



**Reaching More
Patients with HSATs
and EnsoSleep**



MedBridge Healthcare partners with hospitals, healthcare systems, and medical academic institutions to offer comprehensive, fully-integrated services for patients with sleep disorders in the continued pursuit of its mission to improve patient quality of life through sleep. MedBridge Healthcare is also a leading provider of patient screening programs for sleep disorders and readmission rate reduction programs.

Innovation Drives Success in the MedBridge Healthcare System

As a leading provider of sleep laboratory management services and home sleep apnea testing (HSAT), MedBridge Healthcare owns and operates over 130 sleep diagnostic programs nationwide. MedBridge offers specialized treatment plans for patients suffering from sleep disorders such as obstructive sleep apnea (OSA), insomnia, narcolepsy, and REM Sleep Behavior Disorder.

Empowered by a culture that has **long embraced innovation**, executives proactively sought a better way to support their sleep patient population. They were looking for ways to reach more of the undiagnosed patients in their network. **The answer?** Partnering with EnsoData and implementing the sleep study scoring solution, **EnsoSleep** to speed up PSG scoring and help expand their HSAT operation.

Powered by artificial intelligence (AI), **EnsoSleep** provides clinicians with a **single cloud-based platform for viewing, scoring, editing and reporting of PSGs and HSATs**. EnsoSleep AI Scoring for PSGs and HSATs reduces the turnaround time of scored studies, accelerates physician access to clinical results, and results in quicker diagnosis and treatment of patients.

Addressing Sleep Disorders with Accurate Clinical Testing

More than **25 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**. The testing process for patients is often slow and receiving reimbursement from insurance companies can be tedious. When MedBridge first added EnsoSleep's AI Scoring in 2019, the goal was to speed up that testing process and create more time for their clinical staff to perform other revenue generating or patient engagement tasks. The plan was working, but when the pandemic arrived in 2020, healthcare operations changed everywhere. **Telehealth boomed**. The same can be said for **home sleep apnea testing (HSAT)**. In the wake of the pandemic, use of HSATs as an alternative to traditional in-lab polysomnography (PSG) tests increased significantly.

This shift has been noticed by labs across the country, **MedBridge among them**. While in-lab testing will always be vital for diagnosing acute patients and complex sleep disorders, home sleep tests (which are only capable of diagnosing OSA) do offer a number of advantages for certain patient populations. Testing at home is more comfortable and convenient, and also less expensive and intrusive. **HSATs can accurately diagnose OSA in patients in a more cost-effective manner**, particularly in cases where patients have a positive STOP-BANG or a high pre-test probability for OSA. To power a robust HSAT program, teams need to have the staff and resources to support test set-ups, to educate patients, analyze sleep data, and support patients throughout the night as needed.





EnsoSleep does exactly what it's supposed to do **efficiently and effectively**. It allows our staff to focus on other important (and often interpersonal) work that helps our patients and clients.

Steve Glinka, RPSGT
Director of Clinical Operations
MedBridge Healthcare

How does EnsoSleep Support Clinicians Across the MedBridge Organization?

One of the most labor intensive and time-sensitive steps in the sleep study process is the review, analysis, and preparation of diagnostic test results. According to MedBridge Director of Clinical Operations, Steve Glinka: "**EnsoSleep is a great support tool for the clinicians**. It really speeds up the technologist scoring process. We simply run the sleep studies through EnsoSleep to have the AI partially score them before being reviewed by a registered technologist, creating time for our most valuable and expert asset to do other important duties. We greatly appreciate that this is AI assisted vs. auto-scoring technology. **EnsoSleep significantly reduces the time** needed to score a HSAT, enabling up our technologists to spend more time on patient care."

When asked what techs are doing with that time, Glinka was quick to highlight reaching more patients: "I think it's really being able to see more patients. EnsoSleep has freed up our scoring day staff to do more things that **benefit the company as a whole**, whether that be providing **more patient outreach and engagement**, improving outcomes, supporting client relations, or making sure our partners' needs are being met. It's been an **overall benefit** to our organization. **EnsoSleep does exactly what it's supposed to do efficiently and effectively**. It allows our staff to focus on other important (and often interpersonal) work that **helps our patients and clients**," concluded Glinka.

