

# Sleep Health

Sleep is a critical determinant of sound health and wellbeing. Unfortunately, more than a third of American adults report they are not getting enough sleep on a regular basis.<sup>1</sup> Obstructive sleep apnea, the most common sleep-related breathing disorder, is often associated with serious comorbidities such as cardiovascular disease, diabetes and stroke. Undiagnosed sleep apnea costs \$30 billion annually in increased health care utilization and medication costs associated with these comorbidities.<sup>2</sup> When sleep apnea is suspected, studies in high-cost facilities are completed five times more often than more cost-effective home sleep tests.<sup>3</sup>

Magellan Healthcare's Sleep Health solution ensures members get the right test at the right time while managing costs.

- ✓ **Expert-informed clinical guidelines** based on major national association and society guidelines and criteria optimize member care and comfort.
- ✓ **Sophisticated clinical intake algorithms** inform providers which test type is most appropriate, redirecting to lower-cost home sleep tests when clinically appropriate and covered as a plan benefit.
- ✓ **Auto-approval at intake** for requests meeting medical necessity criteria reduces administrative burden and provider abrasion.
- ✓ **Specialty-trained staff**, including pulmonologists, otolaryngologists, neurologists and psychiatrists, review pended cases to ensure medical necessity and clinical appropriateness.
- ✓ **Coordination with network sleep labs** when an attended study is medically necessary supports appropriate care.
- ✓ **Robust data analytics** on utilization, trends and costs provide actionable insights to help maximize savings.
- ✓ **Focused clinical engagement**, including outreach to providers who fall outside of practice patterns, fosters collegial dialogue with providers, builds trust and ensures patients receive the appropriate test.

To learn more about how Magellan's Sleep Health solution directs members to the most convenient, cost-effective study while managing costs, contact us at [mhinfo@magellanhealth.com](mailto:mhinfo@magellanhealth.com).

1. <https://www.cdc.gov/media/releases/2016/p0215-enough-sleep.html>

2. <https://aasm.org/economic-burden-of-undiagnosed-sleep-apnea-in-u-s-is-nearly-150b-per-year/>

3. *Needham & Company Survey of US Sleep Centers 2014*