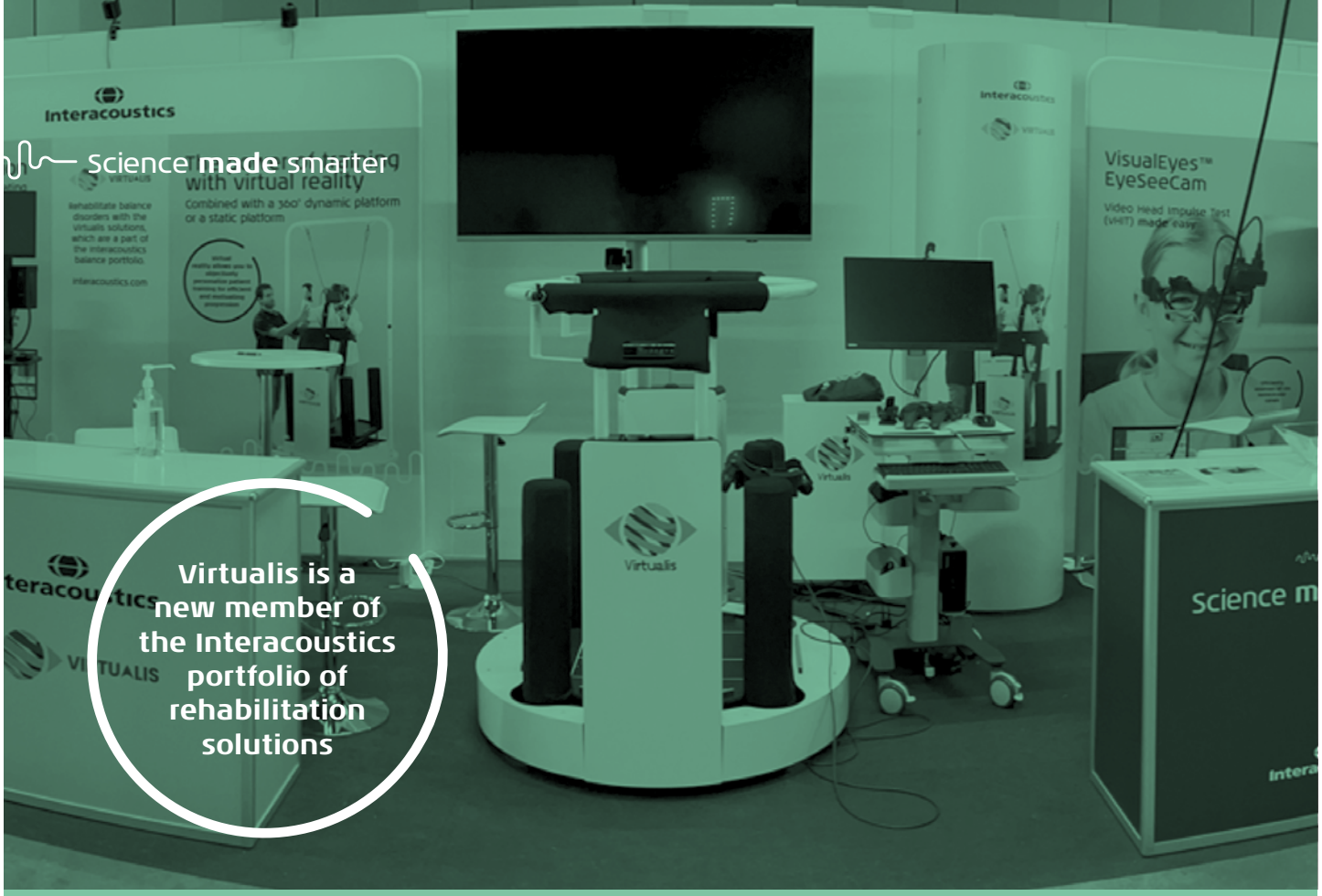

How to Perform a Virtualis Demo Guide

Interacoustics

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Introduction to Interacoustics and Virtualis

- Interacoustics is a world-leading supplier of diagnostic hearing and balance solutions. As the industry leader, we offer innovative and easy-to-use solutions that ease the lives of healthcare professionals. Interacoustics now also offers clinicians the ability to assess and rehabilitate patients with vestibular/balance, neurologic and musculoskeletal disorders with the Virtualis solutions, which are a part of the Interacoustics balance portfolio.

