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Oticon ♦ Delta



# Now, Delta can fit 4 out of 5 people!

## People first

We believe that it takes more than technology and audiology to create the best hearing instruments. That's why we put the individual needs and wishes of people with hearing loss first in our development of new hearing care solutions.



New Delta Micro Mould – Expanded Fitting Range – New Price Option

# Delta's unmatched design and performance – available for all!

Put a smiling face on 4 out of 5

Delta's refreshing design and phenomenally small size have forever changed people's perceptions of hearing aids from being "big, bulky and beige" to being modern communication devices. Delta has taken the market by storm and established RITE as a new category of hearing device. When people see it, they love it!

Now, the Delta Extended Range opens up even more possibilities! With Delta's new Micro Mould and

Broadband fitting strategy, you can now fit Delta to any configuration of hearing loss up to 80dB flat. Furthermore, a new, lower priced Delta 4000 gives you a choice of 3 price options.

Finally, you can fit 4 out of 5 of your customers with a hearing device they will actually *want* to wear.



Delta 8000



Delta 6000



Delta 4000

## Delta now fits:

- New users
- 
- Experienced users
- 
- Mild losses
- 
- Moderate losses
- 
- All configurations of hearing loss up to 80 dB flat
- 
- 3 price ranges

... and can be equipped with:



Micro Mould



Plus Dome



Open Dome



# Gaining acceptance begins with **RITE**

## Fashion meets performance

Many of your customers are already enjoying the benefits of the world's most attractive, open fit solution featuring the receiver in the ear (RITE). Delta's unique concept has opened up new possibilities for what innovative design can do to attract and satisfy more people.

With RITE, Delta can combine the best of two worlds: a flat natural frequency response and an optimal position for a set of high-quality directional microphones – the single most important technology for improving speech understanding in noise.

With Delta, your customers can finally get the style and discretion they desire, the comfort they require and the performance they expect.

## A cosmetic solution for everyone

Regardless of their hearing loss, your customers can get the most cosmetic solution – the Micro Mould sets a new standard for aesthetics in custom mould. Attractive, invisible and high tech, the Micro Mould is the perfect complement to the revolutionary design of the Delta shell.



*"I love the size, I love the style and I love dressing up. I keep forgetting the other great part – that I can actually hear."*

LaVerne McIntyre, U.S.A.



Virtually invisible!

**Amplifier**  
Unique, triangular shape ensures optimal position for two, state-of-the-art microphones.

**Dome**  
Easy to replace for the user, and integrates wax protection.

**Speaker**  
Placed in the ear canal to offer unmatched performance and comfort.

**Ear grip**  
Holds the device onto the ear, and can be removed by the user.



### Delta Micro Mould

For hearing losses that extend across the entire frequency range. Also for enhancing retention for people with a mild and high frequency hearing loss.

- Can be easily snapped on to the receiver unit
- Easy to handle, clean and insert
- Stays in place for optimal security
- Available in transparent and beige



### Delta Plus Dome

A semi-closed dome for clients who require more loudness or frequency gain than the Open dome can offer.

- One size fits all
- Includes double wax protection
- Can be easily replaced by the user



### Delta Open Dome

For maximum comfort and no occlusion.

- Available in three sizes
- Includes double wax protection
- Can be easily replaced by the user

