

Sleep Simplified - Hospital Case Studies

Case Study #1 - Newly Established Service

Hospital Partner 49 bed community hospital with no existing sleep lab.

Opportunity Design, establish and develop comprehensive sleep program to expand hospital service capabilities.

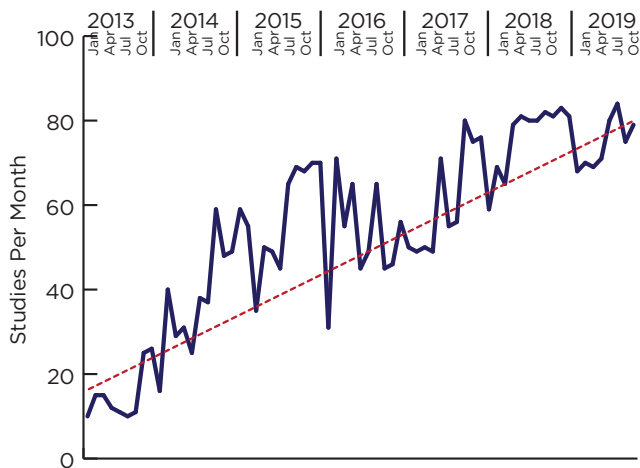
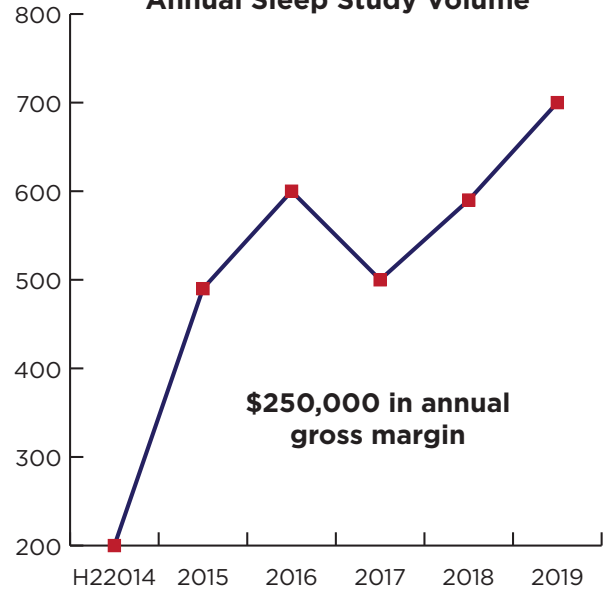
Execution SMS provided a turn key solution including design, scheduling, insurance, clinical staff, equipment, supplies, board certified sleep physicians & extensive program marketing in the local community.

Results **Volume:** The average monthly volume has consistently grown from 27 studies per month in 2015 to 57 studies per month in 2019.



Financial: Program now generating \$250,000 in annual margin for the hospital.

Annual Sleep Study Volume



Case Study #2 - Underperforming Sleep Program

Hospital Partner 112 bed Specialty Hospital averaging 12 studies per month.

Opportunity Reinvigorate program through new processes and improved clinical care.

Execution Worked with hospital physicians to address clinical care issues, developed inpatient OSA screening program, redesigned sleep lab space and provided sleep education and marketing to re-introduce the program to referring physicians.

Results Monthly volume has increased 6x to 80 studies per month.

Case Study #3 - Large Hospital System

Hospital Partner 675+ bed Hospital System with 4 sleep labs and 18 dedicated sleep beds.

Opportunity Create standardized approach for sleep testing across all service locations while eliminating hospital overhead and process inefficiencies.

Execution Assumed management of all sleep labs and standardized operations across the system. Provided scheduling, insurance, clinical staff, equipment, and supplies. On-boarded system physicians to provide study interpretations. Instituted a home sleep program and took over charge entry for all labs.

Results **Financial:** Cost per study reduced by 18% (\$100 per study) and volume increased by 35%.

Annual Studies by Location

