to be completed prior to the next lesson. There is a minimum of 3 calendar days required before you can start the next lesson to allow completion of each lesson’s assignment.

The **Operational Courses** can be taken by anyone and do not have a quiz or assignment associated with them. They do not have any restrictions on how soon they can be taken.

The Training Syllabus and lesson description are listed on the next two pages.

Training Syllabus

Overall description – Programs to help train and educate Management, Sales, Clinical staff and Billing personnel on the AffloVest.

The Sales Courses are designed to train Management, Sales Trainers and Sales representatives on Airway Clearance, Identifying patients, Competitive products and the technology behind the AffloVest.

Sales Courses:

Upon completion of the courses the Manager or Sales Representative will be able to explain the terminology associated with Airway Clearance, identify the proper patients who will benefit from the AffloVest, understand the insurance requirements for coverage, be able to explain the products (both competitive and the AffloVest), and where to market for these patients. The entire series includes 8 lessons.

1. Core AffloVest Sales Course (1 hour and 45 minutes)

- a. Initial AffloVest Sales Lesson (1 hour) – This is an introduction to Airway Clearance, Patient Symptoms to identify, Market potential, Symptoms marketing, Competitive product, the AffloVest, Medicare Requirements, Medicare Reimbursement, Chart notes, and Call Points.

****There is a quiz that must be passed with a score of 80% or better before the next lesson can be taken.**

- b. AffloVest and other HFCWO Technology (30 Minutes) – Covers the difference in the AffloVest Technology vs. traditional Air Bladder vests.

****There is a quiz that must be passed with a score of 80% or better before the next lesson can be taken.**

- c. Dr. Barker Power Point presentation (14 Minutes) – Overview of Bronchiectasis: Diagnosis and treatment.
- d. Dr. Barker Video – Breaking the vicious cycle of Bronchiectasis: The role of Airway Clearance Therapy.

****There is an assignment after the 4 lessons are completed that must be done prior to being able to move on to the Follow Up Series lessons. The assignment is “Over the next week (prior to coming back to take the next course) have the Symptoms conversation with 4 of your doctors who order Oxygen or NIV from you. Once you have accomplished that write down a quick summary of your experiences, along with any comments, questions or issues you may have. Try to identify 2 patients from your doctors that would benefit from Airway Clearance Therapy”. There is a minimum of 3 days before you can start the Follow Up Series lessons to allow for completion of the assignment.**

2. AffloVest Key Topic Follow-up Series

- a. One (15 Minutes) – Airway Clearance Terminology, AffloVest Operation and Technology, and Medicare Requirements.

****There is a quiz that must be passed with a score of 80% or better before the next lesson can be taken. There is an assignment that should be completed prior to starting the next lesson. The assignment is “Over the next week (prior to coming back to take the next lesson) have the Symptoms conversation with 2 additional doctors who order Oxygen or NIV from you (not the ones you’ve already had the conversation with). And ask one of the questions from the list on the “Consistent Messaging” slide in the video of the 4 doctors you spoke to last week about the symptomatic COPD patients. Try to identify 2 patients from your doctors that would benefit from Airway Clearance Therapy”. There is a minimum requirement of 3 days before you can start the next lesson to allow for completion of the assignment.**

- b. Two (15 Minutes) – AffloVest Operation and Competitive Product.
****There is a quiz that must be passed with a score of 80% or better before the next lesson can be taken. There is an assignment that should be completed prior to starting the next lesson. The assignment is “Over the next week (prior to coming back to take the next lesson) have the Symptoms conversation with 2 additional doctors who order Oxygen or NIV from you (not the ones you’ve already had the conversation with). And ask one of the questions from the list on the “Consistent Messaging” slide in the video of the 4 doctors you spoke to last week about the symptomatic COPD patients. Try to identify 2 patients from your doctors that would benefit from Airway Clearance Therapy”. There is a minimum requirement of 3 days before you can start the next lesson to allow for completion of the assignment.**
 - c. Three (15 Minutes) – The Symptoms Conversation and Market Potential.
****There is a quiz that must be passed with a score of 80% or better before the next lesson can be taken. There is an assignment that should be completed prior to starting the next lesson. The assignment is “Over the next week (prior to coming back to take the next lesson) have the Symptoms conversation with 2 additional doctors who order Oxygen or NIV from you (not the ones you’ve already had the conversation with). And ask one of the questions from the list on the “Consistent Messaging” slide in the video of the 4 doctors you spoke to last week about the symptomatic COPD patients. Try to identify 2 patients from your doctors that would benefit from Airway Clearance Therapy”. There is a minimum requirement of 3 days before you can start the next lesson to allow for completion of the assignment.**
 - d. Four (15 Minutes) – Covers Sizing, Fitting of the AffloVest and AffloVest Papers.
3. **Annual Recertification Training** (1 hour) – Annual training on the AffloVest, Competitive product, Market updates, and marketing tactics.

Operational Courses:

Upon completion of the Clinical and/or Billing course they should have a good working knowledge of the proper billing procedures and/or the AffloVest product function, cleaning, sizing and fitting. There are 3 courses in this section.

Clinical and Billing Courses:

- 1. Clinical Inservice Checklist (45 minutes) – Designed to train staff on product operation, patient set up (Inservice Checklist), measuring for sizing and troubleshooting.
- 2. Clinician’s Guide to Identifying Patients (30 Minutes) – a comprehensive guide of what types of patients, symptoms, and diagnosis that would benefit from Airway Clearance Therapy. This will help clinicians to identify existing patients within an organization that are not currently using High Frequency Chest Wall Oscillation (HFCWO) therapy.
- 3. InVesting in the AffloVest - Billing (1 hour) – Covers all aspects of proper documentation and billing criteria to meet Medicare guidelines for HCPC E0483.