

# Waking Up to Sleep Apnea.



## Sleep is Essential to Health

Sleep is increasingly being understood as a critical process to good health.

Poor or interrupted sleep costs hundreds of billions of dollars in health deteriorations, accidents, lost productivity and more.<sup>1</sup>

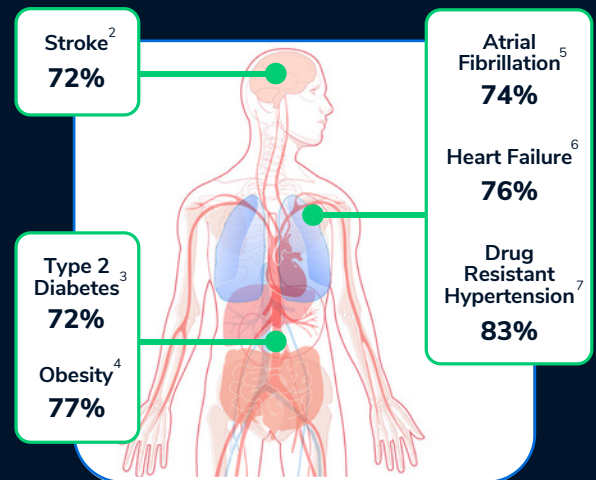
## Undiagnosed Sleep Apnea is Expensive

Sleep apnea is one of THE most undiagnosed conditions on the planet today.<sup>1</sup>

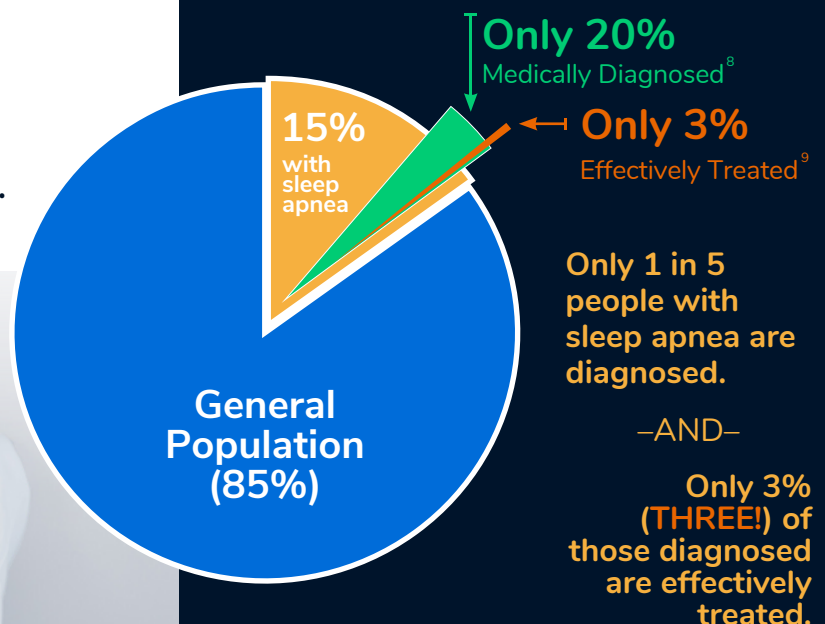
People with untreated sleep apnea are **2x more expensive** than those who are successfully treated.



## Sleep Apnea Prevalence in Common Comorbidities



Sleep apnea is prevalent in **3 of 4** people with healthcare's most common and expensive conditions. **Untreated sleep apnea diminishes the impact of ANY intervention to improve outcomes for this population.**



**Only 1 in 5** people with sleep apnea are diagnosed.

—AND—

**Only 3% (THREE!) of those diagnosed are effectively treated.**

1. The Price of Fatigue: The surprising economic costs of unmanaged sleep apnea. Harvard & McKinsey, Dec 2010  
2. Johnson KG and Johnson DC. J Clin Sleep Med 2010  
3. Einhorn D et al Endocr Pract 2007  
4. O'Keefe T and Patterson EJ. Obes Surg 2004  
5. Bitte T et al. Dtsch Arztebl Int. 2009  
6. Oldenburg O et al. Eur J Heart Fail 2007  
7. Logan AG et al. J Hypertens 2001  
8. Lee, Won et al. Expert review of respiratory medicine 2008  
9. Actuarial claims analysis of untreated v treated OSA. Santa Barbara Actuaries 2021

## Well-Treated Sleep Apnea Provides More Health Per Dollar Invested

People with well-treated sleep apnea require fewer medications, doctors visits, and total hospital care.

