

FOR IMMEDIATE RELEASE

CHAMBERLAIN GROUP SURGICAL TRAINING MODEL FACILITATES NEW TREATMENT FOR CHRONIC RHINOSINUSITIS

Eliminates Need for Cadavers and Accelerates Physician Training

Great Barrington, Mass., March 17, 2009 – The Chamberlain Group, maker of anatomically accurate surgical training models, is improving how ENT physicians are trained using their new Maxillary Clinical Sinus Trainer. This innovative technology was recently designed for Minnesota-based Entellus Medical to train ENT surgeons on their new FinESS™ Sinus Treatment, a less-invasive treatment that breaks the cycle of chronic sinusitis with immediate relief and lasting results.

Tom Ressemann, CEO of Entellus Medical, said that the Maxillary Clinical Sinus Trainer has dramatically improved efficiencies in time and cost and in how Entellus trains physicians. “Before we had the Trainers, we had to fly physicians in for a training session to work on cadavers, which is a logistic and expensive challenge. The Trainer now allows Entellus to bring the training to physicians, which is much more convenient for these busy surgeons; and it saves time and money.”

CRS affects over 35 million people in the U.S. resulting in 500,000 conventional sinus surgeries a year. FinESS Sinus Treatment is recommended for patients whose symptoms persist or return despite the use of antibiotics and steroids and who do not need, want or can't have extensive sinus surgery. FinESS does not require the removal of delicate bone or sinus tissue resulting in less bleeding and pain for the patient, and shortens recovery time to hours instead of days.

The treatment is performed with direct access to the affected sinus through a tiny entry point under the upper lip, known as the canine fossa. An endoscope is placed in the sinus pathway and a balloon is fed through the pathway to the treatment site and expanded. Clinical study results published in the *American*

Journal of Rhinology prove the effectiveness of FinESS in keeping treated sinuses open with statistically significant quality of life improvements.

Trainer has Portable Life-like Patient Head and Neck

The Chamberlain Group Maxillary Clinical Sinus Trainer features a life-like patient head and neck with key anatomical landmarks such as the maxillary ostium, the uncinata process, the ethmoid bulla, the nasal septum, and the turbinates. The Trainer's sinus structure is derived from actual patient CT data which is then replicated as a three-dimensional model. The maxillary sinus anatomy differs slightly on each side of the Trainer so that the trainee is not limited to just one anatomical situation.

Dick Cassidy, Vice President of Sales for Entellus Medical, said "physicians using the new Chamberlain synthetic head report it is realistic and comparable to the sinus anatomy in a human or cadaver specimen. For Entellus, the Trainer has allowed us to deliver best-in-class training to our customers in a more cost-effective and timely manner, as compared with cadaver training. The Trainer also allows us to bring the FinESS training to the physicians, making it easier for them to be trained during a busy day of treating patients. This new easy training approach is consistent with our easy to learn and easy to perform procedure."

About The Chamberlain Group

The Chamberlain Group, based in Great Barrington, Massachusetts, is the worldwide leader in the development of custom anatomical surgical trainers. Founded in 1999, the company designs and manufactures anatomically accurate medical models that capture the consistency and response of living tissue. These models provide the best alternative to animals and cadavers for demonstrating medical devices and teaching new procedures. The Chamberlain Group's models are used for cardiothoracic, vascular, general and gastrointestinal, reproductive, urological, and pulmonary training, and now ear, nose and throat (ENT). The company currently works with more than 150 leading medical device manufacturers and teaching institutions in 40 countries. www.thecgroup.com

About Entellus Medical®

Founded in 2006, Entellus Medical is focused on providing unique solutions to address the unmet needs of ENT (ear, nose and throat) physicians, their patients, and payers through the development of innovative device technology and treatment. Based in Maple Grove, Minnesota, Entellus Medical recently introduced FinESS™ Sinus Treatment, a less-invasive treatment option to break the cycle of Chronic Rhinosinusitis (CRS). www.entellusmedical.com

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