Agenda

- Introduction
- Target markets
- Launch details
- Editions
- Features & Benefits
- SKUs & Pricing
- System Requirements
- What’s New
- Upgrades
- Tech Support & Customer Service
Challenges Facing Clinicians Today

- Meeting Meaningful Use Timelines
- Being as Efficient as Possible Using Their EHR
- Maintaining High Quality Patient Notes
- Maintaining Patient Volumes
- Maximizing Practice Revenue

How can clinicians make their EHRs easier to use? Is there a proven path to make documenting care both more complete and faster than typing, so doctors can spend more time with patients?

- The ACA (Affordable Care Act) includes incentives for practices to adopt EHR
## History of Dragon Dictate Medical

<table>
<thead>
<tr>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2015</th>
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<tbody>
<tr>
<td>MacSpeech Dictate Medical released by MacSpeech</td>
<td>Nuance acquires MacSpeech Dictate Medical certified compatible with MacPractice</td>
<td>Point release gives MacSpeech Dictate Medical Lion compatibility</td>
<td>Dragon Dictate Medical released with the Dragon 12 Speech Engine</td>
<td>Dragon Dictate Medical released Dragon 12 Speech Engine &amp; Yosemite support</td>
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Introducing Dragon Dictate Medical for Mac
Voice-Enabled Productivity for Clinicians

Dragon® Dictate Medical for Mac® is a flexible speech recognition solution that enables the clinician to quickly capture comprehensive clinical documentation while spending more time on what matters – their patients. Dragon Dictate Medical for Mac streamlines documentation workflow by allowing clinicians to dictate appointment and medical record notes directly into their EHR, such as MacPractice, as well as easily turn audio recordings into text. In addition, clinicians can dictate and edit documents, or control their Mac all by voice within popular web, email and desktop applications such as Microsoft Office or Gmail. Dragon Dictate Medical for Mac’s accurate speech recognition technology adapts to the user’s voice and words, with customizable vocabulary and commands and an easy-to-use interface. Spend less time typing and more time with patients to improve patient satisfaction, practice volume and profitability.
Target Markets

- Clinicians in outpatient/ambulatory practices in the US (plus Canada), Australia and UK who use Macs, and who may use EHR on their Macs.

- We are targeting both:
  - New users to Dragon Dictate Medical for Mac
  - Upgrade users of Dragon Dictate Medical for Mac, v3
## Launch timing

<table>
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<tr>
<th>Milestone</th>
<th>Description</th>
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<tr>
<td>RTM ENX (US, UK, Australia)</td>
<td>1/30/2015</td>
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<tr>
<td>Press release &amp; digital downloads on Nuance.com</td>
<td>2/3/2015</td>
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<tr>
<td>FCS (box*)</td>
<td>3/3/2015</td>
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<tr>
<td>VAR</td>
<td>NFR available 3/3/2015</td>
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*Box shipments will include an 8GB USB stick for product installation (instead of DVD)*
Dragon Dictate Medical for Mac, v4 – Editions

No change to pricing from Dragon Dictate Medical for Mac, v3

- Dragon Dictate Medical for Mac - $999.99
- Dragon Dictate Medical for Mac Wireless $1099.99
  Ships with 16kHz Bluetooth Headset
- Dragon Dictate Medical Recorder $1099.99
  Ships with Philips digital voice recorder

- 8” X 5 ¼” X 2 ½” generic mailer -- includes noise-canceling USB headset microphone, 8GB USB stick and QSG
Features / Benefits
Enable greater productivity for medical professionals all by voice

- Dictate 3x faster than typing with up to 99% accuracy
- Make fewer edits and get more work done
- Spend more time with patients
Features / Benefits

Accuracy for medical terminology

– Enhanced speech engine, with sophisticated acoustic and language models, ensures Dragon Dictate Medical for Mac quickly and accurately captures specific medical terminology.
– Vocabularies covering more than 90 medical specialties and subspecialties, to ensure proper clinical documentation.
– Dragon Dictate Medical for Mac adapts to the user’s voice and words used to deliver better recognition results over time.
Features / Benefits
Medical and other documents the way you work