- Virtualis was born from the desire of Franck Assaban, Physical Therapist, to create innovative therapeutic tools to facilitate practice and improve the quality of care. Accumulating years of experience in practice, Franck, in collaboration with scientific partners, explores the frontiers of new technologies and detects the extraordinary potential of VR in the field of rehabilitation and health in general.

Interacoustics

VIRTUALIS

Assess and rehabilitate vestibular/ balance, neurologic and musculoskeletal disorders with the Virtualis solutions, which are a part of the Interacoustics balance portfolio.

The Power of Virtual Reality (VR)

- Immersive VR provides **increased motivation** and engagement for patients allowing them to focus on the task to achieve their goals.
- Creates **near real-life environments** and allows patients to transfer skills from the clinical setting to their daily lives.
- Allows clinicians to provide **personalized** and **progressive** rehabilitation in a controlled environment.
- Offers a wide range of training in **one solution!**

Research supports the use of VR across rehabilitation populations:
- Vestibular / balance
- Neurologic
- Musculoskeletal

Research supports VR is well tolerated across patient populations, including the elderly.

3 Sales Triggers

1 **Interacoustics provides solutions to care from diagnostics to rehabilitation**

2 **Virtualis is a solution for complete rehabilitation:**
- Provides objective data for assessments and training which allows the clinician to adapt the rehabilitation plan according to the patients needs.

3 **Exceptional clinical and technical support which includes:**
- Clinical education and training provided by specialized clinicians
- Technical support part of after service to ensure a fully functional system

3 Key Selling Points

Personalized
Based on the data from objective assessments, the clinician can deliver tailored training programs that address the patient's specific difficulties in daily living.

Motivating
Patients are fully immersed and engaged in their training plan with the simulated, real-life environments they recognize from activities of daily living.

Efficient
The clinician can use real time feedback to tailor the training intensity mid-session and safely push patients to their limits. Performance data is transferred across modules and sessions to further enhance clinician efficiency.

Virtualis Solutions

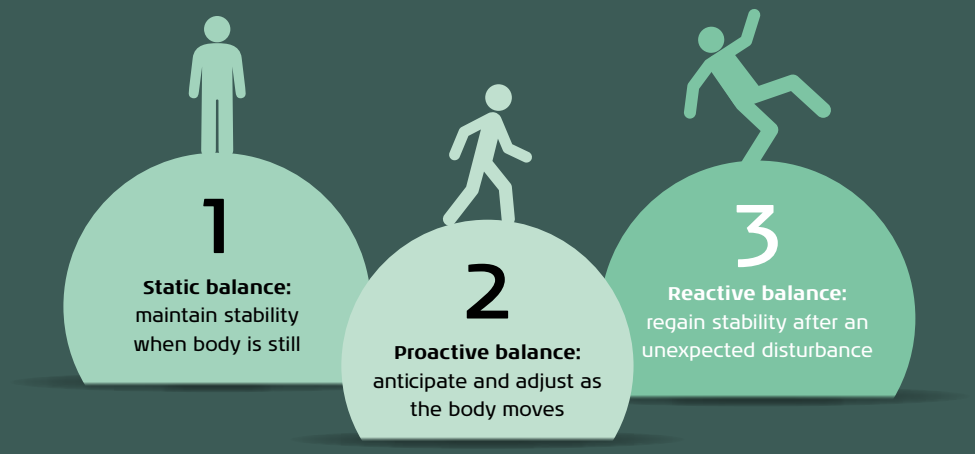
Tailor your rehabilitation solutions to your patients' needs

BalanceVR
- Designed to assess and train vestibular and balance disorders

PhysioVR
- Assessment and training modules for a wide array of rehabilitation needs, including vestibular/balance (BalanceVR), neurologic and musculoskeletal
- Fundamental tool to integrate with existing rehabilitation activities, allowing the clinician to deliver efficient training personalized to the patient's goals

