Sleep On it! OSA
Innovations in Sleep Newsletter

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OVERCOMING THE THERAPIST SHORTAGE
The Scoop Of The Day

Respiratory staffing shortages are affecting hospitals, DMEs, and home health companies. In addition to staffing shortages, we all know that the CPAP recalls have affected our industry. It's making it harder to do patient setups while maintaining a profit. The average exchange rate for CPAP masks on new patient set-ups is almost **22%.**

With state-of-the-art technologies like machine learning and artificial intelligence, companies like SOVASAGE (www.sovasage.com) can reduce this number to less than 5% in most cases, thus reducing the cost of mask exchanges.

BY USING AI AND MASK FITTING TECHNOLOGIES, DMES CAN SAVE THOUSANDS OF $$ IN TIME AND PAYROLL.

THERAPIST TIME IS VALUABLE

The latest updates to get you through the day

As therapist shortages continue, respiratory therapists' time becomes more and more valuable. With shortages, payroll increases, and therapist turnover, time becomes your most precious and valuable commodity, and like any valuable commodity, it is important to use it wisely.

The average new PAP in-service takes an hour, with the mask selection and fitting comprising the largest portion of that time.

Patient confidence in the process is highly variable and often results in mask failures. In fact, the national average mask failure rate is over 22%.

The advent of AI and computer vision, however, now make it possible for the patient to provide all the information necessary to select and fit the optimal mask for them – even before they sit in front of a therapist or 100% virtual.

The end result is an unbiased and accurately fit patient who is less likely to need a mask exchange and more confident in the scientific approach utilized.

Depending upon the software, providers can consistently see exchange rates drop to less than 5%.

Patients have a better first experience, are more likely to remain compliant to their therapy, and therapists' time is freed up to focus on patient care, not just mask fitting and exchanges.

If your firm is doing 200 setups per month, the average savings on new setups is projected to be $3,354/month in time, plus the cost of discarded unused masks. Therapist Assist™ (www.sovasage.com) can help you save time and money on new setups and subsequent reorders.

sovaSage
reinventing sleep therapy