

Sleep Talk

Brought to you by Resmed & VirtuOx

Empowering Primary Care Providers to Improve
Patient Health by Diagnosing & Treating Sleep Apnea



Primary care providers can play a significant role in improving patient outcomes by diagnosing and treating OSA.¹

Your involvement can make a difference in the 80% of the **1 billion adults²** with sleep apnea worldwide who are currently undiagnosed, helping them improve their quality of life.^{1,3}



This guide offers important talking points to help you better engage your patients in productive conversations about their sleep health and encourage those who are at risk for sleep apnea to get tested, diagnosed and treated.



Help patients feel like their “old selves” again

Many patients with undiagnosed sleep apnea are struggling with poor sleep quality, leaving them exhausted and unable to fully enjoy their lives. By diagnosing sleep apnea, you are helping your patients in the first step to getting the care they need to help improve their health outcomes.¹



Exhaustion ends here:

Poor sleep can lead to reduced energy, focus, mood and even affect personal relationships.^{4,5,6}



Restful nights means sharper days:

Sleep may play an important role in performance, memory, learning, and productivity.^{4,7}



Reduced health risks:

Adequate sleep can reduce serious health risks like heart disease, stroke, type 2 diabetes and poor weight management.^{4,8}

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Anyone can have sleep apnea, some people think that you have to be overweight but it's not true - weight is an issue but it's not the whole story.

Anya, PAP User





Address common patient concerns, fears and stigma

Patients often have understandable fears or misconceptions about sleep apnea screening and treatment, which can create hesitancy to take the next step. It's important to tackle these perspectives head-on and emphasize the trust they have in you as their provider.

Some of the concerns and fears patients face—and strategies to counter them can include:

01 Fear of diagnosis:

Patients may resist sleep testing out of fear that a diagnosis will label them or come with burdensome treatments.

- Frame testing as an act of self-care and bravery instead of fearing the unknown.
- Reassure patients that knowledge is power. A diagnosis doesn't create the condition—it simply allows it to be treated.
- Reinforce that you're their partner in improving their health, and the ultimate goal is helping them feel better.

02 Anxiety about the testing process:

Patients might feel nervous about the experience, picturing uncomfortable setups.

- Explain that an HST is non-invasive and completed from the comfort of their home.
- Provide clear instructions, visuals or videos that demonstrate how friendly and manageable the HST process is.

03 Reluctance to test due to treatment concerns:

Patients may assume sleep apnea will mean wearing a bulky CPAP mask or being tethered to nightly equipment.

- Advise patients about the expanded range of sleep apnea treatments, including CPAP systems, oral appliances and lifestyle modifications.
- Explain that modern advancements have led to quieter, more compact CPAP machines and lightweight, ergonomic masks that are designed to minimize disturbances during sleep and enhance patient comfort.
- Share inspiring testimonials from individuals who experienced improved sleep quality and overall well-being after starting treatment.





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My wife is also delighted to see that in the morning I'm less tired and more enthusiastic. Now no one can take the machine from me.

Dani, PAP User



Demonstrate the benefits of at-home sleep tests

Home Sleep Tests (HSTs) from VirtuOx offer a patient-friendly alternative to traditional in-lab sleep tests. Communicating these advantages can help ease patients' concerns about the testing process and encourage them to take the first step toward better sleep health.

Here are some key benefits of VirtuOx's HSTs to discuss with your patients:



Convenient

HSTs are more comfortable, and patients complete the test from the privacy of their own bed.



Non-invasive

HSTs are less intrusive. There are no wires or anxiety-inducing procedures—just a simple device.



Cost-effective

HSTs are often more affordable than in-lab sleep studies, making them accessible to more patients.



Reduced wait-times

HSTs can reduce the need to wait for and schedule an appointment with a specialist or testing center.



Accurate

Research shows that some home sleep tests used for preliminary screening of suspected sleep apnea can achieve over 90% accuracy.⁹



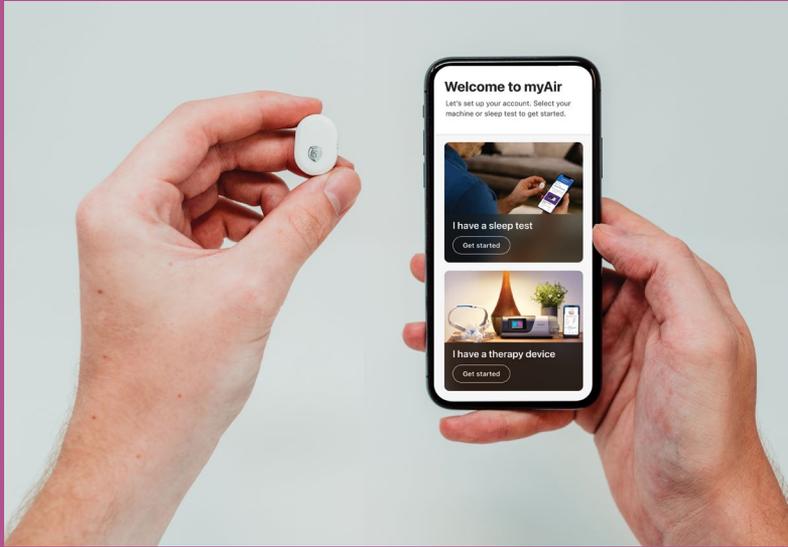
Trusted

Approximately 60-70% of sleep studies for suspected sleep apnea are conducted using home-based tests.¹⁰



Increased speed to diagnosis

PCPs can quickly access insights and act on them.



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Between the ease of getting it in your mail, taping on your finger and pairing it with your phone, it was great! I didn't have to go to some cold room in a hospital to get this done. Which truly is the reason why I put this off for so long. Technology has come a long way and everyday it wows me again and again.

Philip, Home Sleep Test User



VirtuOx Home Sleep Testing

VirtuOx offers multiple types of home sleep apnea testing devices, including disposable and reusable options. Our services are in-network with all major payors, supporting accessibility for your patients.

Key features:

- **Minimize patient wait times:** Reduce delays with same-day order processing and interpretation, achieving an average HST turnaround time of just 12 days.
- **Streamline your workflow:** Simplify your processes with VirtuOx's Physician Ordering portal with easy access to dashboards to track patient testing status and results.
- **Address diverse patient needs:** Cater to various patient needs with tests available for room air, oxygen, CPAP, dental devices, and more.
- **Simplify patient management:** Ability to refer difficult patients to a telemedicine program that facilitates ordering home sleep tests, interpretations, CPAPs, and more with nationwide board-certified sleep physicians.
- **Specialized sleep programs:** Sign up for our Point of Care Program, where physicians can stock home sleep tests, show patients how easy it is to test, and dispense to patients with turnarounds as short as three days.
- **Regulatory compliance:** Ensure adherence to standards with Medicare and Joint Commission-approved programs, featuring board-certified sleep physicians in all 50 states for interpretations and recommendations.
- **Enhance patient education:** Provide valuable information with literature like screeners and journey guides, and support your practice with clinical papers and customized prescriptions.



Explore VirtuOx's library of patient education materials at virtuox.net

Empathetic communication about sleep testing & diagnosis can **empower patients** to improve their sleep, health, & quality of life.

Contact your VirtuOx rep or visit www.virtuox.net for resources to incorporate simplified Home Sleep Testing workflows and conversations into your patient care.



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Learn more about VirtuOx Home Sleep Tests

