



**Time Savings Leads to
Sleep Lab Growth and
Improved Patient Care**



Sanford Health Bismarck Sleep Disorder Center

Sanford Health, the largest rural health system in the United States, is dedicated to transforming the healthcare experience and providing access to world-class healthcare in America's heartland. Headquartered in Sioux Falls, South Dakota, the organization has 46 medical centers and serves more than one million patients and 201,000 health plan members across 250,000 square miles.

Sanford Medical Center in Bismarck, North Dakota, is the region's home for health care, serving a vast demographic of patients in Western North Dakota and Eastern Montana. Sanford Health Bismarck Sleep Disorder Center consists of 6 in-lab beds and runs about 180 in-lab and home sleep tests per month.



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Amber Haas, R.EEG/EP.T, RPSGT
Supervisor of Neurodiagnostics
and Sleep Center
Sanford Health Bismarck

The Challenge: Sanford Sleep Center Supervisor Needed More Time

With over 13 years of experience in sleep medicine at Sanford, **Amber Haas**, Supervisor of NeuroDiagnosics and Sleep Center, is a true expert in her field, managing both the sleep lab and EEG lab for Sanford's Bismarck location. In the sleep lab, Haas verifies orders for accuracy, schedules patients, sets up HSATs, and scores both HSATs and in-lab studies.

When Haas first discovered EnsoData at a conference, she was immediately intrigued by the innovative technology. The AI-powered scoring technology gave Haas hope for reclaiming precious time to manage all the activities occupying her day.

"I've always loved trying new cutting-edge things, but I also needed something to help save my time because I'm required to be on the hospital floor during the day to do EEGs. I needed to free up time so I could do more HSATs during the day and also keep up on all the quality reports. We are dual accredited, so I have to manage all that too. So, **I mainly needed time.**"

The Solution: Accurate, Consistent AI Scoring Key to Time Savings

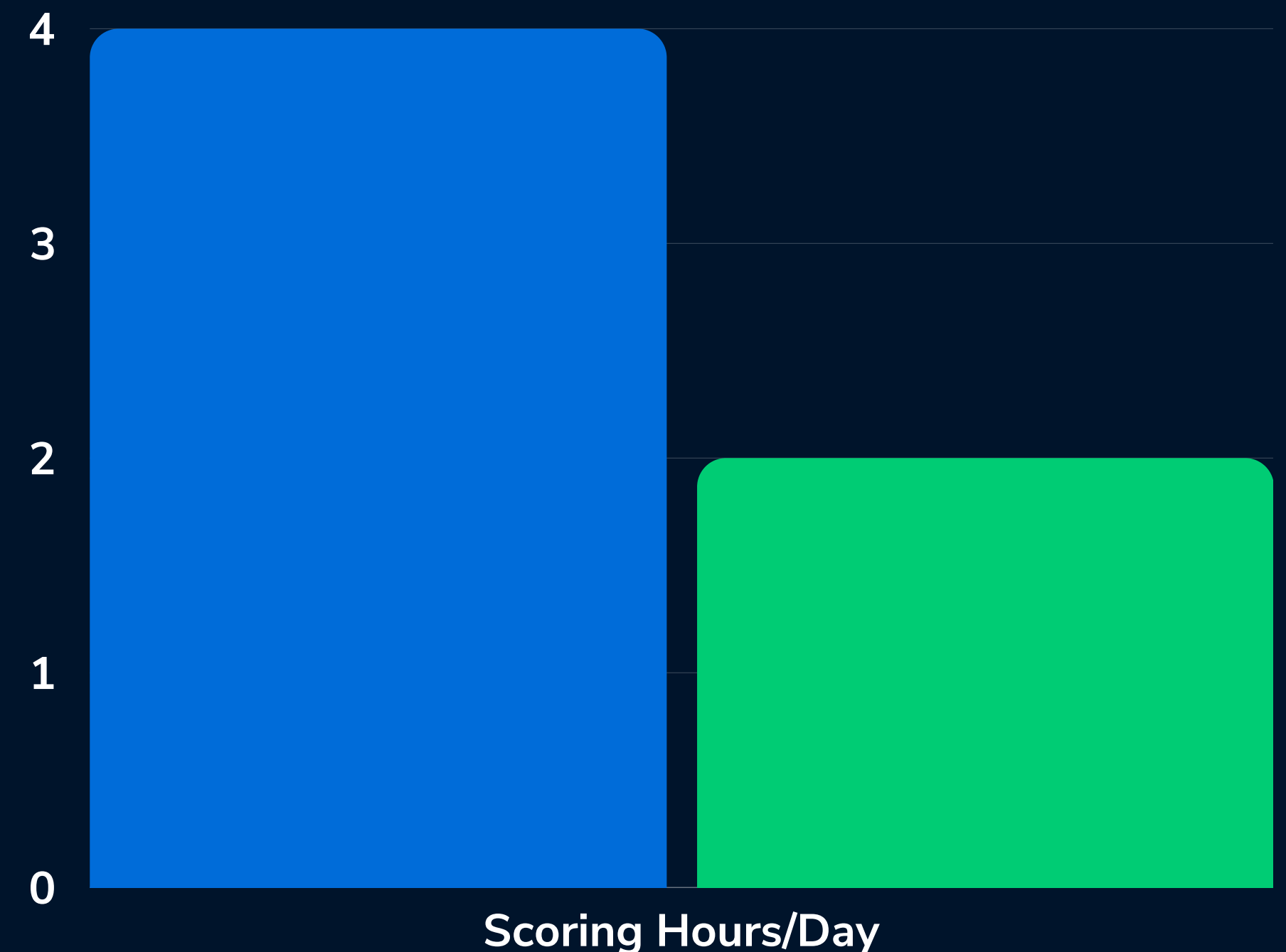
Part of the EnsoSleep implementation process for Sanford was to provide sleep studies to EnsoData to run through the AI scoring algorithm and check agreement levels. Haas was very pleased with the results.