StaticVR
- Offers a variety of functional balance assessments with crucial balance control data delivered by the posturography force plates
- Personalized training with two independent force plates
- Assess and train static and proactive balance

MotionVR
- Dynamic 360-degree force plate to complete functional balance assessment with Computerized Dynamic Posturography (CDP)
- Customize training sessions with simulated real-life surfaces and instant force plate adjustments to optimize intensity progression
- Assess and train static, proactive and reactive balance



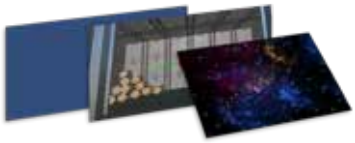
BalanceVR Premium

BalanceVR

The power of balance rehabilitation with virtual reality

- Immersive virtual reality experiences that simulate real-life environments, and include head movements to stimulate the vestibular system
- Assess and train balance and vestibular disorders
- Training modules promote adaptation, substitution and habituation strategies

Module examples: Cervical ROM, Optokinetics, DVA Rehab, Target Tracking



Module examples: SOT, ADT, MCT, Motion Program, BirdVR

Combined with MotionVR dynamic force plate

- Dynamic 360-degree force plate that simulates real-life surfaces
- Instant force plate adjustments to optimize training intensity and progression
- Computerized Dynamic Posturography (CDP) for full functional balance assessment.
- Training of functional rehabilitation including static, proactive and reactive balance

BalanceVR Smart

PhysioVR Premium

...Or with StaticVR force plate

- Two independent force plates for personalized foot placement
- Static posturography force plates that measure Center of Pressure for functional balance assessment and training
- Training of functional rehabilitation including static, proactive and reactive balance

Module examples: CTSIB, LOS, LOS Rehab, Supermarket Scrolling

PhysioVR

The power of functional rehabilitation with virtual reality

- Progressive training to support therapeutic goals
- Assess and train balance, neurological and musculoskeletal disorders.
- Training to enhance dual-task performance, muscle strength, reflexes and limb mobility
- Training diverts attention to increase patient compliance
- All BalanceVR modules included

Module examples: Catch the Ball, BowVR, ReflexVR, MatchingVR

PhysioVR Smart

SOT: Sensory Organization Test, ADT: Adaptation Test, MCT: Motor Control Test, LOS: Limits of Stability, CTSIB: Clinical Test for Sensory Interaction on Balance, SVV: Subjective Visual Vertical, Cervical ROM: Cervical Range of Motion.

Tradeshow Demo Setup Options

Vestibular / Balance Diagnostics and Rehabilitation Tradeshow Setup

Large booth (minimum 6m wide):
- 1 MotionVR
- 1 Demo Kit
- VisualEyes™ 505/525 with VORTEQ™ assessments
- vHIT
- TRV

Small booth
(2m wide):
- Virtualis Demo Kit
- VisualEyes™ 505 VORTEQ ™ functional assessments

Rehabilitation Focused Tradeshow Setup

Large booth
(minimum 4m wide):
- Virtualis MotionVR and Demo Kit
- VisualEyes ™ 505 VORTEQ™ functional assessments
- vHIT

Onsite Demo Setup

- Virtualis Demo Kit

*TV monitor not included

Tips for Setup

Set up system

- Timeframe for booth setup: 2 hours for small booth , 4+ hours for large booth
- Virtualis PhysioVR Smart installation guide: Extranet downloads --> Virtualis PhysioVR --> Manuals
- MotionVR onsite installation instructions: Extranet downloads --> Virtualis MotionVR --> Manuals
- Be aware of cord placement to maintain clean look
- Computer key: "C" centers vision in goggle. Press when person is looking straight ahead before starting module
- Press "Tare" before anyone steps on force plate
- Test one module prior to beginning demo, e.g. BirdVR

