

SnoozeLetter

VOLUME 2, ISSUE 1

JANUARY 2011

POLL

QUESTIONS:

1. DO WE NEED A 2011 SLEEP TRAINING COURSE?

2. DO YOU LIKE OUR NEW WEBSITE?

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Sleep Healers 2010 Year in Review

The end of the year is always a time to reflect on the successes and challenges of the last 12 months and to look forward to the opportunities in the coming months.

In February 2010, Sleep Healers closed its Lewisville Sleep Center and opened a sleep center in **Hickory Creek**. This center is better able to serve the patients living in the Lake Cities area, as well as, Denton, Little Elm and the northern part of DFW.



In March 2010, Sleep Healers completed the survey process and achieved **Joint Commission Accreditation** for its nine sleep centers and the staff of MedicalEdge, PA. Not only does this allow Sleep Healers to sleep Medicare patients in 2011, but it also allows MedicalEdge



physicians to be on staff with an accredited facility, a key requirement for interpreting sleep studies in 2011.

In July, Sleep Healers consolidated its Sleep and DME Operations in one location in the North Point II Building on the MedicalEdge Corporate Campus. This allows for seamless communication between the **Sleep Call Center**, which schedules sleep



studies in 9 locations, the Clinical Operations, and the DME Operations. There is also a dedicated set-up room for patients needing CPAP devices.



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"He Snores and I'm Exhausted!"

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Sleep Fact: People With Sleep Apnea Are At a Higher Risk For Aggressive Heart Disease

DID YOU KNOW?

In 2011, Medicare requires all sleep centers to be accredited by either the AASM or the Joint Commission.



Bedford Sleep Center remodeled

DID YOU KNOW?

Medicare requires the following to cover CPAP Devices for your patients:

- Face-to-face clinical evaluation with treating physician **PRIOR** to the sleep study to assess for sleep apnea.
- Medicare-covered sleep study with an AHI or RDI greater than 15/hour with a minimum of 30 events, OR an AHI/RDI between 5-14 events per hour and excessive daytime sleepiness, impaired cognition, mood disorders, hypertension, heart disease or stroke.

2010 Year in Review Continued...

In May and October 2010, Sleep Healers offered two **Physician Training Courses** which were attended by over 60 providers. Speakers included **Margaret Mike, MD, Scott Conard, MD, Fari-borz Davoodi, MD, Jim Rellas, MD, Sunjay Wagle, DC, Kent Smith DDS, and Keith Matheny, MD.**

Topics included sleep apnea treatment, cardiovascular disease and sleep, obesity and sleep, and both oral appliances and surgical options for the treatment of OSA.

In September 2010, the **Bedford Sleep Center** was completely remodeled to include new carpeting, new paint, new linens, new artwork and upgraded LCD TV's. This was one of our older facilities (3 years) and we wanted to bring the patient experience up to the level of our newer sleep centers.

In December 2010, we opened

a new **Arlington Sleep Center** in the Texas Center at Arlington. This is a state-of-the-art facility with a convenient, dedicated outside entrance, separate heating/cooling units for each room,



In 2010, we expanded our services to include **Home Sleep Screening**. This is an



alternative to the traditional sleep center-based polysomnogram that is used to detect

obstructive sleep apnea. It is only a screening and patients with OSA, will need a polysomnogram in the sleep center to confirm and treat OSA with CPAP.

Finally, after some difficulties utilizing partners for our **CPAP Compliance and Re-supply**, Sleep Healers DME



began monitoring and reporting CPAP compliance in-house. Compliance tracking is now required by many insurers.



Sleep Healers DME can also supply CPAP patients with supplies such as masks, hoses, filters directly to their home.

It's been a busy year!

2011 Sleep Healers Plans Outlined

Coppell Sleep Center moving into a new suite in Jan/Feb 2011. With Tiena-Health Coppell closing, it is necessary to relocate the Coppell location. We will have dedicated suite in the same building to the move will be seamless.

Fort Worth Sleep Center will be freshened up in March/April 2011. The facility is 3 years old and we want to make sure the patient experience continues to be positive.

DeSoto Sleep Center will relocate to a new build-

ing planned for Summer 2011. The new location will be located at the corner of Hwy 67 and Westmoreland, allowing easier visibility for patients and the opportunity to upgrade the patient experience.

Develop direct referral processes for **alternative Sleep Apnea and Snoring treatment** to include oral appliances and surgical options. While CPAP is the most effective treatment for OSA, many patients are choosing alternative treatments prior to the study

process. We want to make sure these options are presented at the physician office.

Develop program focused on **Men's Health** to identify patients who may need a total health make-over. Called **Tune-up For Men**, this program will identify and navigate men who need screening and treatment for sleep disorders, cardiovascular disease, obesity and diabetes, and urologic disorders to include prostate cancer and sexual performance issues.

Sleep Healers Opens New Arlington Center

The new Arlington Sleep Center opened on December 3rd to rave reviews from patients sleep there, sleep technicians working in the facility and physician staff who have toured the facility.

The center features several new features that will be incorporated into future sleep centers:

- Individual heating/cooling units for each bedroom, the technician area and the restroom/break area. This allows each bedroom temperature to be set for that patients and can vary as much as 15 degrees.
- Wood-plank flooring throughout the facility creates a beautiful atmosphere while being easier to clean.