“What really surprised me was the comparability of the agreement. After EnsoData pulled a bunch of our studies to check agreement, we were well over 80%. I was very pleased to see that level of accuracy.”

Sanford Health Bismarck Sleep Disorder Center employs five sleep techs who alternate between overseeing and scoring the in-lab studies throughout the night. When Haas comes into the lab each day, she overscores all the in-lab and HSAT studies in addition to the administrative tasks she handles throughout the day.

Before implementing EnsoSleep in the lab, **Haas spent four hours a day scoring studies**. Thanks to EnsoSleep, her daily scoring time has been halved, allowing her to focus on educating patients struggling with their adjustment to treatment and increasing HSAT volume.

Hours Spent Scoring Studies Daily



■ Before EnsoSleep ■ After EnsoSleep

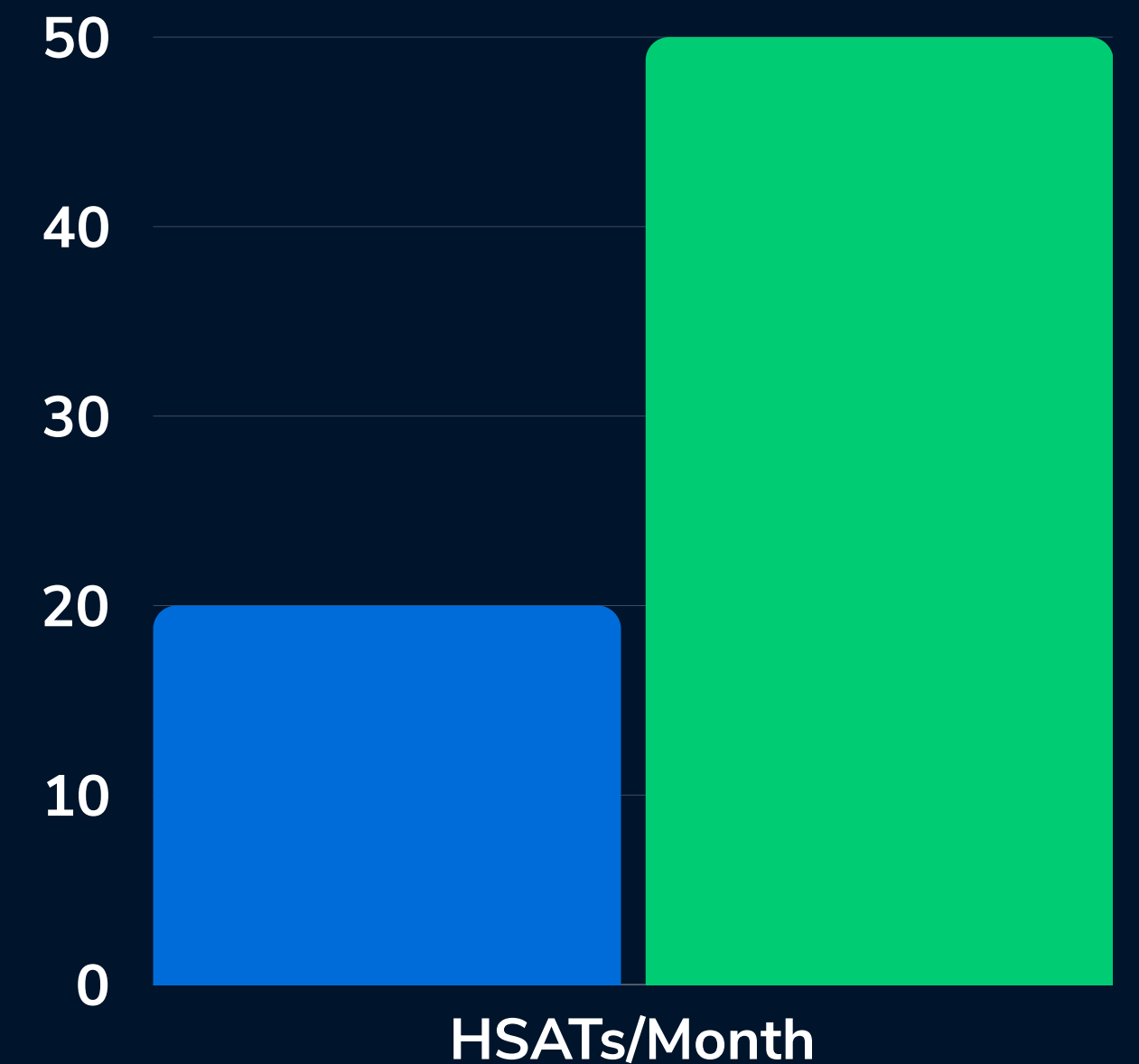
The Result: HSAT Growth, Inspire Expansion, and Improved Patient Care