- With your voice, create and edit appointments and medical record notes directly into EHR systems and other applications, to get things done quickly. Although Dragon Dictate Medical for Mac works with virtually any Mac-based EHR, it fully supports MacPractice for direct text control and dictation for a complete user experience on the Mac.
- Accurately dictate and edit documents, or control your Mac all by voice within popular web, email and desktop applications such as Microsoft Office or Gmail.
- Easily create custom word lists and macros for frequently used text, giving you the flexibility to customize Dragon Dictate Medical for Mac for the way you work.
Features/ Benefits
Full Text Control in MacPractice

- Leading Mac-only EHR
  - 4,000 medical offices, 27 countries, 30,000 users
- Certified Compatible with Dragon Dictate Medical for Mac
- Full Text Control (Mix Talking & Typing) in notes fields in MacPractice
  - Not every single field
- No Command and Control
  - No built-in voice commands for MacPractice specifically
Clinicians can provide richer detail per patient with greater accuracy, and faster than with an EHR system alone.

Faster, more accurate response reduces documentation time and allows clinicians to see more patients which increases practice revenue and profitability.

Dragon Dictate Medical for Mac supports HIPPA patient confidentiality guidelines, a critical requirement for any practice concerned with patient confidentiality.
Features / Benefits

Powerful transcription of recordings into text

– Capture thoughts from anywhere, at any time, while they are still fresh to produce detailed, high-quality medical notes. Great for busy clinicians, on-the-go.
– Easily transform your dictation into text, by using a Nuance-approved digital voice recorder or the free Dragon Recorder app to capture high-quality audio files using an Apple iPhone, iPad or iPod touch (4th gen and up)
– Accurately transcribe a pre-recorded audio file or podcast of a single speaker’s voice with the same accuracy for medical terminology as transcribing your own voice recording
– Easily proofread medical documents with the Text-to-Speech feature which enables Dragon Dictate Medical for Mac to read back your text
Languages & Vocabularies

- English Only (US & UK)
- Custom Language (import from Dragon Dictate Medical for Mac, v3)
- 90 language/acoustic model specialty options available, including:

- Addiction Psychiatry
- Allergy and Immunology
- Anesthesiology
- Cardiac Surgery
- Cardiology
- Colon and Rectal Surgery
- Dentistry
- Dermatology
- ENT
- Emergency Medicine
- Endocrinology Diabetes & Metabolism
- Epidemiology
- Family Medicine
- Fetal Medicine
- Gastroenterology
- General
- General Medical
- Geriatric Medicine
- Hand Surgery
- Hematology
- Infectious Disease
- Internal Medicine
- Medical Education and Writing
- Midwifery
- Neonatal and Perinatal Medicine
- Nephrology
- Neurology
- Neurosurgery
- Nuclear Medicine
- Nursing
- Obstetrics and Gynecology
- Oncology
- Ophthalmology
- Oral and Facial Surgery
- Orthopaedic Surgery
- Osteopathy
- Pain Medicine
- Pathology
- Pediatric Cardiology
- Pediatric Dentistry
- Pediatric Gastroenterology
- Pediatrics
- Physical Medicine and Rehabilitation
- Plastic Surgery
- Podiatry
- Psychiatry
- Psychology
- Pulmonary Disease
- Radiation Therapy
- Radiology
- Rheumatology
- Sleep Lab
- Speech and Language Pathology
- Surgery
- Thoracic Surgery
- Urology
- Vascular
- Vascular and Interventional Radiology
SKU list and pricing

- $999.99  T301A-G00-4.0  Dragon Dictate Medical for Mac, US English
- $0      T301A-D00-4.0  Dragon Dictate Medical for Mac, US English, NFR
- $1099.99 T301A-GN9-4.0 Dragon Dictate Medical for Mac, US English, Bluetooth
- $1099.99 T301A-GC3-4.0 Dragon Dictate Medical for Mac, US English, Digital Voice Recorder
- $499.99  T381A-G00-4.0  Dragon Dictate Medical for Mac, US English, Smart Upgrade
System Requirements

