



Data-driven Decisions Deliver Results

Somnoware is a cloud-based platform for enhanced respiratory care management. The platform orchestrates data flow between disparate medical devices, unifies datasets within a single platform, and delivers high-impact analytics. Healthcare systems like Carolinus Healthcare Systems Sleep Medicine (CHSSM) use Somnoware to enable screening, faster diagnosis, proactive intervention, and automated patient engagement, resulting in improved treatment outcomes.

CHALLENGE

CHSSM struggled to get patients through the entire process of evaluation, treatment, and adherence in a consistent and timely manner. Moreover, the healthcare system lacked data to provide meaningful insights for improvement measures. The lack of data made it difficult to establish data-driven best practices, streamline delivery workflows, prevent adverse events, coordinate care, and demonstrate value-based care.

SOLUTION

Seeing an opportunity to close gaps in care and improve delivery of care, CHSSM turned to Somnoware, a provider of cloud-based software for sleep and respiratory care management.

RESULTS

The healthcare system is now able to focus on population health management and proactively engage patients who are not adhering to treatment, preventing avoidable readmissions, improving outcomes, and reducing healthcare costs. Using Somnoware, CHSSM initiated patient engagement efforts to coach non-adherent CPAP patients and boosted compliance to 78%. In just eight months, CHSSM was able to increase DME setups by approximately 20%. They were also able to shrink the treatment window from three weeks to less than one week.

The challenges of flying blind

Carolinus Healthcare Systems Sleep Medicine (CHSSM) includes 15 testing facilities with 32 board-certified sleep physicians who perform approximately 12,000 sleep studies each year.

With its commitment to patient-centered care, CHSSM understood the importance of not only identifying sleep disorders but also improving treatment compliance for better patient outcomes and satisfaction, as well as reimbursement. However, like many sleep centers, CHSSM needed a technology that could connect all the stakeholders in the sleep diagnosis and management process to support the delivery of value-based care.

CHSSM struggled to get patients through the entire process of evaluation, treatment, and adherence in a consistent and timely manner. Moreover, without a way to track patient data, CHS Assistant Vice President Michael Stolzenbach said the organization was somewhat "flying blind." The lack of data made it difficult to establish data-driven best practices, streamline delivery workflows, prevent adverse events, coordinate care, and demonstrate value-based care.

Seeing an opportunity to close gaps in care and improve delivery of care, CHSSM turned to Somnoware, a provider of cloud-based software for sleep and respiratory care management.

Integrated sleep medicine software

Somnoware's platform enabled CHSSM to connect the dots between each care stakeholder (sleep lab, patient, provider, and durable medical equipment provider). Not only that, the solution integrated CHSSM's EMR system, testing and therapy devices and provided data collection and analytics.

"It's more important than ever to have data," said Stolzenbach. "Somnoware is a potential game-changer for us. It will allow us to make decisions on how we care for patients based on data—not what we think or what has always been done in the past."

Somnoware's manufacturer-agnostic platform breaks down device- and provider-centric silos of data-gathering and communication. Data collected from disparate sources is brought together, providing a 360-degree view of sleep data and a single point of access to patient records, device output and therapy information in one secure database, allowing extensive outcome measurement and reporting required for participation in accountable care.

Realizing results

Somnoware integrated each stakeholder of the sleep disorder diagnosis and management process that had previously operated independently. The ability to share data across systems and stakeholders resulted in significant clinical, financial, and operational benefits.



Carolinus HealthCare System



“We found a solution that did everything all on one platform—from the scheduling of patients through automating sleep studies to bringing DME referrals in-house to improving compliance.”



Michael Stolzenbach
CHS Assistant Vice
President

Somnoware’s ability to access data across EMR, testing, and therapy devices made it possible for the first time to analyze compliance and treatment efficacy. Using Somnoware, CHSSM initiated patient engagement efforts to coach non adherent CPAP patients and boosted adherence to 78%.

With Somnoware, CHSSM has also been able to expand its home sleep testing (HST) program, helping the health system lower diagnostic costs while making treatment more convenient, accessible, and affordable for patients. Somnoware is empowering CHSSM to identify best practices and overcome therapy compliance challenges for better patient care.

In addition to ongoing clinical benefits, CHSSM is realizing a significant return on investment. Somnoware’s connected platform sends all documentation and CPAP orders electronically, enabling the organization to identify referral patterns and manage setup information. In just eight months, CHSSM was able to increase DME setups by approximately 20%.

Moreover, because of implementing Somnoware, CHSSM can demonstrate improved quality and outcomes, paving the way for both reduced readmissions and better reimbursements – all of which add up to major savings.

“As part of a big health system, our organization is potentially at risk when patients are not compliant with treatment. We benefit when we reduce our patients’ risk of stroke and heart attack and other comorbidities associated with sleep apnea. That’s why we focus on data and how we do things now to reduce overall spend downstream,” said Stolzenbach.

Somnoware’s sleep management software streamlines physician connectivity, expediting study tracking and reports, allowing providers to edit and sign orders electronically, and automating CPAP referrals. Consequently, CHSSM was able to shrink the treatment window from three weeks to less than one week.

As a result of implementing Somnoware, CHSSM has been able to expand its services overall and become a more profitable and integrated service line for the health system. CHSSM is now looking at expanding into new care delivery models with the goal of providing employers and payers a comprehensive service at a greater value.

Prepared for value-based care

Somnoware is helping CHSSM transition from volume to value-based care by integrating components of the sleep program that had previously operated independently. As hospitals move to new payment models that reward comprehensive care, the number of patients who will use sleep services will increase.

“We found a solution that did everything all on one platform—from the scheduling of patients through automating sleep studies to bringing DME referrals in-house to improving compliance,” said Stolzenbach.

Armed with real-time data, the ability to bring DME in-house, as well as access data from home sleep testing, CHSSM will now be able to focus on population health management and proactively engage patients who are not adhering to treatment, preventing avoidable readmissions, improving outcomes, and reducing healthcare costs.



Schedule A Demo Today

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