



CHECKLIST: Choosing a sleep-scoring service

You want the very best for your patients—and we want the very best for you.

Whether you are considering working with a sleep-scoring service provider or have already begun using a service, we encourage you to use this service-assessment tool to ensure that you are getting the best value from your sleep-scoring provider. To profit from our expertise right away, give us a call (toll-free) at 1-800-905-0348 or visit us on the Internet at www.sleepstrategies.com!

What to look for	Sleep Strategies	Competitors
<p>Registered polysomnography technologists</p> <p>For top-quality sleep-scoring services, look for a company that hires only registered polysomnography technologists (RPSGT). Ask for the BRPT certification credentials for every technologists scoring for your account.</p>	<p>✓ Sleep Strategies hires only registered polysomnography technologists. Our hiring guidelines are extremely comprehensive and considered among the industry's best.</p>	?
<p>Manual scoring</p> <p>For the best accuracy, sleep studies should be scored manually by a registered technologist as software scoring is not as accurate.</p>	<p>✓ Our registered technologists manually score your entire sleep study, epoch by epoch.</p>	?
<p>Insurance</p> <p>The sleep-scoring company should carry the same level of insurance as your sleep laboratory. This should include general liability and errors and omissions insurance</p>	<p>✓ Sleep Strategies carries insurance coverage—including errors and omissions insurance, and general liability insurance—that is above industry standards.</p>	?
<p>Management experience and expertise</p> <p>The company should have an experienced management team and identified account representatives to manage your account and answer your questions.</p>	<p>✓ Sleep Strategies has a designated management team to assist you in managing your account and to deal with any issues that may arise.</p>	?
<p>HIPAA compliant</p> <p>The company should meet HIPAA standards.</p>	<p>✓ Sleep Strategies puts patient confidentiality first. We are fully HIPAA-compliant and meet or exceed industry standards for data handling.</p>	?
<p>Secure online data transfer system</p> <p>Using the Internet is the fastest and easiest way to transfer files. Ensure that your sleep-scoring service has a system that is user-friendly and, above all, secure.</p>	<p>✓ Sleep Strategies web-based transfer application exceeds HIPAA guidelines. It's easy to use and takes only a few minutes to implement.</p>	?
<p>Quality assurance department</p> <p>The company should have a designated quality-assurance department to ensure quality control and address issues.</p>	<p>✓ Sleep Strategies has a designated quality-assurance department to ensure that our scoring adheres to the highest standards and remains the preferred choice for sleep laboratories.</p>	?



Flexibility The company should offer a variety of turnaround times—same day, 24, 48, or 72 hours—and pricing.	✓ Sleep Strategies offers a variety of scoring turnaround times to meet the most demanding deadlines. But our quality never waivers.	?
Guaranteed turnaround times The scoring service should guarantee the turnaround of sleep studies, regardless of which service you have chosen. Ask what happens if the provider misses a deadline.	✓ Sleep Strategies guarantees its turnaround times or the scoring is FREE.	?
Client roster and references The company must have experience working with leading hospitals, private sleep laboratories, pharmaceutical companies, home-care organizations and universities. Both current and long-term references are signs of a successful sleep-scoring service.	✓ Sleep Strategies works with some of the industry's leading hospitals and private sleep laboratories including: <ul style="list-style-type: none">• Harbourview Medical Center,• Mayo Hospital,• St. Jude's Hospital,• Boston Children Hospital• and countless others.	?
Industry experts What experience does the company have in the sleep medicine industry? Are they recognized leaders in the field of sleep medicine?	✓ Sleep Strategies is highly regarded as the premier sleep-scoring company. Our hiring practices are considered the most rigorous in the industry. Our management team and registered scoring technologists are qualified and experienced industry veterans.	?
No start-up fees Ensure there is a "No start-up fees" policy	✓ There are no start-up fees at all.	?
No cancellation fees Ensure there is a "No cancellation fees" policy	✓ There are no cancellation fees at all.	?
Fast start-up time Ask how long it takes to begin sending patient studies.	✓ We can begin your scoring process within hours, once all necessary documents are completed/returned.	?
No minimum volume requirements Ensure that the scoring service can adjust to your needs for the volume of studies to be scored.	✓ Sleep Strategies has no minimum requirements for the number of studies you send. We respond to your needs based on your laboratory's internal requirements.	?
Capacity Ensure the company has enough registered sleep technologists on staff to handle your requirements, even if they increase significantly over time.	✓ Sleep Strategies has the largest team of registered sleep technologists on staff. Our company has the ability to grow with your laboratory.	?