Set up Patient Manager before demo

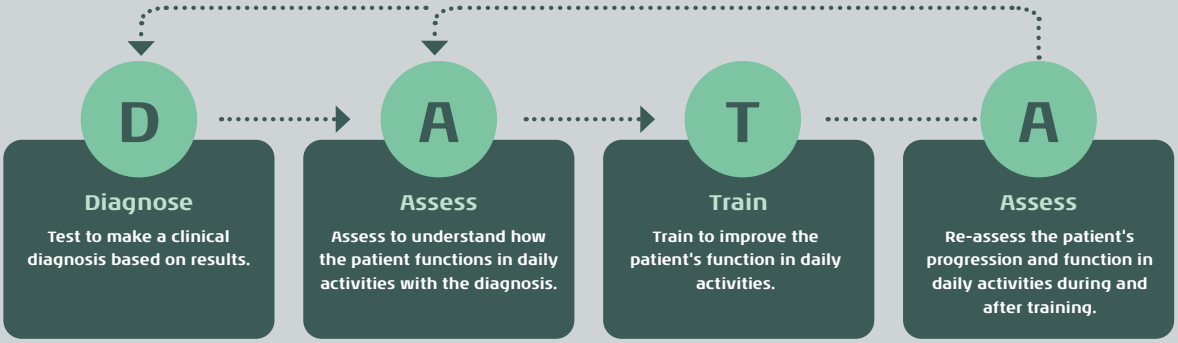
1. Create a patient profile for your demo
2. Click on "Protocols" and create a chain of modules for demo
3. Perform modules 1-2 times each to create reports to show during demo

Troubleshooting

1. Blurry image
    - Have patient move goggles up/down on their face
    - Tighten headset dial and adjust headset strap
2. Lagging image
    - Press "F" key: needs to be at least 90 frames per second. If not, restart computer
    - Check base station set up: see section 1 on demo kit installation guide
3. Controller or tracker not pairing
    - SteamVR --> right click on controller icon --> click 'pair controller' --> follow prompts
4. Headset not detected:
    - First make sure link box is ON
    - Unplug all connections from the link box, reconnect and restart SteamVR
5. SteamVR menu screen showing in goggles
    - Look away from menu screen then click on small black button on the left side of the goggle
6. Inaccurate weight display or force plate movement not registering
    - First step off force plate, press "Tare" and then step back on the force plates
    - Unplug USB-c from each force plate then reconnect.
7. Force plate not found:
    - Go to Administration --> Devices --> Configure devices
8. Base station not detected:
    - First ensure base stations for correctly positioned
    - Run automatic channel configuration: SteamVR --> Devices --> Base Station Settings --> Configure


VIRTUALIS

Tradeshow Demo: Balance/Vestibular



Goal: 5-10 minute presentation

1. Ask 2 questions:
    1. What type of patients do you see? Understand which modules to show
    2. Have you ever tried VR? Explain difference between commercial and rehabilitation VR
    - Rehabilitation VR: software created for therapeutic goals, personalize to your patient
2. Explain DATA approach for their customer segment
    - Introduce Virtualis: Virtualis is the link to complete vestibular care: Assess-Train-Assess
    - Use to enhance their clinical practice, not replace
3. Briefly explain how to navigate patient manager and filter modules
4. Have them put on VR headset and perform modules to discover VR
    - Check if they have balance challenges. Start easy!
    - Tell people to look at person performing module, not just the screen
5. Listen to their feedback
    - *Ask: Can you see this being beneficial for your patients?*
6. Show results: objective data for assessment and training modules

Key words for Virtualis in balance / vestibular rehabilitation

- VR enhances the use of balance rehabilitation strategies: adaptation, substitution, habituation
- VR is beneficial for fall prevention programs: shown to improve balance control
- Provides personalized, motivating and efficient patient care

Demo on PhysioVR Smart

Key modules	Keywords
1. Cervical Range of Motion	Easy, accurate measurement with objective pain thresholds
2. DVA Rehab	Immersive training, multiplane head movements
3. Target Tracking	Everyday life, high speed training
4. Supermarket Scrolling	Habituation in real-life environments

DVA: Dynamic Visual Acuity

Tradeshow Demo: Balance/Vestibular

Demo on MotionVR

Key modules	Keywords
1. Motion Program	Personalize to any patient. Progression through changes to force plate for proactive and reactive balance training
2. SOT (show report only)	Gold standard assessment with 360 deg force plate and true sway referenced vision
3. BirdVR	Progressive dual tasking with static or dynamic force plate
4. Sea Simulation	Progressive habituation in near-real conditions with dynamic force plate

