



Modern Sleep Program Models

A Hospital Playbook for 2026

Hospital Sleep Diagnostics & Management Solutions

PERSANTESM

Contents

- 03 Executive Summary
- 04 The Hospital Sleep Challenge
- 05 The Persante Program Model
- 06 Customizable Services
- 07 HSAT Logistics & Workflow
- 08 Accreditation & Quality Framework
- 09 Operational Impact (Case Study)
- 10 Conclusion & Next Steps

“Partnering with Persante streamlined our sleep program — turnaround times dropped and documentation improved.”
— Hospital System Administrator

Executive Summary

Hospitals are experiencing sustained growth in demand for sleep diagnostic and treatment services, driven by increased referrals across cardiology, pulmonary, neurology, ENT, and behavioral health. At the same time, sleep programs are expected to scale within existing staffing, space, and budget constraints. For many organizations, this combination has created operational pressure points that impact patient access, turnaround times, and consistency of care.

Sleep health remains a foundational component of overall health, with direct links to cardiovascular disease, metabolic conditions, cognitive function, and mental health. Despite its clinical importance, a significant portion of patients with sleep disorders remain undiagnosed or untreated. Hospitals are uniquely positioned to close this gap by expanding access to sleep services in ways that improve outcomes while managing long-term operational and financial impact.

Persante supports hospital sleep programs by addressing the operational realities that limit growth and consistency. Through flexible, hospital-aligned services, Persante helps stabilize staffing, streamline workflows, and support sustainable program expansion without replacing existing teams or adding unnecessary internal burden.

Key Statistics

50-70 million

Americans experience sleep disorders

125,000+

Annual sleep studies performed

90+

Hospital sleep programs supported

1 in 3 adults

Does not receive adequate uninterrupted sleep

Hospitals with optimized workflows experience:

- Faster scoring turnaround
- More consistent documentation
- Reduced cancellations
- Improved patient throughput

The Hospital Sleep Challenge

Sleep programs are increasingly limited by operational friction that affects capacity, consistency, and patient access. As demand grows, even well-established programs can struggle to maintain reliable turnaround times and predictable workflows.

Operational strain often shows up across the diagnostic pathway, creating downstream effects that are difficult for internal teams to absorb:

- Delays in scheduling and scoring that extend time to diagnosis
- Variability in turnaround times across providers or shifts
- Administrative and coordination tasks competing with clinical focus
- Uneven performance across programs or locations

At the same time, sleep programs are expected to support quality oversight, accreditation readiness, and the continued expansion of home-based testing. Without dedicated operational support, these responsibilities accumulate, increasing variability and prolonging patient wait times.

Hospitals need sleep program models that reduce friction across workflows, support existing teams, and expand diagnostic access without adding unnecessary internal burden.

Key Challenges

Staffing & Workforce

Shortage of technologists
High turnover & burnout
Limited scoring capacity

Operational Gaps

Inconsistent workflows
Scheduling bottlenecks
Long turnaround times

Compliance

Documentation challenges
Accreditation variability
Competency tracking

Access Constraints

Limited in-lab capacity
Increasing HSAT demand
Longer wait times

The Persante Program Model: Mix, Match & Customize

Hospitals are not uniform, and sleep programs vary widely in staffing, volume, and operational maturity. Persante's program model is designed to meet hospitals where they are, allowing teams to select the level of operational support that fits their current needs while maintaining control over scope and workflows.

Programs can begin with targeted support or a fully managed model and adjust over time as volumes, staffing, or strategic priorities change. This flexible approach enables hospitals to stabilize operations, improve consistency, and scale services without committing to a fixed or one-size-fits-all structure.

Each model is designed to support clinical quality, operational consistency, and financial alignment.

Three Flexible Program Models

Fully Managed Sleep Program

A turnkey solution providing full operational oversight, staffing, scoring, logistics, physician interpretation coordination, and workflow management.

Hybrid Partnership Model

A shared-responsibility model for hospitals seeking:

- Consistent throughput
- Stable staffing coverage
- Aligned operations processes
- Predictable performance

Customizable Support Services

Service options without a full management model.

- Scoring services
- Technologist coverage
- HSAT fulfillment
- Accreditation documentation support
- Workflow optimization
- Pediatric testing

Customizable Support Services Overview

Persante's flexible, program-aligned support service options allow hospitals to strengthen specific areas of their sleep programs without committing to a full management model.

Services can be deployed individually or combined to address immediate operational gaps or longer-term program goals.

