

# HOW TO SET UP AN HST POWERHOUSE

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## ASSIGN DEDICATED STAFF

Dr. Jacob Dominik, of Sleep Insights in New York, recommends having a dedicated staff member overseeing your HST operations - aside from your in-lab and continuity of care work. Start slow, as you'll have kinks to work out along the way.

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## FOCUS ON RELIABILITY

"You need to have HSTs that are reliable," said Dr. Dominik. "Someone needs to be tracking the units, downloading the data, cleaning the units, handling returns, managing turnaround time, and providing any necessary maintenance on them."

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## SHOW, DON'T TELL

It's important to have a specifically trained staff member who works with patients to show them how to use their specific HST unit. This person must be able to troubleshoot with patients and demonstrate proper equipment use.

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## EXPLORE YOUR EQUIPMENT OPTIONS

"Purchasing HSTs is expensive, so explore options instead of directly purchasing them," said Dr. Dominik. "Some companies allow you to lease products, and we're exploring using disposable units mailed directly to patients, as well."

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## TAKE THE LEAP

Don't hesitate to make a mid-stream change. The Sleep Insights team made a rapid telemedicine pivot when their first option wasn't working well enough. You can't be afraid to act.

**Click to learn more about growing your sleep center into an HST powerhouse.**