- Separate controls for the A/C units, ceiling fans, dimmable lighting and TV's in the tech area so that these can be adjusted remotely while the patient remains in bed.
- Private restrooms for each patient that are detached from the bedroom area so that one patient does not disrupt another. They include granite countertops, bowl sinks and a large shower.
- Coffee/snack bar in the waiting area for patients to have coffee, tea, water or a breakfast bar before leaving in the morning.
- Shared facility with the Women's Center at Arlington to reduce cost and duplication of restrooms, break area and IT/Electrical services.

DID YOU KNOW?
 18 million people have sleep apnea and 80% are ignorant to the fact that they stop breathing at night.



81 Percent Of Hospital Patients At High Risk For Sleep Apnea

Eighty-one percent of hospital patients are at high risk for [obstructive sleep apnea](#), a Loyola University Health System study has found.

The findings suggest that hospitals should consider giving patients a five-minute screening test to identify those who are at high risk.

Sleep specialist Dr. Sunita Kumar and colleagues administered an eight-question obstructive sleep apnea screening questionnaire known as STOP-BANG to patients during a single day at Loyola University Hospital. Patients were excluded if they were on a breathing tube,

on sedatives or had altered mental status.

Of the 195 patients surveyed, 157 (80.5 percent) were at high risk for obstructive sleep apnea, meaning they answered "Yes" to at least three questions on the STOP-BANG questionnaire.

While 157 patients in the study were at high risk for apnea, only 41 had been evaluated in an overnight sleep lab. Of those 41 patients, 31 had been diagnosed with obstructive sleep apnea. But only 18 were being treated, either with a CPAP breathing mask (17 patients) or surgery (1 patient).

Source: Chest 2010 Meeting

The STOP-BANG questionnaire consists of eight questions:

Do you Snore loudly?

Are you Tired or sleepy during the day?

Has anyone Observed you stop breathing during sleep?

Do you have high blood Pressure?

Do you have a Body mass index higher than 35. (Depending on height, this means being roughly 65 or 70 pounds or more overweight).

Is your Age older than 50?

Do you have a Neck circumference greater than 40 cm. (15.7 in.)?

Is your Gender male?

A score of 3 or more yes answers is considered a high risk for obstructive sleep apnea.



Sleep Healers Operations Center
 9330 Amberton Parkway
 Suite 1225
 Dallas, TX 75231

Phone: 972-506-7800

Fax: 972-831-8015

E-mail: orders@sleephealers.net

Website: www.sleephealers.net

Sleep Healers Contact Information

Senior Director of Operations, New Business Development

Jim Rogers, RN, RPSGT jrogers@sleephealers.net (469) 358-1958

Patient Admin. Services Director: Scheduling, Order Management, Billing

GiGi Gertson ggertson@sleephealers.net (214) 632-0239

Clinical Operations: Data Collection, Scoring & Interpretation

Annette Ferrell, RPSGT aferrell@sleephealers.net (214) 916-5680

Sleep Center Operations: Facility Management, Accreditation, Scoring

Clark Walker, RPSGT cwalker@sleephealers.net (214) 557-5435

Sleep DME Operations: Home CPAP Set-up, Compliance, and Re-Supply

Dana Swiderski dswiderski@sleephealers.net (214) 916-5683

Physician Relations Manager: Marketing, Community Relations

Endrina Lopez elopez@sleephealers.net (214) 403-5601

If you need Order Forms, DREAM Forms, or Location Maps call us at 972-506-7800 or email orders@sleephealers.net.

10 Sleep Healers Locations in Dallas/Ft. Worth Area



Arlington
 400 W. Arbrook Blvd,
 Suite 150A
 Arlington, TX 76014
*1 block East of Matlock Dr. between
 Arbrook Blvd and Highlander Blvd. Just
 east of Costco. Outside entrance.*



Bedford/Hurst/Euless
 2116 Parkwood Drive, Suite A
 Bedford, TX 76021
*East side of Hwy 183 service road,
 1 block north of the Harley Davidson
 Dealership.*



Coppell/South Lewisville
 546 E. Sandy Lake Rd.,
 Suite 210A
 Coppell, TX 75019
*Corner of Moore Rd. and Sandy Lake
 Rd., 2 miles East of Denton Tap Rd.*



**Lake Cities/Hickory
 Creek/Denton**
 3600 FM 2181, Suite 200
 Hickory Creek, TX 75065
*Swisher RD Exit, 1/2 mile West of I-35E
 Health Star Alliance Suite.*



Plano/Village Sleep
 5425 W. Spring Creek Rd.,
 Suite 125
 Plano, TX 75024
*1/2 mile east of Dallas North Tollway.
 Entrance faces West.*



Town East/Mesquite
 1645 Town East Blvd., Suite 503
 Mesquite, TX 75150
*Town East Diagnostic and Therapy Center
 next to Starbucks. North of Town East
 Mall, 1/2 mile East of I-635.*



Fort Worth
 4400 Oak Park Lane, Suite 100
 Fort Worth, TX 76109
*In building with Meridian Imaging.
 1 block West of Hulen Rd. 3 miles North of I 20.*



DeSoto/Duncanville
 2701 Prince George Ave.,
 Suite 102
 DeSoto, TX 75115
*1/2 mile South of W. Wheatland Rd.
 West (southbound) side of Prince George Ave.*



Plano/Carrollton
 6957 W. Plano Pkwy., Suite 1220
 Plano, TX 75093
*Texas Clinic at Prestonwood
 NE corner of Plano Parkway and Marsh
 Lane behind Prestonwood Baptist Church.*



Sleep Healers DME
 9330 Amberton Pkwy, Suite 1225
 Dallas, TX 75243
*Go North from Greenville Exit on I-635 to 1st
 signal light. Turn right on Amberton Pkwy.
 Tan two story building, one block down on
 the right.*