

Respiratory Sleep Navigator A New Role for RTs

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Respiratory Associates Webinar Series 2024

Learning Objectives

- ▶ 1. Attendee will understand better the role/tools of the RT Sleep Navigator
- ▶ 2. Attendee will gain resources needed to qualify as a Sleep Navigator
- ▶ 3. Attendee will learn how to, implement this role, in their facility

Speaker Conflict of Interest

- ▶ Sleep Lab Management Consulting, LLC
- ▶ Sleep Lab Accreditation Site Surveyor

Introduction

- ▶ **Sleep Navigator opportunities are emerging across the US**
 - ▶ **As**
- ▶ Hospitals look for ways to improve patient outcomes, mitigate risk and increase revenues.
 - ▶ **This presentation will:**
- ▶ Describe the position, show you the role/tools, pathways and how to implement, if not at your Hospital/facility

Respiratory/Sleep Navigator/A New Player??

- ▶ Similar to the Asthma Educator and COPD Navigator Roles
- ▶ Visits with patients and family in hospital
- ▶ Helps determine current OSA risk or current diagnosis. (Stop Bang, EMR?)
- ▶ Reviews patient's current therapy if present/Devices.
- ▶ Alerts Nursing and Respiratory to any immediate concerns/Periop/Split
- ▶ Helps coordinate Action Plans ie: Sleep Study recommendations/DME
- ▶ **Reduces Readmissions, Patient Risk, Hospital Liability**
- ▶ **Increases Patient Safety, Patient Satisfaction and Hospital Revenues**

Navigator Role Not New to RTs

- ▶ COPD Navigators
- ▶ Asthma Educators
- ▶ Both improve patient outcomes, mitigate risk and decrease re-admits.
- ▶ **RT Sleep Navigator Role beginning to take shape across the US.**

Help Wanted Postings for Sleep Navigators

▶ Search of Recent Web Postings

- ▶ **Children's Hospital Philadelphia-Clinical Research SleepNav-64 to 84k**
- ▶ **Sleep Health Navigator-BayCare-Largo, Florida**
- ▶ **Sleep Navigator-Franciscan Health-Indianapolis 51 to 61k**
- ▶ **Sleep Navigator-WellNecessities Holdings-Austin Texas**

- ▶ **Looking for combinations of Respiratory and/or Sleep experience**
- ▶ **RT, CRT, SDS, RPSGT, RST, CCSH**

Salary Ranges for Sleep Navigators

- ▶ Part-Time: 30 to 40k
- ▶ Full-Time, Base Salary: 60 to 80k, plus benefits
- ▶ Cost/Benefit Justification Breakdown to follow.....

Health Care Navigators/Educators/Examples

- ▶ Nurse Navigators
- ▶ Diabetes Educators
 - ▶ **Value Being Recognized**
- ▶ RT COPD Navigators
- ▶ RT Asthma Educators

Disease States Involved

- ▶ OSA>>Affects almost all.
- ▶ COPD
- ▶ Obesity
- ▶ Hypertension
- ▶ Cardio
- ▶ Narcolepsy
- ▶ Circadian Rhythm Disorders
- ▶ Stroke
- ▶ Nephrology
- ▶ Ophthalmology

Business Model for Our Discussion Today

- ▶ **Hospital Setting**
 - ▶ **200+ Bed Multidisciplinary Facility**
 - ▶ **With a**
 - ▶ **Sleep Disorders Center/Pulmonary/Neuro Medical Director**
 - ▶ **Other?**

Sleep Navigator/Educators are Happening Now!!

- ▶ Sleep Navigators currently working in the following settings.
- ▶ Hospital-Respiratory Care
- ▶ Hospital-Sleep Lab
- ▶ Pulmonary/Sleep Practice-Physician Office/Practice
- ▶ ENT, Cardiology and Dental Practices are entering field
- ▶ Surgi-Centers
- ▶ DME Hospital In-House Reps
- ▶ In-House LTACCs Other??