- CPU: Intel Core 2 Duo 2.4Ghz or faster processor - Intel Core i3, i5 or i7 recommended.
- Free hard disk space: 8GB
- Supported Operating Systems: OS X Mavericks (10.9) or OS X Yosemite (10.10)
- RAM: 4GB, 8GB+ recommended
- USB2.0/3.0 port for product installation
- A Nuance-approved noise-canceling headset microphone for Mac® (included in purchase)

- Note: An Internet connection is required for automatic product activation (a quick anonymous process)
What’s new
New in Dragon Dictate Medical for Mac, v4

Summary

- Support for OS X Yosemite (10.10), in addition to OS X Mavericks (10.9)
- Higher performance and faster editing with pure 64-bit application and improved memory management capabilities
- Improved accuracy over version 3, with optimization for latest speech recognition technology, gives improved recognition and accuracy for over 90 medical specialties
- Updated versions of medical vocabularies
- Support for “General English” vocabulary
- Full Text Control for creating emails in Gmail and voice control your Gmail inbox within Safari and Firefox
- Accurately transcribe an audio file of any single speaker’s voice from podcasts or pre-recorded audio files

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New in Dragon Dictate Medical for Mac, v4

Support for OS X Yosemite (10.10)
• In addition to OS X Mavericks (10.9)

• Note: OS X Mountain Lion (10.8) is not supported. 10.8 users can download an upgrade through the Mac App Store
New in Dragon Dictate Medical for Mac, v4
New Out-of-the-Box Experience – new Profile creation

- Updated Profile creation UI to speed new users through the process of selecting a microphone and setting language and accent.
New in Dragon Dictate Medical for Mac, v4
Faster and More Accurate

– Higher performance with drastically reduced latency and faster editing with pure 64-bit application and improved memory management capabilities
– Improved accuracy over version 3, with optimizations for latest speech recognition technology.
New in Dragon Dictate Medical for Mac, v4

Updated medical vocabularies

- Better performance and improved recognition and accuracy for over 90 medical specialties
- New Support for “General English” vocabulary
  - “General English” profile can be created for greater accuracy when dictating outside of medical work, such as for personal use.
New in Dragon Dictate Medical for Mac, v4

More control within applications

- Compose and reply to emails in Gmail using full text controls, doing dictation and editing natively without having to transfer any text
- In Safari and Firefox, use voice commands to control your Gmail inbox, giving you even more voice capability within popular applications
  - Use your voice to click on any visible link
  - User your voice to open emails
New in Dragon Dictate Medical for Mac, v4
Powerful transcription of recordings into text

- Accurately transcribe a pre-recorded audio file or podcast of a single speaker’s voice with the same accuracy for medical terminology as transcribing your own voice recording.
  - Only a 90 second audio clip is required to create a profile for the speaker
  - Support of voice files in many different formats, including .mp3 audio files
    - In addition to .aif .aiff .wav .mp4 .m4a .m4v
  - Great for transcribing a colleague’s pre-recorded medical notes, medical podcasts from the Internet, or for medical assistants to transcribe each clinicians’ recorded notes
Dragon Dictate Medical for Mac – Upgrade

Smart Upgrade for Dragon Dictate Medical for Mac, v3 to v4

– Dragon Dictate Medical for Mac, v3 customers can purchase a Smart Upgrade.
– Dictate Medical for Mac, v4 Smart Upgrade has Upgrade Serial Numbers.
– Dictate Medical, v4 Smart Upgrade looks for a valid install of Dictate Medical, v3.
– If Dictate Medical, v4 Smart Upgrade doesn’t find valid install, Dictate Medical, v3 users need to enter original Dictate Medical, v3 Serial Number in addition to Dictate Medical, v4 Upgrade Serial Number.
Tech Support & Customer Service

- Handled like the Dragon Dictate Medical for Mac, v3 product
Thank you