

MedBridge Healthcare

Balancing changes in reimbursement and quality care with **EnsoSleep**.



Balancing Reimbursements and Quality Care

Over forty million Americans suffer from obstructive sleep apnea (OSA), a sleep disorder characterized by obstruction of the upper airway that interrupts breathing for 10 seconds or more. Despite the large number of Americans affected by OSA, almost 80% of those with the sleep disorder remain undiagnosed. In recent years, however, continued innovation and improvement of home sleep apnea test (HSATs) technology has increased the use of HSATs as a convenient, albeit limited, alternative to traditional in-lab polysomnography (PSG) tests.

While HSATs convenience and lower cost have improved access to care for many Americans living with OSA, the application of HSATs remains limited by its narrow diagnostic scope. In contrast, PSGs offer robust diagnostic capabilities that identify complex, comorbid conditions. These dynamic and divergent characteristics have created a precarious balancing act for sleep centers trying to deliver high-quality patient care in a climate that continues to prioritize lower cost and greater convenience.





MedBridge Healthcare knows that innovation and artificial intelligence (AI) are integral to the successful navigation of reimbursement hurdles and the continued pursuit of its mission to improve patient quality of life through sleep.

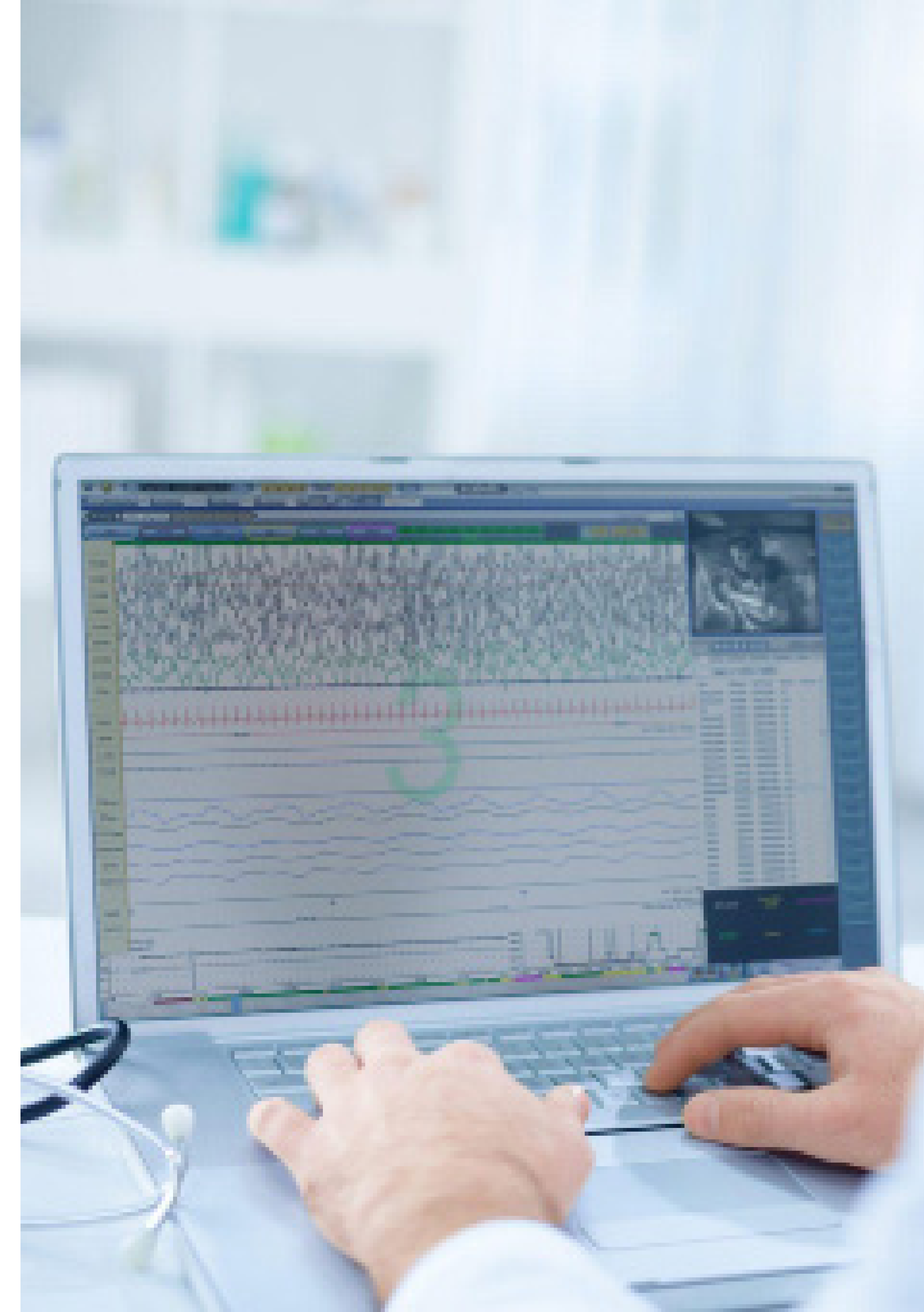
Innovation with MedBridge Healthcare

MedBridge Healthcare owns and operates a network of over one-hundred-and-twenty (120) sleep diagnostic centers nationwide, offering specialized treatment for patients suffering from disorders such as OSA, narcolepsy, or REM Sleep Behavior Disorder. Thanks to a culture that has long embraced innovation, executives decided to be proactive in finding a better way to meet the demand of increasing test volume without sacrificing their obligations to their patients. After evaluating multiple options, the MedBridge team partnered with Wisconsin-based EnsoData and their flagship product, EnsoSleep. EnsoSleep leverages artificial intelligence (AI) to reduce the time needed for scoring studies allowing patients and physicians to access diagnostic results sooner. Furthermore, the EnsoSleep platform maintains accurate scoring standards without cutting corners or increasing costs.

EnsoSleep by EnsoData

EnsoSleep uses Waveform AI to support and empower clinicians across the care continuum. The cloud-based platform utilizes hundreds of thousands of sleep study datasets to train its algorithms and continuously improve its accuracy and efficiency. Furthermore, EnsoSleep seamlessly integrates into any workflow across most clinical software applications used by the sleep industry.

Today, EnsoSleep supports an increasing volume of HSATs and other procedures while eliminating backlogs of unscored tests. But with waveform outputs used across healthcare to diagnose, monitor, and treat patients in nearly every specialty of medicine, EnsoData and Waveform AI are expanding into neurology, cardiology, and any area where they can change the future of healthcare for the better.