Other modules to show if you have time

Module	Keywords
ReflexVR	Perform movements from everyday life activities with real-time progressions
LOS Rehab	Linked from assessment to training, engaging
Lift	Immersive experience, habituation
Optokinetic Optical flow	Immersive environment, habituation training for visual dependence
CTSIB	Objective sensory organization assessment with 6 conditions
Visual Motion Sensitivity Test	Assesses postural control in response to visual conflicting environments

SOT: Sensory Organization Test

LOS: Limits of Stability

CTSIB: Clinical Test of Sensory Interaction on Balance

Tradeshow demo: Neurology/ Musculoskeletal

Goal: 5-10 minute presentation

1. Ask 2 questions:
    1. What type of patients do you see? Understand which modules to show
    2. Have you ever tried VR? Explain difference between commercial and rehabilitation VR
    - Rehabilitation VR: software created for therapeutic goals, personalize to your patient
2. Briefly explain navigating patient manager
3. Perform cervical range of motion module first. Have them put on VR headset for them to discover VR!
    - *Ask: wasn't that easy and fast?*
    - Show them assessment results
4. Have them perform training modules with real-time progression
    - Show them how they can use VR to enhance patient care
    - Tell people to look at person performing module, not just the screen
5. Listen to their feedback
    - *Ask: Can you see this being beneficial for your patients? Could this help you meet your patient's goals?*
6. Show results from training

Key words:

- One tool that can be used for all patients: vestibular/balance, neurologic, musculoskeletal
- Provides personalized, motivating and efficient care

Demo on PhysioVR Smart

Key Modules	Keywords	Rehab Areas*
1. Cervical Range of Motion	Easy, accurate measurement with objective pain thresholds	Assess neck range of motion
2. Catch the Ball	Global training through motor coordination, engaging	Train upper and lower limb, balance
3. BowVR	Enhance common therapy activity with VR: engaging and efficient can add resistance band for strengthening	Train upper limb, spine, balance
4. BirdVR	Progressive dual tasking	Train upper and lower limb, balance
5. MatchingVR	Progressive dual tasking, connection with LOS	Train lower limb, balance, cognition

LOS: Limits of Stability

*These areas include neurologic or musculoskeletal conditions

Tradeshow Demo: Neurology/ Musculoskeletal

Demo on MotionVR

Key Modules	Keywords	Rehab Areas*
1. Motion Program	Personalize to any patient. Progression through changes to force plate	Lower limb, Reactive balance
2. SkiVR	Weight bearing with dynamic force plate, immersive environment	Lower limb, balance
3. BirdVR	Progressive dual tasking	Upper and lower limb, balance
4. Motion Rehab	Movements adapted to therapy goals, functional rehabilitation, precision in progressions	Lower limb, spine

Other modules to show if you have time

Key Modules	Keywords	Rehab Areas*
ReflexVR	Functional, real-life movements, engaging	Global: limited function post stroke to high level athletes
Electrical Track	Progressive coordination training	Upper limb coordination
Head Eye Coordination	Progressive training	Neck range of motion
Dynamic analysis	Assessment with real-time data for common movements: squat, push-ups	Upper and lower limb strengthening
Spine Rotation	Progressive functional movements	Spine, upper limbs
Mirror & Object	Immersive mirror therapy, engaging	Mirror therapy: stroke, CRPS, phantom limb pain

*These areas include neurologic or musculoskeletal conditions

CRPS: Complex Regional Pain Syndrome

Demo at customer site

How to schedule an onsite demo with a prospect

Step 1

Perform online meeting to gauge interest

- 30 minutes: use a PowerPoint presentation from marketing toolbox available on the Extranet ➔ Downloads ➔ Sales Tools
- If prospect has clinical questions, then set up a phone call with clinical educator (local or global) before onsite demo

Step 2

Perform onsite demo with clinicians and stakeholders

- 1 hour
- Use modules listed below based on clinic setting

Tips

- Prep demo kit at home: check for updates, test demo modules
- Arrive onsite 30 minutes early to set up your demo kit and test before demo
- To discover the benefit of VR, have multiple people perform training module with real-time progressions
- Listen to their feedback

Balance / Vestibular Clinic – Audiology and ENT

Key words:

- Functional assessments: bridging diagnostics to rehabilitation, objective data on impact of clinical diagnosis, guides personalized rehabilitation programs

Questions to consider:

1. Does the site perform training with patients?
   - Yes? Have rehabilitation clinicians present too
   - No? Focus on assessments then select one training module to demo. Start conversation on how they could expand their care to manage patients from diagnostics to rehabilitation.
2. What are their most common patients?