Since incorporating EnsoSleep into the sleep lab workflow, Sanford's HSAT volume has grown, directly impacting the number of pre-Inspire studies the sleep center is able to conduct. Before EnsoSleep, Haas only scheduled one or two HSATs a day. Now, that number has more than doubled. Combining EnsoSleep AI Scoring with an efficient set up, it only takes Haas five minutes to show a new patient how to use the device - and a failure rate under one percent, resulted in an increase from **20 HSATs per month to 50-70 HSATs per month**.

After patients return their device to the sleep center, the results are immediately provided to Dr. Haven Malish and Dr. Andres Sarrigiannidis, who diligently review the results within a span of two days. Following this review, patients are promptly scheduled for follow-up treatment discussion, including PAP therapy and Inspire surgeries.

"I would only review charts once a week because I had a million other things going on. I couldn't go through to verify if I had everything I needed to get to the doctor. Now, I can generally see all my studies as soon as they come across my desk and send them on their way," stated Haas about life before and after EnsoSleep.

Monthly HSAT Volume



■ Before EnsoSleep ■ After EnsoSleep



EnsoSleep makes my techs feel more secure knowing that if they have a really tough patient, they can give them all their time because the other patient will be scored for them the next day [by EnsoSleep]. So they can just focus on the patients that are ASV titrations or become very complex during treatment.



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In addition to having more time to verify insurance approval, review face-to-face notes from providers, and access the patient level of care form to determine if special assistance is required during testing, the **Inspire patient journey** has been positively impacted by EnsoSleep as well.

Qualifying patients who have undergone the often arduous process of their Inspire procedure receive prompt and attentive follow-up from sleep center staff. Haas and her team are now able to reach out to patients the day after the procedure and again at 6, 9, and 12 months to assist with the Inspire care pathway. Beyond the improved Inspire patient care journey, Sanford's sleep techs also have more time to care for other sleep center patients.

When asked how AI Scoring helps Sanford's night techs, Haas was quick to point out: **"EnsoSleep makes my techs feel more secure knowing that if they have a really tough patient, they can give them all their time, because the other patient will be scored for them the next day [by EnsoSleep]. So they can just focus on the patients that are ASV titrations or become very complex during treatment."**

Utilizing EnsoSleep to score in-lab studies enabled one of Sanford's night technologists to transition into a daytime role. This day tech assists Haas in scoring studies while also providing valuable education and follow-up to patients.

As part of the sleep center's commitment to patient care, they **introduced a proactive initiative to follow up with patients using CPAP therapy.** Each month, the sleep tech calls five patients who started CPAP within the last year. The tech asks them the Epworth questions, sees how their process went with the DME, and uncovers any questions they might have about their treatment. The patients are then directed to whoever can help with issues - either their sleep doctor, primary care physician, or back to the DME to get a different mask or discuss alternative treatment options, such as Inspire.

