

Vertex Sleep Solutions

Where Mission and Margin Align for Your Health Organization

Treating sleep disorders saves lives and reduces the risk for related conditions such as depression, hypertension, and cardiovascular conditions such as stroke and heart disease. You can care for the needs of your community – and for the bottom line of your organization – all at the same time.

As a healthcare leader, you know first-hand the challenges of developing profitable service lines – especially in markets with low reimbursement, an unfavorable payor mix, employee recruitment and retention challenges, and the sky-rocketing cost of equipment. And despite these challenges, your community depends on you to care for them.

One often overlooked opportunity is opening a sleep disorders clinic at your organization. Vertex manages the entire process for you and provides the equipment, physicians to manage the process, and interprets sleep study results and provide 24/7 service. You provide the space and an employee (often an existing employee who can be trained) to coordinate the sleep studies. Vertex takes it from there and is only compensated based on your volume through a per patient fee, providing an extremely low risk opportunity for you.



Pricing

A customized plan will be developed for your organization which will include consideration of several factors including projected volumes, payor mix, reimbursement, and expenses. The program is designed to generate attractive return for health care organizations, with little to no risk.

Schedule Your Appointment Here
vertexsleep.com/contact-us

Receive your **FREE Sleep Center Pro Forma** customized for your organization. Let's schedule time to learn more of your needs and see if a Vertex Sleep lab is the solution for you.

Why Should I Outsource a Sleep Disorders Service?

Through our experience in working with varying sized organizations throughout the nation – from critical access hospitals to larger systems – our clients experience a customized level of service and quality. We pride ourselves in sharing that we're not a large organization with bureaucracy and costs. **Our philosophy is that we are jointly accountable for your success, and that we truly are partners with our clients.**

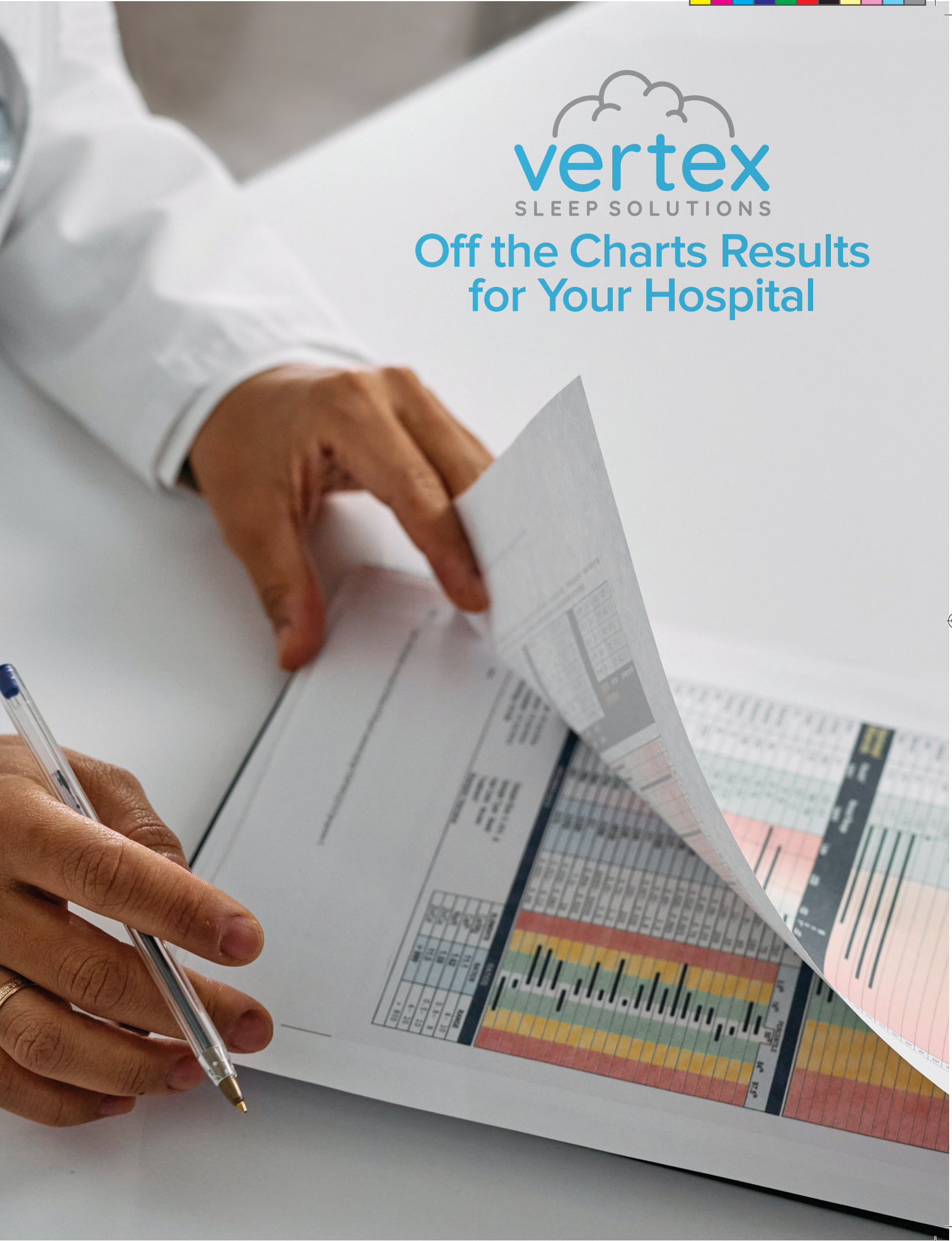
- High revenue potential from sleep studies
- Downstream revenue from further diagnostics, procedures
- Only pay according to your volume per patient fee
- Low start-up costs
- Low risk
- Results read in one week or less
- Fully managed by Vertex, with limited in-house staffing
- All training provided by Vertex
- Around the clock customer service and technical assistance

Vertex charges only a per patient fee, which includes providing the diagnostic equipment, scoring of the raw data, report generation by a registered sleep technologist (RPSGT) and a Board-Certified sleep physician interpretation. We also provide the training of the RT (on-site) and 24 hour on-call support to assist the RTs or RSPGT's in running the sleep studies.