Key modules	Keywords
1. Cervical Range of Motion	Measure neck motion for personalized training
2. Visual Motion Sensitivity Test	Measure severity
3. Target tracking	Everyday life, high speed training
4. Supermarket scrolling	Habituation in real-life environments

Other modules to show if time:
Optokinetics or Optical Flow: habituation training with powerful, immersive stimulation
SVV: functional assessment of otoliths

DVA: Dynamic Visual Acuity
SVV: Subjective Visual Vertical

Demo at customer site

Private Physiotherapy Clinics and Multidisciplinary Rehabilitation Centers

Key words:

- Use across disciplines: physiotherapy, occupational therapy, speech therapy
- One solution that can be used for all patients: vestibular/balance, neurologic and musculoskeletal

Questions to consider:

1. What type of patients do you see and what are their main goals?
   - Helps you understand what keywords to use in modules
2. What are their main challenges in providing rehabilitation today?
   - Virtualis solutions offer clinicians personalized, motivating and efficient patient care

Physiotherapist – Private Clinic

Module	Keywords	Rehab Areas
1. Cervical Range of Motion	Easy, accurate measurement with objective pain thresholds	Assess neck range of motion
2. Catch the Ball	Global training through motor coordination, engaging	Upper limb, lower limb coordination
3. SkiVR	Weight bearing with static or dynamic force plate, immersive environment	Lower limb, balance
4. BowVR	Enhance common therapy activity with VR: engaging and efficient	Upper limb, spine strengthening
5. Dynamic analysis	Real-time analysis of functional movements, visualization of symmetry	Upper or lower limbs

Multidisciplinary Rehabilitation Center

Module	Keywords	Rehab Areas
1. Mirror & Ball	Immersive mirror therapy, engaging	Upper limb, spine
2. ReflexVR	Functional, real-life movements, engaging	Global: limited function post stroke to high level athletes
3. Cervical Range of Motion	Easy, accurate measurement with objective pain thresholds	Assess neck range of motion
4. SkiVR	Weight bearing with static or dynamic force plate, immersive environment	Lower limb, balance
5. Catch the Ball	Global training through motor coordination, engaging	Upper limb, lower limb coordination

Science **made** smarter

Interacoustics is more than state-of-the-art solutions

Our mission is clear. We want to lead the way in audiology and balance by translating complexity into clarity:
- Challenges made into clear solutions
- Knowledge made practical
- Invisible medical conditions made tangible and treatable

Our advanced technology and sophisticated solutions ease the lives of healthcare professionals.

We will continue to set the standard for an entire industry. Not for the sake of science. But for the sake of enabling professionals to provide excellent treatment for their millions of patients across the globe.

Interacoustics.com

Interacoustics A/S

Audiometer Allé 1
5500 Middelfart
Denmark

+45 6371 3555
info@interacoustics.com

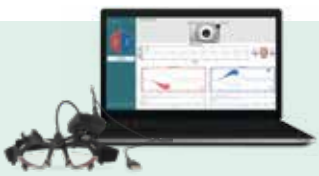
interacoustics.com

Go online to explore our full product range

VIRTUALIS

Rehabilitate vestibular/balance, neurologic and musculoskeletal disorders with the Virtualis solutions, which are a part of the Interacoustics balance portfolio.

Related products



EyeSeeCam vHIT
Video Head Impluse Test

VisualEyes™ 525
Complete VNG solution for balance assessment

TRV Chair
Diagnosing and treating Benign Paroxysmal Positional Vertigo (BPPV)

Product specifications
All technical and hardware specifications concerning all products can be downloaded from our website.

Interacoustics

Audiometry | Tympanometry | ABR | OAE | Hearing Aid Fitting | **Balance**