Role of the Respiratory Sleep Navigator/Typical Day

- ▶ Patient Advocate, Pathway Support
- ▶ Patient Educator and Sleep Pathway Guide (Resources/Physicians/DME)
- ▶ Patient Visits based on EMR built by Allied Health and Sleep Navigator
- ▶ HST recommendations – Sets Up or refers to Respiratory/Nursing
- ▶ Split-Night Fast Track Recommendations – Sleep Lab, DME, Case Manager
- ▶ Review all pre and post-op At Risk Patient Profiles>>Perioperative
- ▶ Refers to Sleep Physician for Out-Patient Consults.
- ▶ Acts as an interface/advocate between Patient DME and Sleep Physician
- ▶ Improves Treatment Compliance. Evaluates for Home Monitoring/Periop.

How Can I Qualify to be an RT Sleep Navigator?

- ▶ CRT-RT Credentials
- ▶ CRT-RT, SDS, RPSGT Credentials
- ▶ CRT-RT, SDS, RPSGT CCSH Credentials

- ▶ NBRC and the BRPT-CCSH websites

- ▶ Prep Courses: BRPT, Kettering
- ▶ Amber Allen-<https://collin.edu/sleep/ccshexamprep.html>

RT Sleep Navigator's Experiences Published

- ▶ Feature Article by RT Magazine's sister publication, Sleep Review
- ▶ "Respiratory Therapists Making the Jump to Sleep Navigator"
- ▶ August 11, 2020
- ▶ Author: Greg Thompson

- ▶ 3 of the 4 Sleep Navigators featured in article are Respiratory Therapists

- ▶ CCSH Credential??->BRPT SDS Credential->NBRC Maybe Both?

Additional Resources

- ▶ Donnie Brown
- ▶ Hello@DonnieBrown-Hill.com
- ▶ CESH Exam Support and Development Hub

- ▶ Kelly Gladden
- ▶ www.clinicalsleepehealtheducator.com
- ▶ Bookpatch.com
- ▶ Kelly is a Sleep Navigator, who has written a book/guide

BRPT CCSH Credential

- ▶ Board of Registered Polysomnographic Technologists
- ▶ WWW.BRPT.ORG
- ▶ Certification in Clinical Sleep Health (CCSH)
- ▶ All materials needed for CCSH Board Exam
- ▶ Outline Free, Workbook-50.00, Practice Exam-50.00, Exam-450.00
- ▶ **NBRC has similar pathway for SDS credentials**

Hospital Departments

- ▶ Pulmonary
- ▶ Neurology
- ▶ Ear Nose & Throat
- ▶ Dentistry
- ▶ Anesthesiology/.>>>> Perioperative OSA Programs
- ▶ Case Management/Discharge Planning

- ▶ BioMed>>Tracking patient's equipment/devices brought from home.
- ▶ Check and review/revise you hospitals current protocols.

RT/Sleep/Allied Health Overlap

- ▶ Cross-Over Aspects
- ▶ It's a Team Effort
- ▶ RTs, Nursing, Physicians, Case Management, Sleep Navigator, DME
- ▶ Department Directors, Managers, Administration

Tools-Stop-Bang Screening Questionnaire/EMR

- ▶ 1. Do you **Snore** loudly?
- ▶ 2. Do you often feel **Tired** during the daytime?
- ▶ 3. Has anyone **Observed** you stop breathing during your sleep?
- ▶ 4. Do you have or are you being treated for high blood **Pressure**?
Stop
- ▶ 5. **BMI** more than 35 kg/m ?
- ▶ 6. **Age** over 50?
- ▶ 7. **Neck** circumference greater than 40cm?
- ▶ 8. **Gender** male? Bang
- ▶ High Risk of OSA=Yes to 3 or more items
- ▶ Low Risk of OSA= Yes to less than 3 items

Epworth and Berlin, also.

Tool>Hospital and Sleep Lab Automation Helps....

All tie in w your present EMR and data platforms.
Improve Workflow, Speed, Patient Experience

Get involved with The EMR Build Process!!!

OSA Home Sleep Study

Some are screening tools.
Some are Wearables.

Natus Cadwell Zanzors
Night Owl MOTIV Oura
Itamar Withings Sleep Analyzer

Nox Medical- 4 to 16 channels

Braebon MIT Radio Wave Prototype

Amazon-FCC approval for RADAR.....