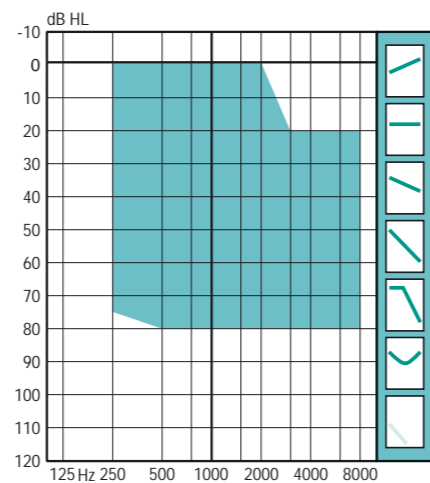
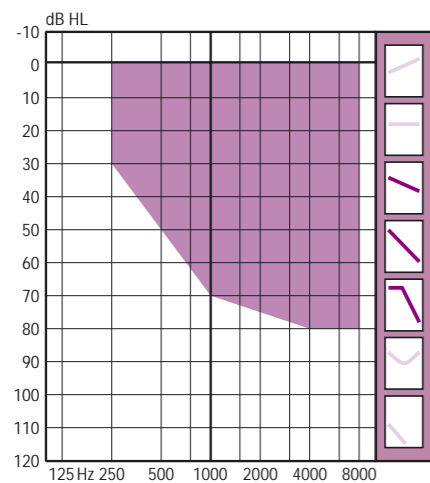


## "2 in 1" fitting flexibility

**High frequency (HF)**  
Clarity approach – designed to boost speech understanding in background noise.

**Broadband (BB)**  
VAC approach – designed to restore both loudness and clarity in all listening situations.

You can fit any Delta to both HF and BB hearing losses with the same instrument. With the new Micro Mould and Genie 8.0, you can freely combine two fitting strategies (Clarity and VAC), and three ear piece options, so it is easy to satisfy all types of customers – even if their hearing loss progresses. The optimal solution will depend upon whether your customer is new or experienced, their hearing loss, and their individual needs.



Fit up to 80 dB flat with the same instrument

# Give your customers a lifetime of Delta

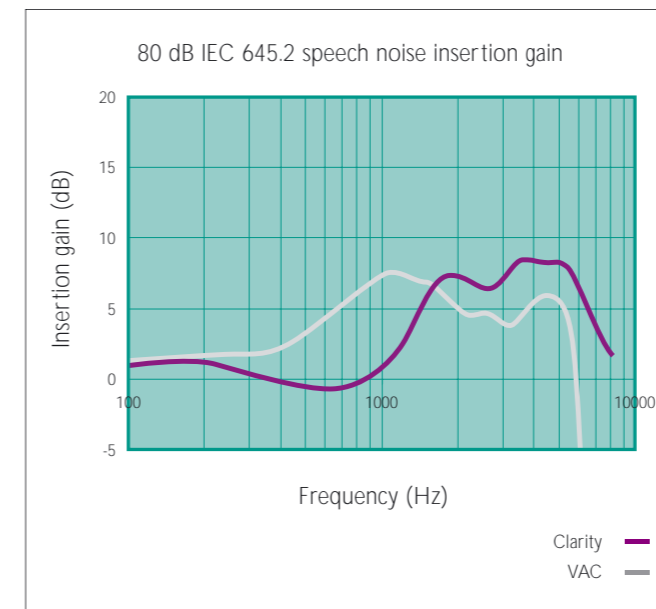


*"You ask yourself this question. Why did I wait so long?"*

Per Boutrup, Denmark

## Clarity for improving speech in noise

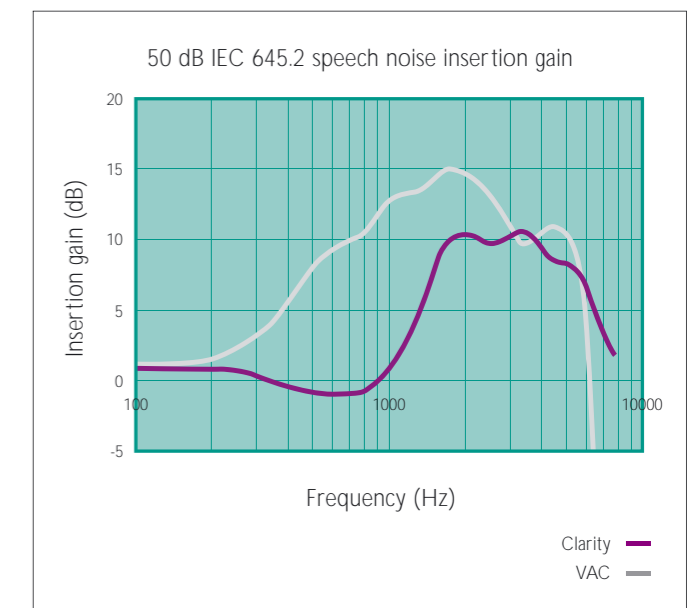
People with HF hearing losses have a good loudness sensation and hearing in the lower frequencies. Providing them with a "clarity boost" can make a big impact on their ability to stay connected. However, a fresh approach is required to overcome their limited tolerance for amplification related issues *and* solve their speech in noise problem. The Clarity approach aims to deliver the best speech understanding in noise without side effects.