For more information, visit our website at www.vertexsleep.com.

Off the Charts Results for Your Hospital



A Simple Process

- 1

Vertex Sleep Solutions provides analysis of space, staff, contractual, and financial requirements.
- 2

Review of potential facility for location of sleep lab, including analysis of sleep billing codes for accurate reimbursement and profit.
- 3

Complete financial analysis for your organization, providing projections of revenue and income, based on estimated volumes. Submit contract for signature.
- 4

Coordinate implementation plan, training of staff, and provide guidance on marketing strategies with referring providers and patients.
- 5

Order equipment and set up operations in your facility.

Services Provided

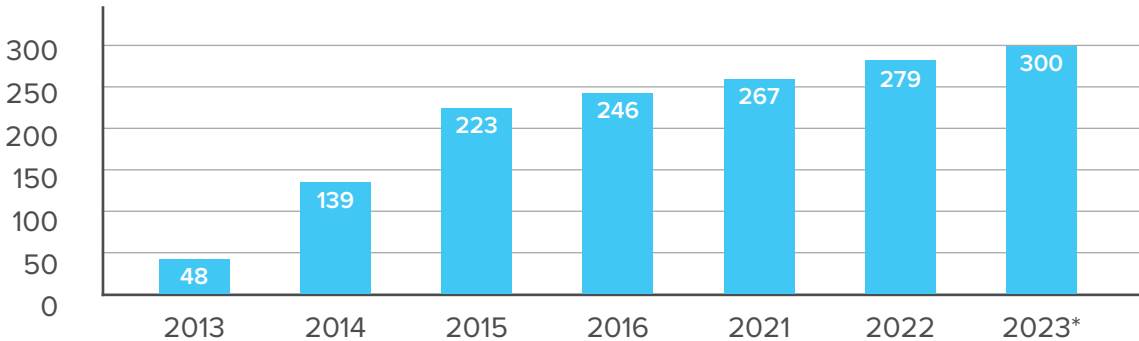
- ✓ **Diagnostic Equipment** - includes Computer, monitor, cameras, diagnostic CPAP/BiPAP machines
- ✓ **Equipment set up** - facilitated by Vertex Sleep and Manufacturer Representative
- ✓ **On-site Staff Training** - for adult and pediatric patients, performed by Vertex Sleep Staff
- ✓ **Off-site 24-hour support** - remote desktop and phone
- ✓ **Secure Data transfer** - uses HIPAA compliant FTP transfer site
- ✓ **Data Storage** - available until Hospital setups permanent storage
- ✓ **Scoring** - performed by Registered Sleep Technologists
- ✓ **Report generation** - custom report with your hospital logo
- ✓ **Policy and Procedures Manual** - can be used in conjunction with existing hospital's departmental policies
- ✓ **Interpretation Services** - a Board-Certified sleep specialist provided by Vertex Sleep
- ✓ **On-site training** - including presentations to physicians and other referral sources
- ✓ **Marketing consultation** - to increase volumes and referrals
- ✓ **Quality Assurance** - of patient studies done after each study and ongoing training of staff
- ✓ **Guide you in earning Sleep Center accreditation** - from the Accreditation Commission for Health Care (ACHC)
- ✓ **Consultation** - regarding Home Sleep Testing and Durable Medical Equipment (DME)



Critical Access Hospital
in Nashville, Arkansas

By the Numbers - Volume

Howard Memorial Hospital has been a customer of Vertex Sleep Solutions since 2013. At that time, HMM completed just 48 studies in that year. In just one year, volumes tripled and continue to increase with more 300 studies now completed annually.



*Projected, based on year-to-date volumes

By the Numbers - Income

\$750,000*
BILLABLE CHARGES

\$250,000
NET INCOME

*Based on a two bedroom sleep lab.

What Our Customers Say

“One of our most profitable service lines is our sleep disorder clinic with Vertex. We provide a service to our community as well as a healthy net revenue to our bottom line.”

Gayla Hooker, RN, BSN, RRT
Director of Cardiopulmonary
Howard Memorial Hospital



Critical Access Hospital
in Hereford, Texas

By the Numbers

AT CAPACITY
AND PLANNING FOR ADDITIONAL SLEEP ROOMS

ONE WEEK
TURNAROUND FOR RESULTS

GROWTH
THROUGH DOWNSTREAM REVENUE
IN DIAGNOSTICS AND PROCEDURES

What Our Customers Say

“I started our sleep studies program with Vertex and the customer service, responsiveness and quality are amazing. It’s an ideal partnership.”

Silva Juarez
Director of Respiratory Services
Hereford Regional Medical Center