Standardization Leads to Success

Advanced Sleep Management Leveraged EnsoData AI Scoring to Improve Consistency, Patient Outcomes, and Efficiency

ensodata

ADVANCED SLEEP MANAGEMENT

AI Improves Scoring Consistency

Standardized Scoring Improves Consistency and Reporting Quality

Advanced Sleep Management (ASM) is a large private organization that specializes in the management of sleep disorder testing and diagnosis. Based in North Texas, ASM's team provides equipment, technicians, IT support, custom interpretation, report creation, scoring, hosting and archiving for sleep centers. In 2017, ASM's team consisted of six scorers and more than forty interpreting physicians. Due to the size of ASM's operation, there were **natural inconsistencies in scoring** and reporting styles that didn't always match the expectations of the interpreting physicians. ASM also saw a slight increase in study costs from 2016 to 2017. ASM's Co-Founder and VP of Clinical Operations, Laura Linley, really wanted to go beyond providing just a diagnosis to creating a care pathway to **generate better patient outcomes**.

The solution to address ASM's three main challenges? **EnsoSleep AI Scoring.**

"EnsoSleep gave us the ability to leverage a core team of scorers, allowing us to control the quality of the reporting. My 40 physicians no longer complain about inconsistencies. If you're concerned with efficiency and quality, **EnsoSleep is the answer**," said Linley.

After adding EnsoSleep in 2018, ASM scorers began overscoring more consistently, and her PCPs were thrilled. Linley began reducing her reliance on per diem scoring and was able to shift one scorer's primary role into clinical management and patient education. When EnsoData added an RPSGT to the team in 2020, the new clinical insights translated to **enhanced scoring consistency** and better report generation.

> The diagnostic sleep story is what goes into the final report. EnsoSleep cuts the time in half for report preparation and it is vital to consistent scoring and reaching our volume goals.
>
> Laura Linley, ASM, VP of Clinical Operations, Co-Founder

Clinical Input Drives Efficiency, Savings

Reducing Costs by Improving Efficiency with Regular Check-Ins

In addition to being a major win for ASM's bottom line, the benefits of adding EnsoSleep to the sleep center **didn't stop with reduced costs**.

In early 2020, ASM collaborated with EnsoData's customer success team to recalibrate a number of study mapping settings. Each setting or toggle can be used to control specific preferences for each location. For example, a basic setting is toggling between 3% and 4% desaturations. At the time, ASM wasn't meeting regularly with the EnsoData team to discuss the scoring mapping, and changes in their workflow had led to unknown issues where the algorithm wasn't doing what the scorers needed.

That all changed when EnsoData brought on **Andrea Ramberg, RPSGT, CCSH**, in a clinical informaticist role to support customers by facilitating discussions with the scoring techs. Ramberg's experience scoring studies allows her to easily translate the tech talk.

"While your team has always shown initiative and a desire to find solutions, the conversations between our sleep techs and Andrea were really productive," said Linley. "**Her ability to understand what our team meant from a clinical perspective** and relay that to your engineering team made all the difference." Andrea still meets regularly with the ASM scoring team, so the finely tuned machine continues to cruise along efficiently.

> After reconnecting with Andrea on the scoring, our scorers saw immediate improvement on the scoring of arousals and leg movements. Small changes like this one make such a big difference for our scoring times.
>
> Laura Linley, ASM, VP of Clinical Operations, Co-Founder

Enhancing the Patient Care Journey by Shifting Team Responsibilities

Leveraging the Power of AI Scoring to Free Up Time

EnsoSleep allowed Linley to reconfigure her team to enhance patient outcomes. She shifted one of her primary scorers (Amy) into a clinical management role. While Amy still scores studies in certain circumstances, now her primary work is **supporting patients after their sleep test**. In this new role, Amy works directly with patients who have had a sleep test, guiding them through the treatment process, from PAP education, to mask fittings, and what to expect with their new sleep disorder. EnsoSleep also freed up time for ASM's **HSAT manager** to spend more time scheduling appointments, providing patient education, and managing the overarching HSAT program rather than scoring tests. Finally, the scoring team locked in. ASM no longer needed to add or drop scorers as they added new labs, creating a more cohesive environment. The combined benefit of the shifted responsibilities was clear: **improved patient and physician satisfaction**.

Despite the benefits, adding AI scoring still **wasn't an easy transition** for ASM's scoring and clinical team. Most of the team have scored sleep tests for years and many had trepidations about autoscoring solutions. "Shifting our scoring team's mindset from 'me versus AI' to '**how can this AI make my life easier**' was important. AI can't replace the mental property and clinical expertise of the overscorer. That's where Andrea's specific clinical understanding and in-depth conversations **helped validate AI**," said Linley.

> Accepting AI will help you understand and reinvent your value as a sleep tech. You're not just pushing scoring buttons anymore. Instead, you're assisting in guiding patients into the right therapies.
>
> Laura Linley, ASM, VP of Clinical Operations, Co-Founder

Discover the Benefits of AI Scoring for Your Sleep Center

EnsoSleep reduces time spent scoring, standardizes scoring and reporting, and enhances the patient care journey

Book a Demo Now!