The curves show the differences between VAC and Clarity for both loud and soft inputs. The VAC amplification strategy provides more gain across the frequency range, whereas Clarity focuses on the higher frequencies, particularly in loud environments.

## VAC for audibility across all frequencies

People with Broadband (BB) hearing losses have an entirely different set of needs – in general they have difficulty in all situations. This requires restoration of both loudness and clarity, as well as greater flexibility to customize the response of amplification and technology to meet individual requirements. The Voice Aligned Compression (VAC) fitting strategy in Delta uniquely enables an optimal approach for creating tailor-made sound schemes across the whole frequency range. This enables you to fit Delta to people with greater hearing losses (e.g. flat or sloping), as well as people who are used to amplification.



# The ultimate in form and function

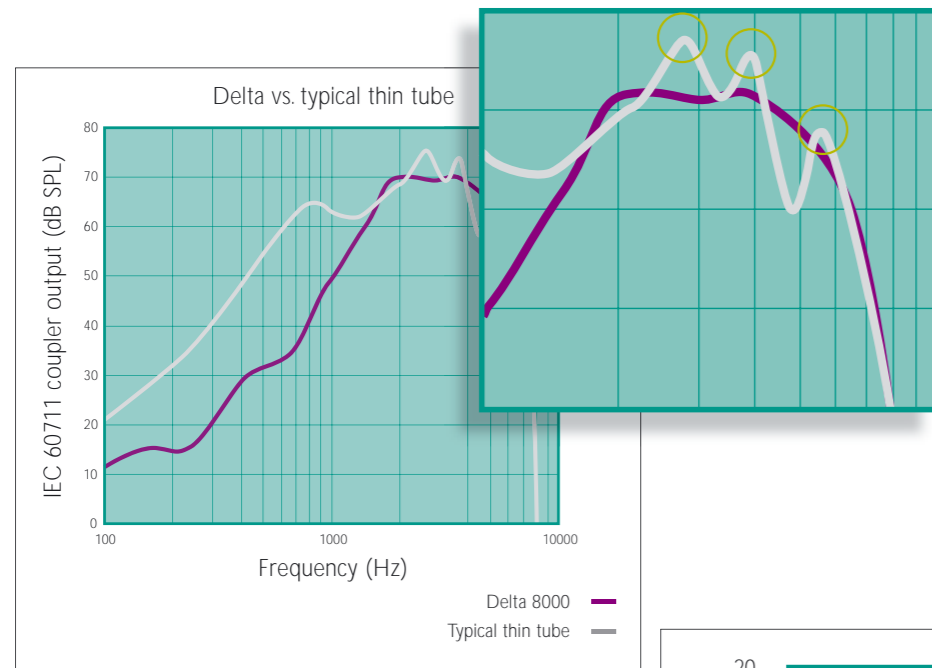


*"My son, who is also a colleague, did not even notice that I was wearing the Delta until I told him, 3 weeks after I first put it on."*