Addressing sleep apnea is one of the most overlooked cost savings opportunities in healthcare today.



## \$5,720 PMPY

### Annual Savings Per Treated Member<sup>9</sup>

Savings calculated between people with treated and untreated sleep apnea having at least two of: diabetes, hypertension, and obesity.

## Powering the First Truly Patient-Focused Sleep Apnea Care Pathway

As the leader in FDA-cleared AI technology for sleep medicine, EnsoData has helped more than 500 sleep centers deliver better, more efficient patient care.

Today, we've combined our technology with best-in-class care services partners to deliver a turn-key program that identifies people with undiagnosed sleep apnea and treats them safely at home — **yielding a 20% PMPM medical spend reduction.**<sup>9</sup>



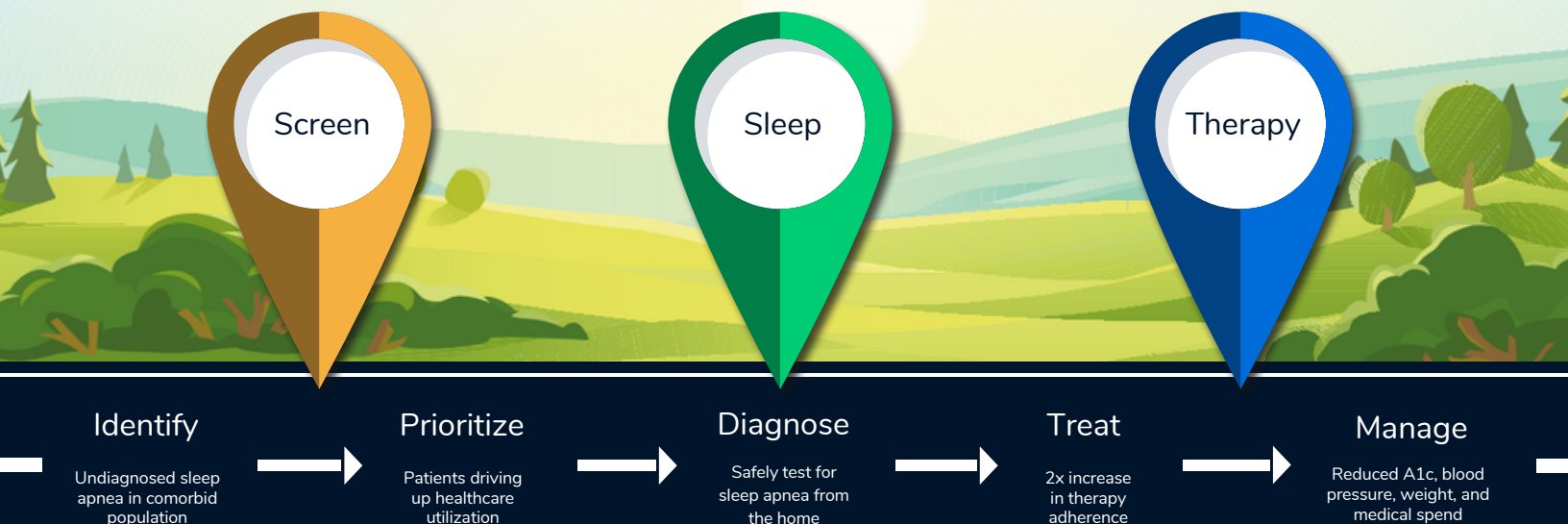
EnsoSleep Customers

## EnsoData Highlights

The EnsoData End-To-End (E2E) program **guarantees a 2X ROI delivery for payers and at-risk providers in YEAR ONE.**

- 500,000 diagnosed patients
- 500+ sleep center customers
- 31,000 new patients/month
- 2 FDA clearances for AI technology
- 20+ AI research publications
- 95% all-time customer retention

## Sleep Apnea Care That Delivers



To learn more, contact us at [SleepApneaCare@ensodata.com](mailto:SleepApneaCare@ensodata.com).