Philips

Sleep Image

Sunrise

ZOLL/Respicardia/Itamar Disposable HST





Sommetrics

Making Your Sleep Count

Overview prepared for Peter Allen
October 2023



FROST & SULLIVAN

**Visionary Innovation
Leadership Award**

Acute Airway Management
GLOBAL

Our Solution - aerSleep®

aerSleep is a new way of treating sleep apnea which provides many advantages



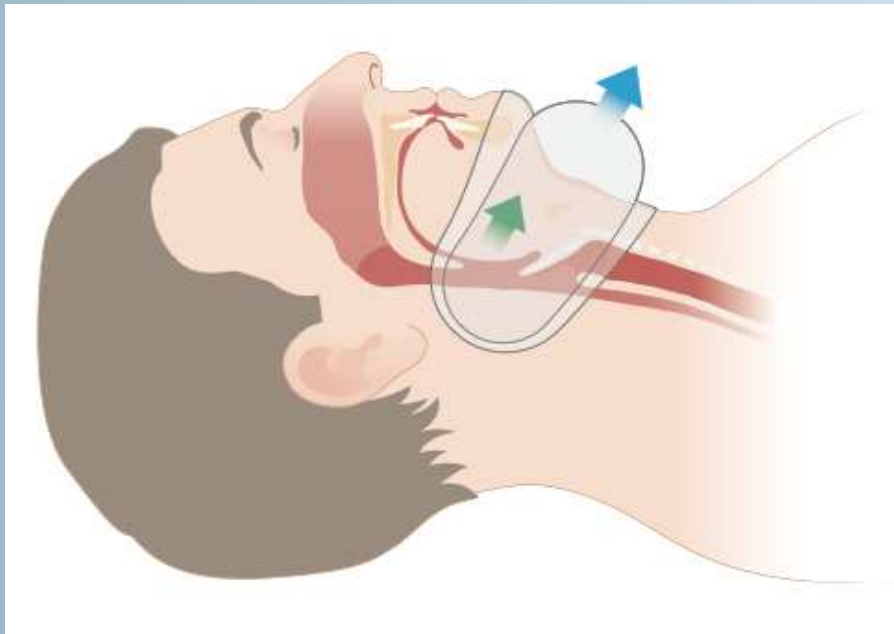
- ▶ Cordless neck collar which opens the airway from the outside with gentle vacuum
- ▶ Integrated, silent vacuum pump
- ▶ Comfortable, easy to use and very portable
- ▶ Preferred by user and bed partner
- ▶ Monitoring capabilities

Sommetrics Device is on FDA Fast Track for US

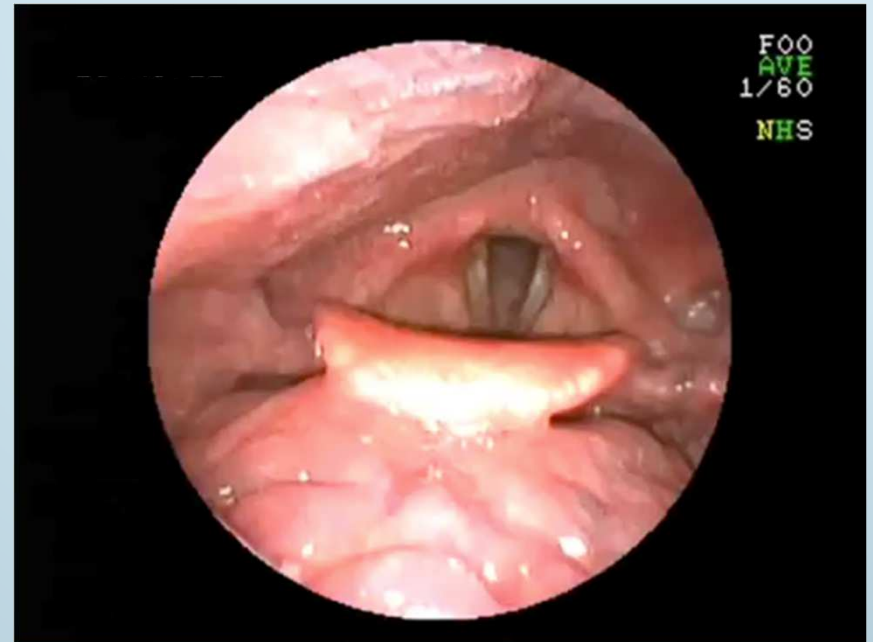
- ▶ Currently approved in Canada-OSA and Acute Care
- ▶ Approved in US for Acute Care only at this time.