This new strategy **improves the overall patient experience, paving the way for treatment success or identifying opportunities for alternative treatment.**

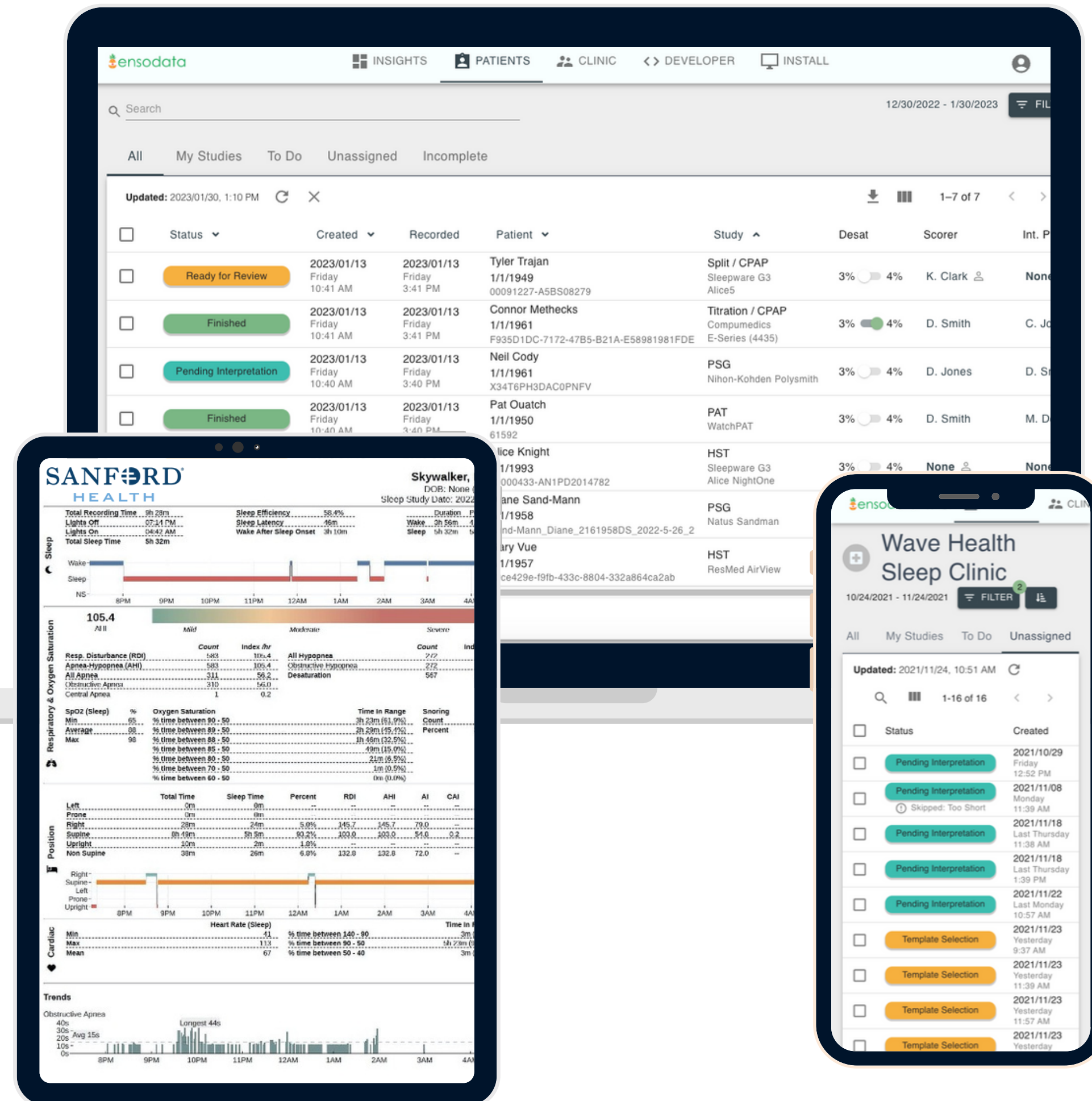


The Impact of EnsoSleep Study Management and Total Sleep Time

Sanford also uses the EnsoSleep **Study Management** platform and **Total Sleep Time** for HSATs to optimize their sleep lab operation.

Study Management provides the sleep team and doctors with **one platform for viewing, scoring, editing, and reporting of studies**. The Sanford doctors are especially thrilled with the platform because upon logging in, they are immediately directed to the page with their assigned studies, eliminating the need to sift through numerous studies to find the ones ready for review.

In addition, since EnsoSleep provides a measurement of Total Sleep Time on HSATs, Sanford has seen an increase in the accuracy of each patient's AHI. This helps get every patient on the best treatment option from the start. On top of the improved clinical benefit, Sanford has been able to use code 95800 (instead of 95806), which provides **the potential for increased reimbursements for home studies**.



ensosleep

Discover how **EnsoSleep AI Scoring and Study Management** provides more time, simplifies and accelerates your workflow, and enhances the overall patient experience.

Trusted in over **500 U.S. sleep labs**, EnsoSleep reduces the time to score **HSATs by 68%** and **PSGs by 62%**.

Explore EnsoSleep for your health system or independent sleep lab on a personal demo.

Schedule a Demo Today

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