



PERSANTE HEALTH CARE > SLEEP CARE

A Case Study of Persante Sleep Center Management Services

Persante Health Care, a national provider of Sleep Diagnostic and Therapy Services, manages many of the top healthcare programs in the county. Persante’s operational expertise allows medical professionals the freedom to focus on patient care and institutions to increase revenue.

CHALLENGE: A major New Jersey Healthcare System was looking for a path to expand their Sleep Center footprint in the South Jersey market while streamlining their referral process to fuel that intended expansion.



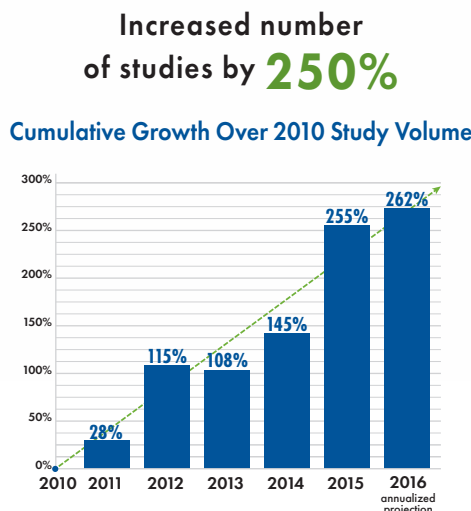
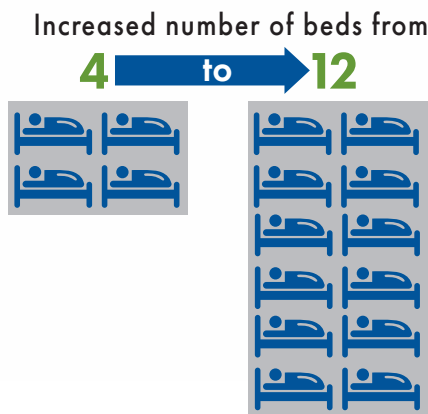
APPROACH: In 2002, Persante Health Care formed a partnership with this leading health system to expand their footprint, streamline referrals, and increase clinical best practices. Through the partnership, Persante took responsibility for mostly all facets of design, planning, technology, equipment, operations, staffing, and administration.

We achieved this by:

- ▶ A new facility design
- ▶ Implementing latest diagnostic equipment
- ▶ Launching field marketing plan and education
- ▶ Providing top tier clinical staff
- ▶ Managing medical records, scheduling, and patient follow up
- ▶ Implementing quarterly business review for performance improvements



THE RESULTS: From 2010–2016, Persante:



Maintained Attended Sleep Testing (AST) levels while managing Home Sleep Testing (HST) mix