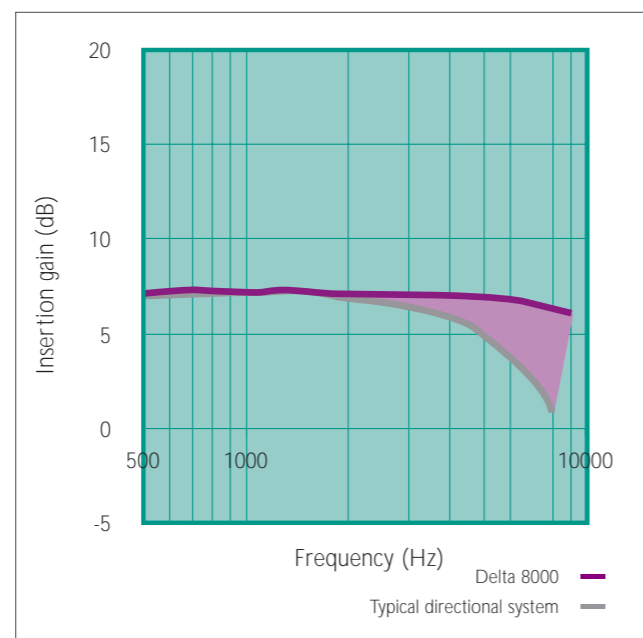
Kendall Gibson, Canada

## Clear, comfortable sound quality

Delta delivers a smoother, less distorted sound than that of thin tube BTE solutions because it avoids the problem of tube resonance.



Frequency response from Delta compared with a typical "thin tube" solution showing the improved sound quality by placing the receiver in the ear canal. The typical tube resonance occurring at 2500, 3500 and 4500Hz is avoided, thereby improving sound quality.



Graph of the Directionality Index by frequency indicating the preservation of high frequency directionality in Delta (obtained by ensuring a microphone port spacing of 9mm) against a standard directional system.

## Superior directionality

The triangular shape of Delta enables a 9mm inter microphone spacing to be achieved in a horizontal plane for greater directional efficiency. This gives Delta far superior directionality in the 2K to 8KHz region.

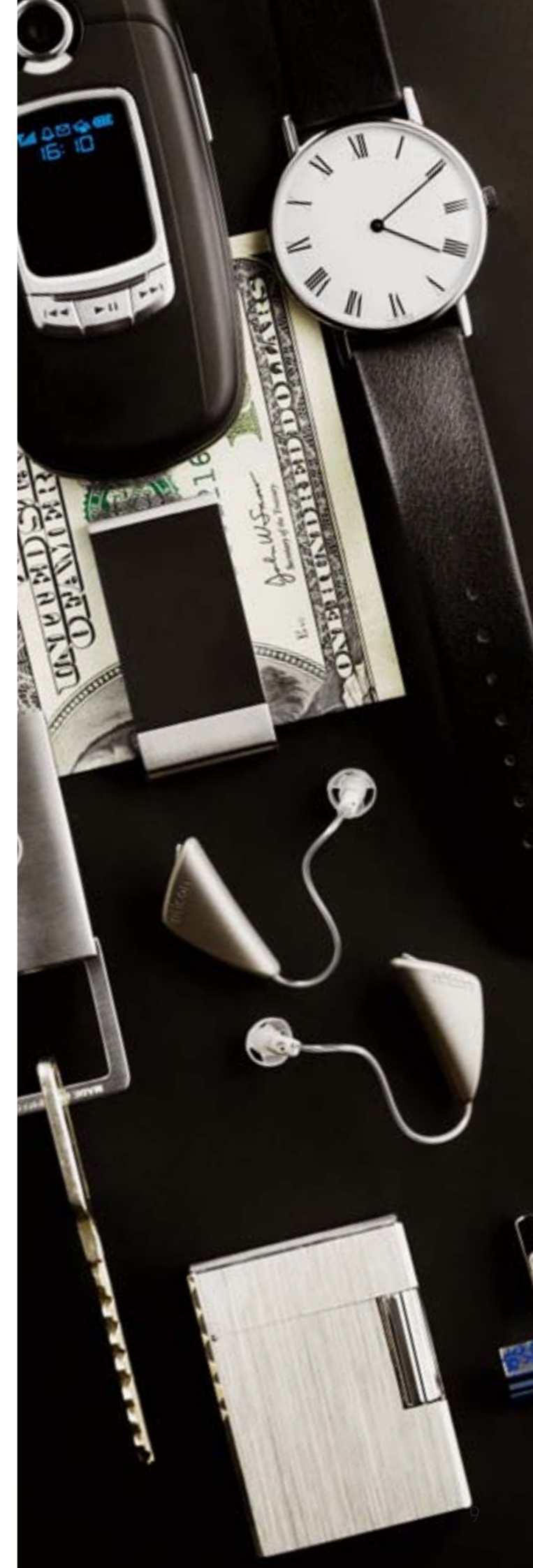
There are also many situations where hearing instruments should not be in directional mode. Delta uses an automatic, multiband adaptive directional system to continuously select the sound processing that gives the best speech to noise ratio for any listening situation, and is capable of reducing several competing noise sources simultaneously.

