WELLSTAR Health System

WellStar Health System saves over $1,560,000 per year in costs while exceeding growth targets using Somnoware's sleep healthcare management platform.

Somnoware's ability to automate the sleep center workflow is very powerful. It completely eliminates the need for printing, faxing, sharing of paper-based information, and use of multiple applications. With Somnoware, health systems can manage all patient diagnosis and PAP therapy management data using a single, end-to-end platform. As a result, they can achieve significant time savings and do more with the same staff.

CHALLENGE

WellStar Health System wanted to upgrade their sleep center technologies. They needed to deploy new lab equipment and also eliminate inefficiencies due to manual information processing.

SOLUTION

Somnoware provides WellStar Health System the ability to achieve significant cost savings and grow rapidly without the need for additional staff. Streamlined processes and workflow automation also deliver increased efficiency.

RESULT

WellStar Health System saves over $1.56M annually with Somnoware. These savings are derived from reduced salaries and increased RVUs/APCs.

somnoware

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WellStar Health System is the largest healthcare system in Georgia. It is known nationally for its innovative care models focused on improving quality and access to healthcare. Staying ahead of the curve in technology has enabled WellStar to be leaders in both the diagnosis and treatment of an extensive array of health conditions.

The health system has over 20,000 team members across 11 hospitals, 225 medical office locations, outpatient centers, health parks, a pediatric center, nursing centers, hospice, and home care. WellStar has 56 beds for attended sleep studies across its various sleep centers. It also conducts a significant number of home sleep studies.

NEED FOR UPGRADE

A few years back, WellStar Health System realized that its sleep testing equipment was getting outdated. Their inventory mostly consisted of older polysomnography systems more than a decade old.

The process for conducting and interpreting sleep studies was quite slow and tedious. It involved several manual, paper-based steps.

Raw study data was hosted on physical servers that were cumbersome for physicians to access. Technicians would then print out various additional patient data and other paperwork, and upload or scan them to EPIC for review by the interpreting physician. This process resulted in significant additional time (up to 45 min per study), which was paid at overtime rates.

If there were any errors, the data was returned by the interpreting physician and the whole process needed to be repeated all over again.

After the interpretation was complete and the sleep study report was ready, respiratory therapists would have to locate and print the history and physical examination (H&P) information, sleep study report, and patient demographics. All this information was then faxed to the durable medical equipment (DME) company along with the therapy order.

As a result of this tedious process for sleep study management, interpretation, and therapy ordering, WellStar was spending significant additional time and money on each sleep study. It decided to identify a technology solution to mitigate this situation.

TECHNOLOGY SELECTION

WellStar decided to upgrade its testing equipment to the Philips Alice system. Besides other benefits, upgrading this hardware also enabled the deployment of end-to-end sleep center automation using a cloud-based platform.

Before starting the software evaluation process, WellStar developed a list of criteria to evaluate alternate solutions. They needed a platform that would allow them to reduce manual work, improve efficiency and enhance patient care.

The health system wanted the software platform to easily import sleep study data for interpretation. Physicians wanted an interface that made all relevant data and notes

available, as they interpreted studies. Ideally, they also wanted a common platform to manage both home sleep tests and attended sleep studies.

The system would also allow them to place durable medical equipment (DME) orders for positive airway pressure (PAP) and other therapies electronically. All documents would be sent to EPIC via HL7 without any human intervention. And once a patient was on therapy, they wanted the platform to automatically pull usage data from different sources, enable easy compliance monitoring, and implement strategies for increasing therapy compliance.

WellStar Health System evaluated several software solutions using online research, product demos, detailed discussions, and trial evaluations. Somnoware was the only platform that met all of their requirements.

WITH SOMNOWARE

WellStar Health System has been using Somnoware since October 2018 to manage both in-home and attended sleep studies. The platform eliminates many time consuming activities such as printing, faxing, scanning, and email. Generation of interpretation reports is faster with smart phrases, templates, and

electronic signature. Integration with PAP compliance programs allows patient tracking and document sharing with a simple click.

Process automation with Somnoware has led to a dramatic reduction in technician overtime. Physicians can now do faster interpretations, review more studies, and place therapy orders in the same amount of time.

Since deploying Somnoware, WellStar has been able to grow their study volume at twice the planned rate. This has been achieved with no staff additions and significant reductions in variable time / overtime payments.

A recent return on investment (ROI) analysis conducted by WellStar indicates over $1,560,000 in cost savings per year that can be attributed to the Somnoware deployment.

In addition to the direct cost savings, WellStar's surveys indicate that 92% of their patients are likely to recommend them for a sleep study. Physicians are also happier and are doing many more studies in the same amount of time.

> Since deploying Somnoware, we have been able to grow at twice the planned rate while saving over $1,560,000 in costs per year. Our return on investment (ROI) analysis shows that this impact can be directly attributed to the Somnoware deployment.
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> Thomas Arrington
> Executive Director, Sleep Medicine

BENEFIT

Somnoware has resulted in phenomenal cost savings for the WellStar health system, while enabling them to accelerate growth and further their mission of providing highest quality patient care. And best of all, physicians love Somnoware!

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