Sleep Market Panel

Results for June 2016
This is a monthly trending report of panel member data along with additional analysis by:

- Sleep labs affiliated with Hospitals vs. Independent Labs
  - **Hospital** - Labs affiliated with hospitals
  - **Independent** - Labs that are stand alone entities
- Sleep labs conducting HSTs vs. Non-HST labs
  - **HST** - Labs reported conducting at least ONE home sleep test a month
  - **Non-HST** - Labs reported conducting NO home sleep tests
In June, a total of 153 labs from 37 states submitted their data (6 are new panel members).

Note: No representation from Alaska or Hawaii.
Lab sizes ranged from 1–15 beds, with an overall average of 4.4 beds and a median of 4 beds.

In June, 13% of labs dispense therapeutic sleep apnea equipment to patients.

The percentage of labs dispensing sleep equipment averaged 17% in the last 12 months Jul'15 - Jun'16.
3.9% of total labs planned to add more beds to their facility in June.

The percentage of total labs planning to add beds in the next month averaged 2% in the last 12 months Jul'15 - Jun'16.
• In June, 20% of overnight tests were conducted as split-night studies

• The percent of split-night studies conducted over the last 12 months Jul'15 - Jun'16 averaged 22%

• In June, 18% of labs reported using Auto-scoring or Computer Assisted Scoring

• The percent of labs using Auto-scoring over the last 12 months Jul'15 - Jun'16 averaged 14%
In June, labs conducted an average of 14.5 in-lab overnight tests per bed, with a range of 1-34.

The number of tests conducted per bed in the last 12 months Jul'15 - Jun'16 averaged 15.
Home Sleep Testing (HST)

- In June, 78% of labs conducted portable, at-home sleep studies
  - Among those conducting home testing, an average of 99% at-home studies were billed to insurance per month

- The percentage of sleep labs conducting home sleep tests averaged 74% in the last 12 months

- In June, Home Sleep Testing was 14.3% of the total testing volume
In June, the average number of total sleep tests were:
- Hospital Labs: 72
- Independent Labs: 88
- All Labs: 78

The number of tests conducted per lab in the last 12 months Jul'15 - Jun'16 averaged:
- Hospital Labs: 76
- Independent Labs: 93
- All Labs: 82
In June, the average number of total sleep tests were:
- HST Labs: 88
- Non-HST Labs: 48
- All Labs: 78

The number of tests conducted per lab in the last 12 months Jul'15 - Jun'16 averaged:
- HST Labs: 96
- Non-HST Labs: 44
- All Labs: 82
In June, the average number of sleep tests per lab by test method:
- In-Lab: 67
- HST: 11

The number of tests conducted per lab in the last 12 months Jul'15 - Jun'16 averaged:
- In-Lab: 70
- HST: 12
Volume of In-lab Sleep Tests Conducted Per Lab

- In June, the number of sleep In-lab tests per lab:
  - Mean: 67
  - Median: 53
  - Range: 2-250

- The average number of tests conducted per lab in the last 12 months Jul'15 - Jun'16 was 70
Volume of Home Sleep Testing

- Among those conducting home testing in June, the number of sleep tests conducted per lab:
  - Mean: 15
  - Median: 11
  - Range: 1-93

- The average monthly number of home tests conducted per lab in the last 12 months, Jul'15 - Jun'16 was 16

![Volume of Home Sleep Testing Per Lab](image)
In June, cancellations per lab averaged 9, with a range of 0-97 per lab.

Cancellations per bed averaged 1.9 with a range of 0-16 per bed.

Cancellations as a percentage of studies conducted averaged 14%, with a range of 0%-89%.

“Cancellation” is defined as an appointment that is dropped and not rescheduled.
In June, 45% of sleep studies resulted in a script for a PAP device.
In June, 54% of sleep studies were billed to private health insurance and 31% were billed to Medicare (traditional and/or managed).

39% of labs reported tracking insurance pre-authorizations.
- Among those labs, an average of 61% of studies required pre-authorization, with a range of 1-100%.
Monthly comparisons (month-to-month percent change) can only be made using data from the exact same sleep labs.

In the slides that follow, we refer to sleep labs who provided their data for 2 months in a row as “repeat panel members”
Month-to-Month Changes in Volume of In-lab Overnight Sleep Testing

- For repeat panel members, the volume of in-lab sleep tests increased 1% from May'16 - Jun'16.

- There was a 1% increase in monthly testing volume over the last 12 months, Jul'15 - Jun'16.
For repeat panel members, there was an increase of 5% in Home Sleep Testing volumes from May'16 - Jun'16.

On average, there was a 2% increase in monthly testing volume over the last 12 months, Jul'15 - Jun'16.
Month-to-Month Changes in Volume of Patient Cancellations

- For repeat panel members, there was a 4% increase in the number of cancellations from May'16 - Jun'16.

- There was a 2% decrease in cancellations on average in the last 12 months, Jul'15 - Jun'16.
- For repeat panel members, there was a 2% decrease in the percent of sleep studies resulting in scripts from May'16 - Jun'16

- On average, there was a 1% decrease in number of studies resulting in scripts in the last 12 months, Jul'15 - Jun'16