## Tristate Noise Management

Working in synergy with the directional system is Delta's 'always active' noise management system. In noisy situations, Delta will apply narrow band noise reduction in order to improve listener comfort. In the presence of speech in noise, Delta uses its patented Voicefinder™ technology to ensure that noise reduction is optimally applied to speech sensitive frequency bands. In short, Delta delivers the comfort of a narrow band noise reduction system without reducing speech intelligibility.

## State-of-the-art Automatics

The key to making Delta's noise reduction, compression and directional systems work together in harmony is Delta's unique, AI-enabled system. This system is programmed to continuously optimize the Voice to Noise ratio of Delta so that it instantly and seamlessly changes Delta's settings. In this way, Delta delivers the best possible combination of sound quality, speech understanding and comfort in all situations.



# The Delta success wave continues



"I'm happy to say you guys did it ...The future's so bright, I gotta wear shades."  
Bill Diles, Wireless Hearing Solutions, U.S.A.

"... It's the iPod of hearing aids... high tech, phenomenally small, in cool colours, easy to use, says audiologist John Miles of Los Gatos, Calif."  
Newsweek  
May, 2006



reddot design award

# It's a shame it's so invisible

## When they see it, they love it!

Delta is about much more than being invisible. A revolutionary new concept in design, Delta is opening up new possibilities as to what innovative design can do.

Delta's triangular shape signals "high tech", "not old age". Delta's 17, never-seen-before colours give people something else to talk about besides their hearing loss. When people see it, they love it! In this way, they gain some positive, new perceptions about what it means to have a hearing loss along the way.



*"Sometimes I feel a bit disappointed that people do not notice my hearing aid... most people are truly amazed by the fact that it is so small and invisible."*

