WatchWT™ MedGem® Case Study: Colorado Sleep Center of The Rockies®

Market Segment

- Sleep Medicine

Sleep Diagnostic Facility

- Colorado Sleep Center of The Rockies
  Loveland, CO

ICD-9-cm & CPT Codes

ICD-9-cm Codes

- 327.2 Sleep Apnea
- 278.0 Obesity

CPT Codes

- 94690: Expired air analysis *
- 95810: Diagnostic PSG
- 94660: CPAP Management

*Measurement can be billed separately or in conjunction with a PSG. Reimbursement cannot be guaranteed and is determined on an individual basis; most insurance carriers will cover the procedure if medical necessity is shown.

WatchWT System

- WatchWT MedGem (510k) indirect calorimeter
- WatchWT MedGem Analyzer software
- WatchWT Patient Education Materials

References

1. Morganthaler, T. et al (Standards of Practice Committee of the American Academy of Sleep Medicine). Practice Parameters for Medical Therapy of OSA. SLEEP, Vol. 29, No. 8, 2006

2. Bliech, S. et al. Physician practice patterns of obesity diagnosis and weight-related counseling. Patient Educ Couns (2010), doi:10.1016/ j.pec.2010.02.018. In press

Company Overview

Colorado Sleep Center of the Rockies® (CSCOTR) is fully accredited sleep diagnostic and treatment center occupying 6,000 square feet in the Medical Center of the Rockies at Centerra in Loveland, CO. CSCOTR has additional satellite locations located in Southern Wyoming, Western Nebraska, and rural Colorado cities. The medical director, Dr. Terry Himes, has neurology practice adjacent to CSCOTR. Dr. Himes is a well known neurologist and board certified sleep physician providing lectures on sleep physiology and management of sleep disorders.

Why Integrate WatchWT at Colorado Sleep Center of The Rockies?

Approximately 70-80% of the patients diagnosed with obstructive sleep apnea (OSA) are obese which often times is the primary manifestation of OSA. The American Academy of Sleep Medicine's guidelines of medical management of OSAS recommends weight reduction and dietary counseling. [1]

CSCOTR decided to implement WatchWT for two primary reasons; 1) Offer a guideline solution that would benefit patients with OSAS management and 2), Offer a value-added service for referring physicians. It is well documented that less than 30% of obese patients are provided weight reduction counseling/assistance by their primary physicians.[2] Many physicians are not confident with counseling patients on nutrition due to lack of clinic resources (i.e., education content and/or staff).

CSCOTR integrated a comprehensive solution that was aligned with their business mission of Helping the patient with management of OSA. In addition, offering a comprehensive solution would differentiate CSCOTR from local sleep diagnostic facilities and may increase physician referrals for additional sleep consultations.

Implementation Strategy

CSCOTR pre-marketed the service to a select number of primary referrals. To their surprise, the referring physicians were well supportive of the additional service. One Otolaryngologist (i.e., ENT) issued a standing order for all overweight patients to have this service in addition to the overnight polysomnogram (PSG).

CSCOTR implemented the WatchWT program for those patients diagnosed with OSAS and with a body mass index score ≥ 27.5 kg/m^2. For physicians ordering a overnight PSG and weight management, sleep techs perform the MedGem procedure (CPT 94690) following the overnight PSG. If a referring physician does not indicate the need for weight management services, CSCOTR educates the patient about the service and seeks patient authorization.

The primary treatment option for most overweight OSA patients is continuous positive airway pressure (CPAP) during sleep. Patients returns to CSCOTR approximately 1-month after the initial diagnosis for a CPAP education. A respiratory technician (RT) provides behavioral counseling on CPAP management (CPT 94660). In addition, The RT disseminates the MedGem Analyzer report and basic nutrition education to promote self-management of bodyweight, nutrition, and physical activity. Patients are encouraged to self-monitor with MiHealthLog, a web-based comprehensive health management application. Patients return to CSCOTR at intermittent times for CPAP education to maximize CPAP adherence and to reinforce weight management principles.

Colorado Sleep Center of The Rockies Outcomes

The WatchWT program is well received by many of the local referring physicians and patients. CSCOTP receives remuneration for the MedGem procedure (range: $50.00-$125.00) from private and public insurers. Since piloting the program, CSCOTR is considering expanding the program to their satellite locations. The marketing staff continues to educate referring physicians about the weight management program in addition to sleep diagnostic services for OSAS patients. CSCOTR continuously evaluates the WatchWT program and views WatchWT as a cost-effective, comprehensive, and patient-centered solution.

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