Here's How aerSleep Works

External view



Internal view



Product Validation – Clinical Results

Completed **8** sleep apnea clinical trials involving **>200** subjects.

Technology was effective in **>70%** of people with all levels of disease severity. No major safety issues found.

After three weeks of home use, **76%** of patients preferred aerSleep to their current or previous treatment.

Product Validation

- ▶ Recipient of a Breakthrough Device designation from FDA in Q3 2020
- ▶ 41 international patents granted
- ▶ Validity of the core US patent extensively challenged by major competitor and granted by USPTO with only minor revisions



Sleep Image, Thumb Ring





'Defining *Life's* Signals'

The Somfit Technolo

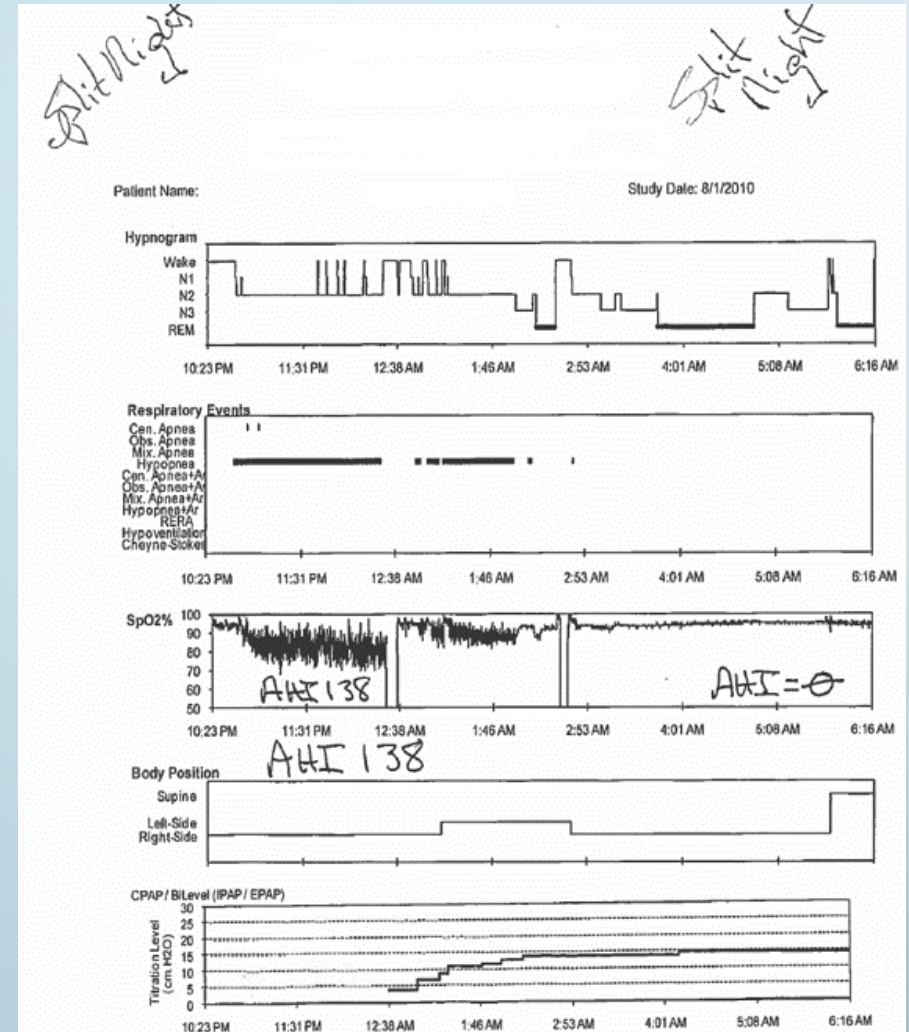


Somfit®

Wesper



Tool >> Perfect Split-Night



Who Brings it all Together????

- ▶ Everyone of Course
- ▶ Respiratory Therapist/Sleep Lab Manager/Sleep Navigator/Nursing
- ▶ Once Again, A Team Effort Involved

**Tool->>>>>Sleep Lab Manager Role>>>>>>
Dedicated Patient Advocate**



Respiratory Department Director

Helps coordinate Split-Night, home follow-up including Home Monitoring?



