



January 4, 2019

Dear NeuroCom Distribution Partner,

SUBJECT: END OF SALE ANNOUNCEMENT FOR NEUROCOM® BALANCE MANAGER® PRODUCT LINE

The purpose of this letter is to inform you of the end of sales of NeuroCom® Balance Manager® system, by March 31st, 2019.

As with all technology, resources are needed to maintain the product lines with improvements required by evolving regulations and standards. Due to the aging nature of the NeuroCom portfolio, significant investments would be needed to sustain the products or develop next generation solutions. As a result, Natus has decided that all NeuroCom device configurations will be discontinued with no further development planned for the NeuroCom Balance product line.

NeuroCom Static Balance Systems

Part Number	Description
NCM-VSR	VSR PORTABLE SYSTEM
NCM-VSRSPORT	VSR SPORT, PORTABLE
NCM-VSRSPORT-BASIC	VSR SPORT BASIC PACKAGE, MODULAR
NCM-PORBBM	BASIC BALANCE MASTER, PORTABLE
NCM-BBM	BASIC BALANCE MASTER, CART BASED
NCM-BMLPTP	BALANCE MASTER, PORTABLE
NCM-BM	BALANCE MASTER SYSTEM, CART BASED
NCM-PORINV	INVISION SYSTEM, PORTABLE
NCM-INV	INVISION SYSTEM, CART BASED

NeuroCom Dynamic Balance Systems

Part Number	Description
NCM-SBM	SMART BALANCE MASTER, CART BASED
NCM-EQ	EQUITEST SYSTEM, CART BASED
NCM-SMEQ	SMART EQUITEST SYSTEM, CART BASED
NCM-EQCRS	EQUITEST-CRS SYSTEM, CART BASED
NCM-SMEQCRS	SMART EQUITEST-CRS SYSTEM, CART
NCM-LFP	ADD-ON, LONG FORCE PLATE
NCM-INV-S & -D	ADD-ON, INVISION PACKAGE

Natus Technical Service will provide NeuroCom device support for up to 7+ years after the date of original purchase or while component supplies last. If you have any service related questions, please do not hesitate to contact technical support at +1-206-767-3500 or by email us at Seattle_Technical_Service@natus.com.

Natus Medical Denmark (Otometrics) will continue to focus on Balance Diagnostic and Rehabilitation product offerings and continues to set the bar with features that meet clinicians' needs. For more information on the Otometrics offerings, please reach out to info@otometrics.com.

To place your final international order, please email CService_Int@natus.com. We appreciate your patronage over the past decades of our scientifically proven, NeuroCom gold standard balance solutions and hope you take advantage of the last-time buy offer while supplies last.

Best Regards,

Product Management

Balance & Mobility

Natus Medical Incorporated