Corina Vermeulen, The Netherlands



Delta  
Shy Violet



Delta  
Samoa Blue



Delta  
Cabernet Red



Delta  
Chocolate Brown



Delta  
Charcoal Grey



Delta  
Deep Purple



Delta  
Champagne Beige



Delta  
Check



Delta  
Midnight Blue



Delta  
Sunset Orange



Delta  
High-tech Silver



Delta  
Green Chameleon



Delta  
Diamond Black



reddot design award



Delta  
Mother of Pearl



Delta  
Wildlife



Delta  
Wall Street



Delta  
Racing Green



# The benefits of 6 products with the simplicity of 3

## Fit twice as many people

### Give your practice an edge

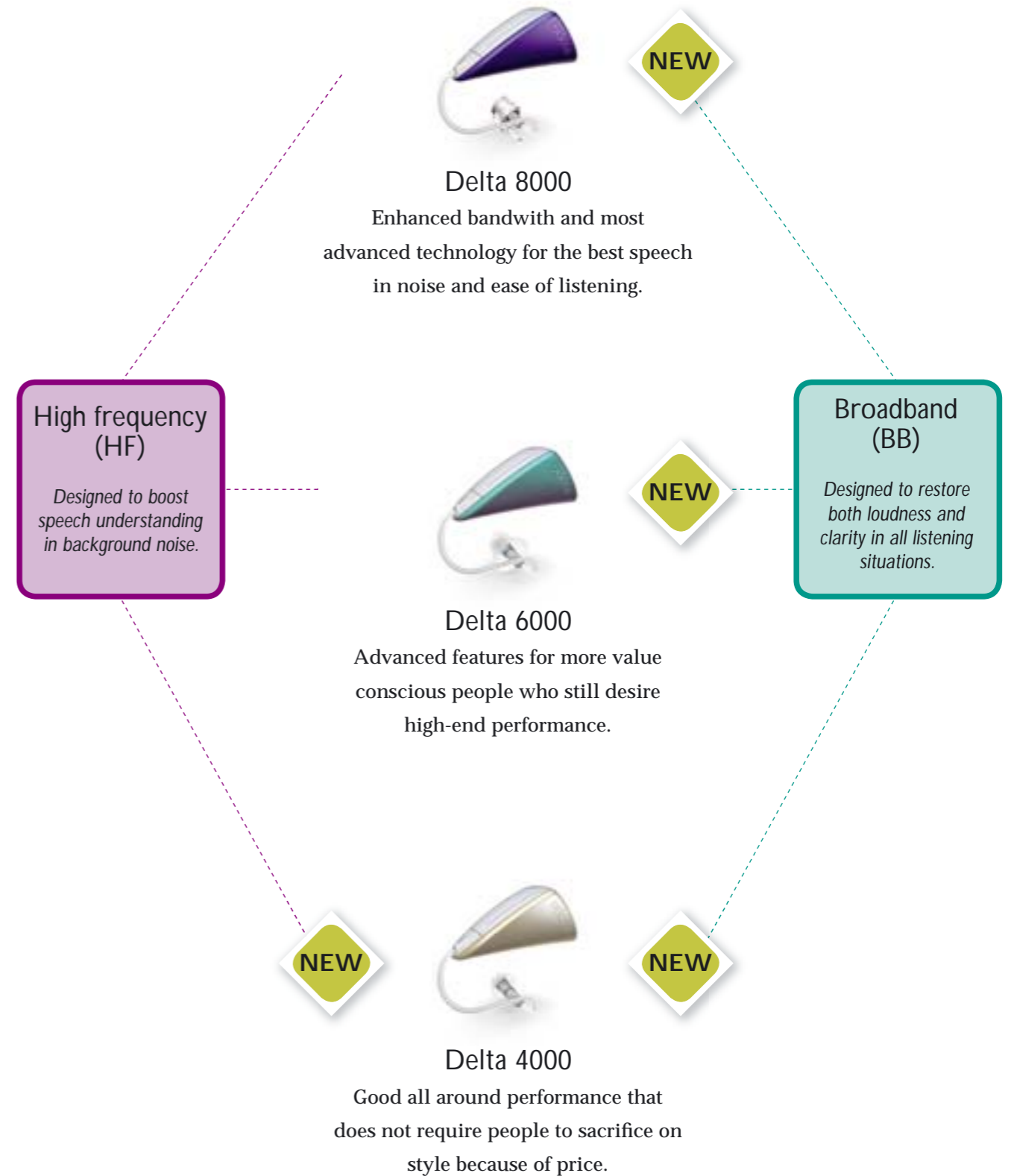
Finally, you can deliver the hearing device that people actually *want* to the majority of your customers. With Delta's expanding fitting range and Micro Mould, you can successfully fit twice as many people with the same operations you know today. With the Delta 4000, you can satisfy more people who might previously have had to settle for a less attractive alternative or otherwise not buy a hearing device due to price. You can also save time and money with Delta's one stop fitting and fewer service requirements.

