



How Time Savings Generated by AI Scoring Enables Sleep Center Staff to Get More Done





About King's Daughters Medical Center (KDMC)

For over 108 years, the team at King's Daughters Medical Center (KDMC) has supported the Brookhaven, Mississippi community by contributing to educational programs, supporting local civic organizations, and providing health and wellness events. Committed to **providing patients with the best possible care**, the staff at KDMC is full of compassionate individuals dedicated to the people in their community.

One such compassionate KDMC individual is the Sleep Center's Program Clinical Supervisor, Geoff Eade, RPSGT, CCSH (right). Eade's passion is to provide patients the care they need to improve their quality of life by improving their sleep habits. Eade leads the sleep center at KDMC, where his team evaluates people for potential sleep disorders, tests for sleep apnea at home and in the lab, and generates treatment plans based on patient diagnoses. In this case study, we highlight Eade and KDMC's experience with **EnsoSleep artificial intelligence (AI)-assisted sleep scoring**, specifically how utilizing an automated scoring solution has helped them stay true to their mission of "always providing quality health and wellness in a Christian environment."





Lack of Time Leads to Search for Solution

When business operations are moving smoothly, it is easy to keep your head down and stick with the status quo. But as patient needs evolve, so must the care sleep centers provide. For KDMC sleep center, that moment came in 2021.

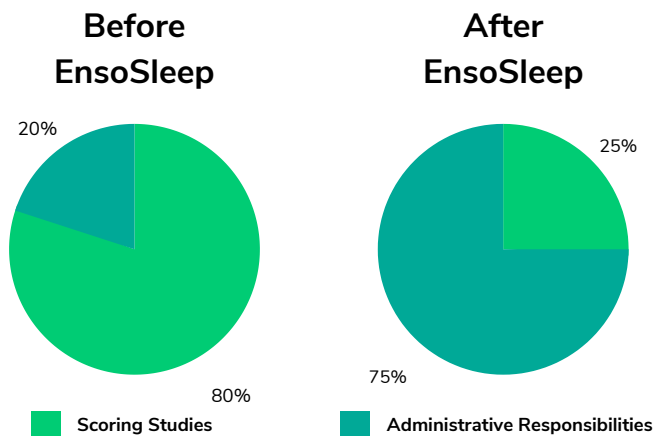
As KDMC has been rebounding from the COVID pandemic, their testing volume is growing and as a result, Eade has been struggling to find time for administrative duties. He began investigating ways to improve organizational efficiency. After hearing of the possible time savings provided by automated sleep scoring solutions, Eade investigated EnsoSleep for the first time with a new outlook.

"Although our turn-around time was still relatively quick compared to other labs, we felt we were not providing our patients with the service level they deserved - we had a backlog," said Eade, adding: "when I first learned of AI and its relation to scoring, I was very skeptical. However, when I became aware of EnsoData's mission and how they want to help sleep technologists better serve patients, I was more open to the concept."

While Eade was skeptical of leaning into an automated solution, he needed the help. He simply didn't have the time to get to everything.

The Solution: AI Scoring

To help Eade find time to address everything on his to-do list, KDMC added EnsoSleep to their technology stack. The results were massive. Scoring times were reduced by 64% for PSGs and 75% for HSATs. Additionally, Eade's time for administrative, operational, and management work grew from 20% of his day to more than 75%.



- Results realized in less than a month
- 64% less scoring time per PSG
- 75% less scoring time per HSAT

And according to Eade, he began experiencing the time savings within a month, which led to an immediate shift in the time patients had with Eade, as well. "I was able to take advantage of the additional time saved to become more efficient and profitable for my employer and more efficient for our patients," said Eade.



More Time for Sleep Center Operations

Rather than overworking Eade and the members of his team, KDMC looked outside their organization for ways to optimize sleep center operations, and they opted to add EnsoSleep.

Because of the decision, KDMC is **saving more than 100 hours per month on scoring studies**. Eade reallocates that time to complete administrative duties, including report generation, growth forecasting, referral relationship building, and developing patient compliance programs.

With staff shortages hitting sleep medicine particularly hard, the gift of time is monumental, but especially for Eade who struggled to find time to complete the studies in a timely manner.

"Scoring studies consumed 80% of my work day. Now with AI scoring the study first, scoring is only 25% of my work time," said Eade. "**EnsoSleep really is a game changer**. It allows our sleep center to save money while making money at the same time."

Does Your Sleep Center Need More Time?

EnsoSleep reduces the time spent
scoring sleep studies, providing
organizations with the opportunity to
optimize sleep center operations.
Schedule a demo to learn more.

Book a Demo!



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