



## Exceeding Growth Targets While Reducing Costs

Somnoware reduces the need for printing, faxing, sharing of paper-based information, and use of multiple applications. With Somnoware, health systems can manage sleep patient diagnostic testing and positive airway pressure (PAP) therapy data management using a single, end-to-end platform. As a result, they can achieve significant time savings and do more with the same staff.

Wellstar Health System (Wellstar) is one of the largest healthcare systems 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. Wellstar has 56 beds for attended sleep studies across its sleep centers. It also conducts a significant number of home sleep studies.

### Need for upgrade

Wellstar struggled with outdated technology and manual processes that included numerous paper-based steps.

All this information was then faxed to the durable medical equipment (DME) company along with the therapy order.

Raw study data was hosted on physical servers that were cumbersome for physicians to access. Technicians would print out various patient data and upload or scan it to their EHR for review by the interpreting physician. This resulted in a process that took up to 45-minutes per study, which was paid at overtime rates.

As a result of this lengthy process, Wellstar was spending additional time and money on each sleep study. It decided to identify a technology solution to mitigate the situation.

### Technology selection

If errors occurred, the data was returned by the interpreting physician and the whole process needed to be repeated.

Wellstar upgraded its testing equipment. Upgrading to new equipment enabled the deployment of sleep center automation using a cloud-based platform.

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 information, sleep study report, and patient demographics.

Before starting the evaluation process, Wellstar developed criteria to evaluate solutions. They needed a platform that would allow them to reduce manual work and improve efficiency. ►

### CHALLENGE

Wellstar 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.

### RESULTS

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



“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 ROI analysis shows that this impact can be directly attributed to the Somnoware deployment.”



**Thomas Arrington**

Executive Director, Sleep  
Medicine

They wanted the platform to import sleep study data for their interpretation. Physicians wanted an interface that made relevant data and notes available as they interpreted studies. They also wanted a platform to manage both home and attended studies.

The system would also allow them to place DME orders for PAP and other therapies electronically.

Wellstar thoroughly evaluated solutions. Somnoware was the only platform that met all of their requirements.

## With SOMNOWARE

Wellstar has been using Somnoware since October 2018 to manage both in-home and attended sleep studies. The platform has helped reduced time-consuming activities for Wellstar staff and physicians such as printing, faxing, scanning, and email.

Interpretation reports are generated faster with commonly used phrases, templates, and electronic signatures.

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 reductions in variable time / overtime payments.

A 2019 return on investment 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 patient 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.

## Benefit

Somnoware has resulted in significant cost savings for the Wellstar Health System, while enabling them to accelerate growth and further their mission of providing the highest quality patient care. ■