EnsoSleep's Growing Impact

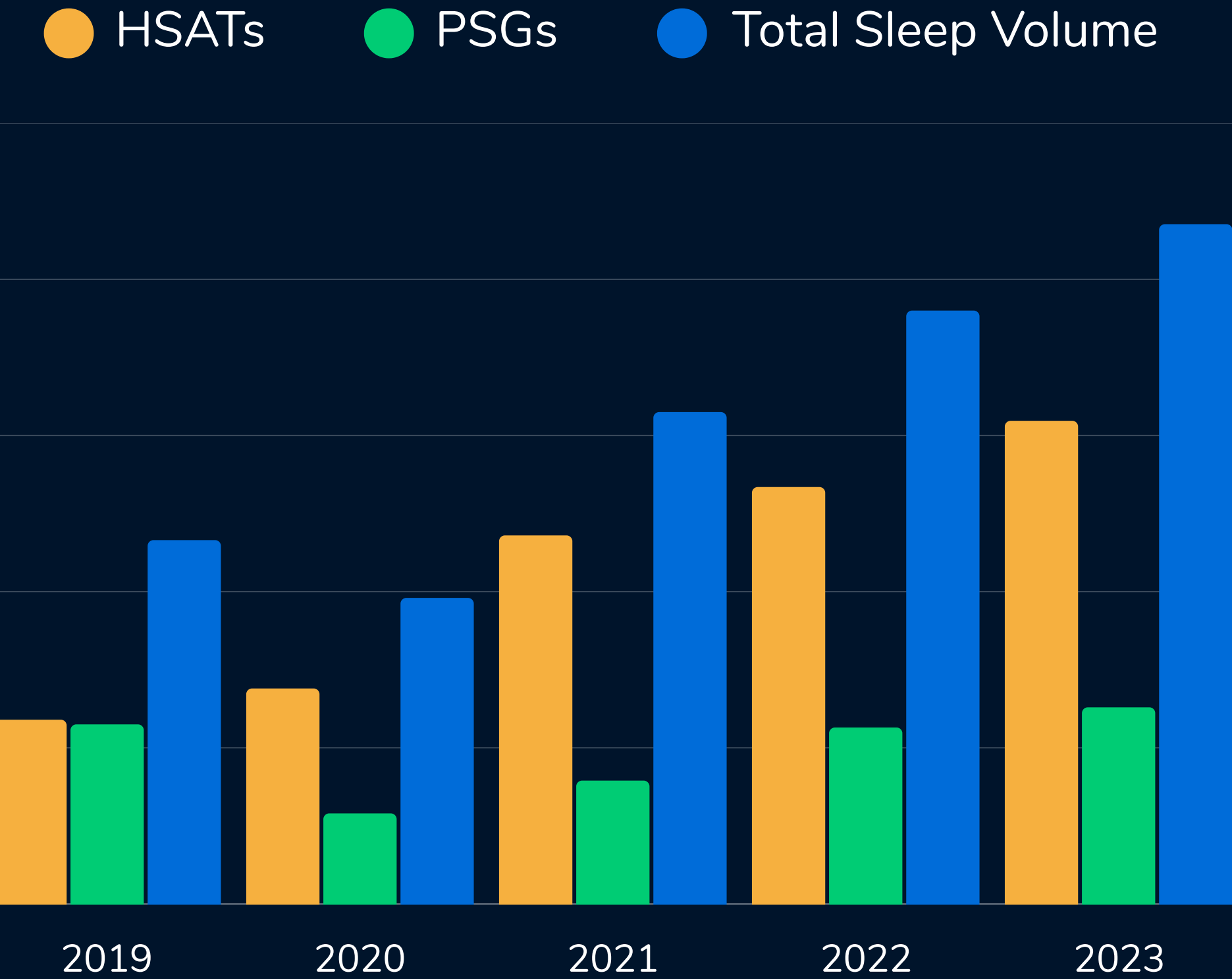
Since the partnership began in 2019, EnsoSleep has assisted in the interpretation and analysis of sleep study information for **more than 131,000 MedBridge patients**, both for PSGs and HSATs.*

The COVID pandemic impacted the in-lab volume for sleep labs across the country, and MedBridge was no exception. In the first year after COVID, PSGs scored by EnsoSleep for MedBridge dropped nearly 50%. However, in the four years since, in-lab volume has recovered to pre-pandemic levels, with a **30% and 40% increase in studies scored by EnsoSleep in 2021 and 2022 respectively**.

And in 2023, MedBridge's in-lab volume exceeded pre-Covid volume numbers, up 9.5% compared to 2019, with plans for continued growth on the horizon. MedBridge's HSAT volume with EnsoSleep has also grown steadily, up 162% from 2019 to 2023. Because technologists can review studies far more productively with EnsoSleep, they're able to increase their overall volume quickly. For Glinka, this reduces the burden on his team and has made a tremendous difference.

* for production data from 2019 - 2023.

Sleep Volume with EnsoSleep



162%

increase in overall HSAT
volume supported by
EnsoSleep (2019 to 2023)

9.5%

increase in total PSG
volume supported by
EnsoSleep (2019 - 2023)



EnsoSleep simplifies and accelerates the sleep testing, diagnosis, and treatment workflow, providing sleep teams with more opportunities to expand patient care, improve outcomes, reach more patients, and impact sleep center growth. EnsoSleep is trusted in over 500 US sleep clinics and has reduced the time to score HSATs by 68% and PSGs by 62%.

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