Team Members

- ▶ Respiratory Care Department Director
- ▶ Patient's Respiratory Therapist and Nursing
- ▶ Sleep Lab Medical Director
- ▶ Sleep Lab Manager and Staff
- ▶ Hospitalists
- ▶ Case Managers/Discharge Planners
- ▶ Sleep Navigator
- ▶ Bio-Med
- ▶ DME

Vice President/Administrative Concerns

- ▶ Patient Safety, Quality and Patient Experience/Patient Satisfaction
- ▶ Reduction of Re-admissions
- ▶ Risk Mitigation
- ▶ Liability/Legal
- ▶ Revenues
- ▶ **Treat Sleep Lab as a Revenue Center, not a Cost Center?? Do They???**

Team Happiness!



Implementing/Owning Your RT Sleep Navigator Program

- ▶ Finding Your Champions
- ▶ Presenting a Proposal Power Point, Evidence Based
- ▶ Getting Everyone on Board
 - ▶ >>>>>>>>>Choosing Your Start-Up Model

RT Sleep Navigator Start-Up Models?

- ▶ Give Them Choices, Ask for Suggestions, Look to Past Data
- ▶ Trial Concept with a Current COPD Navigator, or Asthma Educator
 - ▶ Part-Time or Full-Time
- ▶ Key Patient Outcome and Business Indicator Tracking with Monthly Review

1st, Find Your Champions



RTs, Finding Your Champions

- ▶ Chief Financial Officer-CFO Money Drives New Initiatives
- ▶ VP
- ▶ Anesthesia
- ▶ Nursing
- ▶ Medical Director Sleep Lab
- ▶ Medical Director Critical Care
- ▶ RT Department Director
- ▶ RT Supervisor
- ▶ DME/Homecare/In House Reps

How Do We Get There?



RT Sleep Navigator Financial Justification

- ▶ Avoiding patient stay in hospital by 2 days = \$20,000.00 (Fast Track)
- ▶ Avoiding case escalation = \$50,000.00 plus with Post-Op Program
- ▶ Greater patient safety, patient satisfaction, mitigating risk/readmissions.
 - ▶ Home monitoring of Opioid patients = Direct Revenue/Less readmissions
- ▶ Identifying/Interviewing/educating patients indicating for sleep studies.
 - ▶ OSA, COPD, Stroke, Cardiac, Nephrology, Obese and Diabetic Profiles
 - ▶ **Financial Pro-Forma with Cash-Flows>>>CFO**
 - ▶ Sleep Navigators can also routinely identify and refer 10 patients per month to your sleep physicians, at a 200 bed hospital, with a sleep lab.
 - ▶ **Conservative additional revenue per month = \$25,000.00**

Cost of an RT/Sleep Navigator/Pilot Program

- ▶ As an employee: \$80k plus benefits.
 - ▶ **Or**
 - ▶ Perform a 2 Month Trial
- ▶ Independent Contractor/Consultant/Current Hospital Navigator
 - ▶ Consultant @
 - ▶ \$500.00 per day
 - ▶ Monday/Wednesday/Friday
 - ▶ On Call Services Included
- ▶ End of Trial Hire A Full Time Sleep Navigator or Orient Existing Employee

Sleep Navigator Budget

- ▶ Questions to Ask:
 - ▶ What is it going to cost to implement?
 - ▶ What will it cost if we do not implement?
 - ▶ Sleep Disorder Lab is a Revenue Center,,,,,,,,,
Not a Cost Center....

Summary/Take A Way

- ▶ Patient Safety
 - ▶ Patient Satisfaction
 - ▶ Quality of Care
 - ▶ Better Outcomes
 - ▶ Quality Assurance
 - ▶ Mitigate Risk
 - ▶ **Increased Savings and Revenues**
-
- ▶ Review Your Current Protocols/Review Web Job Postings/Credentials
 - ▶ Use Peer Review to Support Your Evidence Based Medicine Proposal

References/Sources/Attendee Questions....

- ▶ Supplied throughout Presentation
 - ▶ Thank You
- ▶ petersleep@comcast.net