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EnsoSleep allows our sleep technologists to spend more time on patient care and education, without sacrificing quality and accuracy in the preparation of test results. EnsoSleep has improved patient engagement and is helping improve long-term adherence to treatment.

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*Kimi Clark, RPSGT, RST, CCSH Vice
President of Clinical Support Services
at MedBridge Healthcare*

One of the most labor intensive and time-sensitive steps in the sleep diagnostic process is the review, analysis and preparation of diagnostic test results. As soon as these test results are properly reviewed and prepared they are delivered to physicians for interpretation and final diagnosis. As a result, we prioritize the timely delivery of accurate test results to physicians, in order to avoid creating a backlog and to ensure our turnaround times satisfy performance objectives.

EnsoSleep is unique in that it automates the recording of event recognition and sleep staging and ensures that technologists have a complete and accurate record. Medical Directors who have voiced concerns about autoscoring in the past have come to embrace EnsoSleep after observing improvements in the quality of test results produced by this technology. The timeline for treatment options post-sleep study can impact patient engagement, outcomes and satisfaction. Initiating timely treatment for sleep apnea can reduce hospital readmissions, get drivers back on the road quicker and improve sleepiness. EnsoSleep allows our sleep technologists to spend more time on patient care and education, without sacrificing quality and accuracy in the preparation of test results. Freeing up this time, EnsoSleep has contributed to improved patient engagement and is helping improve long-term adherence to treatment.

Balanced Results

EnsoSleep has helped MedBridge increase overall volume by 25% and HSAT volume by 36%, all without additional staff or workload. Scoring turnaround time has decreased on average from 24 hours to 18 hours for both HSATs and PSGs when using EnsoSleep compared to manual scoring.

With an average parity of 90%* when compared to traditional sleep technologist scoring, EnsoSleep is a reliable, consistent, and valuable tool that may be used to reduce scoring variation across an organization.

Embracing innovative technologies such as EnsoData has helped MedBridge navigate changes in the sleep industry and support its mission to improve the healthcare and quality of life for people suffering from sleep related disorders through outcomes-driven, integrated care solutions.

* for production data during 2019.

25%

increase in volume and decrease in scoring turnaround time without adding additional staff or workload.

36%

increase in HST volume without adding additional staff.

90%

average agreement with technologist scoring, reducing variation in results.*



EnsoData's flagship product EnsoSleep leverages artificial intelligence to empower clinicians with fast, accurate scoring and analysis. By utilizing Waveform AI, clinicians spend more time on the most satisfying and rewarding part of practicing medicine – helping patients. EnsoSleep is trusted by over 400 US sleep centers and has reduced the time to score studies by as much as 75%.

INTERESTED IN LEARNING MORE?

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