Why not let Delta help you to differentiate your practice and give you an edge? With Delta's expanded fitting and pricing options, you can provide 4 out of 5 of your customers with a lifetime of owning their hearing loss – *in style*.



*"I can not only vouch for its good looks and how comfortable it is - but the difference it is making to my hearing is brilliant!"*

John Bachler, New Zealand



# Engaging customers in a whole new way



*"The concept of changing the shell to match your styling and mood makes Delta a true fashion accessory."*

Leanne Whitehouse, Australia

## Same day, instant fit

With Delta, many of your customers can leave your clinic immediately with a cosmetic and comfortable solution. The Delta Warehouse comes fully equipped to meet a wide variety of customer needs ranging from type and size of dome, length of receiver unit, and your customer's choice of shell colour. Changing shells is simple and can be done in a matter of minutes with a small, easy-to-use tool.

## Changing the shape of hearing care

Regardless of age, today's users are growing old in a different way. Striking their emotional chords means creating some fresh, new associations with what it means to have a hearing loss.

Buying a Delta can be a fun and engaging experience that will increase commitment and ownership. Customers can choose the colour that suits their individual style as part of an experience that is more like buying a modern, high tech product rather than a medical prosthesis.



# New Price Option

AI-enabled automatics

• Directionality

• Noise reduction

• Feedback cancellation



Delta  
4000

*By stocking just one new amplifier (Delta 4000), you can also satisfy your more price sensitive customers with either HF or BB hearing losses.*

# Features and benefits

	Delta 4000	Delta 6000	Delta 8000
Directionality			
Noise reduction			
Sound quality			
Fitting flexibility			
Cosmetics			



*"I don't think about them at all during the day, except to marvel at how clearly I am hearing and to wish the technology had been available five years ago."*

Ms. Moira ,Australia



## Delta 4000

Good all around performance that does not require people to sacrifice on style because of price.

- **5 channels**
- **Automatic fixed directionality**  
For good speech understanding in noise.
- **Noise Management**  
For good comfort in noise.
- **Dynamic Feedback Cancellation**  
Eliminates feedback, by precise phase cancellation, for a more natural and comfortable listening experience.
- **Manual Adaptation Manager**  
Allows you to adjust gain gradually to make client adaptation easier.



## Delta 6000

Advanced features for more value conscious people who still desire high end performance.

- **7 channels**
- **Automatic adaptive directionality\***  
For excellent speech understanding in noise.
- **Noise management**  
Secures good comfort in noise.
- **Identities (3)**  
Ensures good responsiveness of Delta's automatics in order to accommodate individual cognitive skills and lifestyle.
- **Dynamic Feedback Cancellation**  
Eliminates feedback, by precise phase cancellation, for a more natural and comfortable listening experience.
- **Manual Adaptation Manager**  
Allows you to adjust gain gradually to make client adaptation easier.



## Delta 8000

Enhanced bandwidth and most advanced technology for the best speech in noise and ease of listening.

- **8 channels**
- **Multiband adaptive directional system**  
Able to cancel out multiple noise sources for the ultimate speech in noise performance.
- **Tristate Noise Management (TNM)**  
The most robust detection of speech vs. noise for maximum comfort.
- **Identities (5)**  
The optimal way to ensure the appropriate responsiveness of Delta's automatics in order to accommodate individual cognitive skills and lifestyle needs.
- **Memory and Envirogram**  
Provides deeper insight into your client's real-life acoustic environment for the ultimate in customization.
- **Dynamic Feedback Cancellation**  
Eliminates feedback, by precise phase cancellation, for a more natural and comfortable listening experience.
- **Automatic Adaptation Manager**  
Automatically adjusts gain in small increments, over a period of time, to make the initial client experience as smooth and gentle as possible.
- **Bandwidth**  
Enhanced bandwidth ensures excellent sound quality and access to the important higher frequency sounds for greater speech understanding.