Each offering is designed to integrate with existing teams and workflows, providing scalable support that stabilizes operations, improves consistency, and expands diagnostic capacity without disrupting current care delivery.

Available Hospital Support Services

Staffing Support

Credentialed technologists for in-lab coverage, scheduling gaps, expanded volumes, or temporary support needs.

Scoring Services

Centralized scoring by credentialed RPSGT/RST technologists with consistent turnaround times and standardized guidelines.

HSAT Fulfillment & Logistics

End-to-end home sleep testing including device prep, shipping, patient support, returns processing, scoring, and result delivery.

Accreditation Documentation & Compliance

Structured policy frameworks, competency templates, QA/QC tools, and workflow alignment to support TJC, DNV, and AASM expectations.

Workflow Optimization & Redesign

Operational assessments, throughput improvements, scheduling alignment, and reporting standardization.

HSAT Logistics & Workflow Advantage

HSAT programs often introduce operational complexity rather than simplicity. Device preparation, patient coordination, returns processing, scoring, and result delivery can quickly strain internal teams if workflows are not standardized and supported.

Persante provides structured, program-aligned HSAT logistics that reduce handoffs, minimize variability, and support consistent turnaround times. By centralizing device preparation, patient support, scoring coordination, and result delivery, hospitals can expand home-based testing without adding operational burden to existing staff.

This standardized approach improves completion rates, reduces delays, and ensures clinical consistency across settings.

Standardized HSAT Workflow

- 1 Referral Verified**
Eligibility verified prior to shipment
- 2 Kit Prepared & Dispatched**
Device configured and tracked
- 3 Guided Patient Testing**
Patient supported throughout testing
- 4 Device Returned**
Tracked, centralized returns
- 5 Scoring & Interpretation**
Consistent scoring standards
- 6 Results Delivered**
Actionable report delivered

Accreditation & Quality Framework

Accreditation readiness and quality oversight place ongoing operational demands on hospital sleep programs. Maintaining consistent policies, competency validation, documentation standards, and audit readiness requires sustained structure and coordination across teams.

Persante provides program-aligned services that support accreditation readiness by standardizing workflows, documentation, and quality processes in alignment with TJC, DNV, and AASM expectations. These supports help reduce variability, improve consistency, and ease administrative burden without replacing internal governance or clinical oversight.

By partnering with Persante, hospitals gain scalable quality infrastructure that supports compliance, clinical consistency, and operational stability across sites.

Core Components of Persante's Quality Framework

Policies & Standard Operating Procedures

Standardized workflows aligned with TJC, DNV, and AASM requirements.

Quality Assurance & Performance Oversight

Routine scoring audits, documentation reviews, and QA/QC monitoring.

Competency & Training Validation

Structured tools for onboarding, annual competency checks, and skills verification.

Accreditation Readiness Support

Survey preparation, process standardization, and documentation alignment.

Operational Impact: Case Study

A mid-sized hospital system partnered with Persante to stabilize sleep program operations, reduce scoring turnaround times, and expand diagnostic access. Within 120 days, measurable improvements were achieved across staffing, workflow efficiency, and system-wide consistency.

By providing blended operational support—including technologist staffing, centralized scoring, HSAT logistics, and accreditation-aligned documentation—Persante helped standardize processes across two campuses and reduce operational variability.

Key Results Achieved

- Faster, more reliable scoring workflow
- Increased testing capacity without additional FTEs
- Standardized processes across locations
- Improved compliance performance

38%

Reduction in scoring
turnaround times

27%

Increase in
HSAT completion

2 locations

Standardized
operations

24–48 hrs

Standardized
scoring window

↓ Cancellations

Reduced through workflow
alignment

0 FTE

Operation improved
without added labor

Conclusion & Next Steps

Sustainable hospital sleep programs require more than individual services. They depend on aligned operations, consistent workflows, and scalable support that integrates with existing clinical and administrative teams.

Persante partners with hospitals to strengthen sleep programs through structured, program-aligned services that support staffing stability, operational consistency, accreditation readiness, and long-term performance across sites.

Whether optimizing an existing program or building a new model, Persante provides the infrastructure, expertise, and partnership needed to support measurable, sustainable improvement.


"Persante has proven to be more than a vendor — they are a trusted operational partner supporting our sleep program's clinical and operational goals."

— Hospital System Partner

Ready to Strengthen Your Sleep Program?

Begin with a **Sleep Program Assessment** designed to evaluate current operations, identify gaps, and determine the right level of program-aligned support.

 [Persante.com](https://www.persante.com)

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A collaborative evaluation for hospitals seeking scalable, clinically aligned sleep solutions.

