



**VIRTUOX**

No cost software + low cost oximeters =  
The industry's most cost effective way to qualify oxygen patients!

# Do you want more Oxygen Referrals?

The typical respiratory provider receives pre-qualified referrals for Oxygen from various places such as physician offices, hospitals and skilled nursing facilities.

When properly implemented, the following programs will increase Oxygen referrals!

**Overnight Oximetry Marketing.** Educate your physicians on which patients can benefit from an Overnight Oximetry. Use VirtuOx custom marketing flyers / sample prescriptions that list specific ICD-9 codes / symptoms of patients that may benefit from an Overnight Oximetry. Physicians may not always have an oxygen patient for you today but they always have a patient that has: Shortness of Breath, Trouble Sleeping, Fatigue, Snores, Non Restful Sleep or existing Cardiac, Respiratory or Sleep diagnoses that require an Overnight Oximetry.

**Overnight Oximetry on PAP Patients.** Educate your physicians that these patients may benefit from an overnight oximetry after a new PAP device is delivered. Educate them that an Overnight Oximetry is needed to make sure the titration was done 100% and the patient clinically is benefiting from the therapy. There are many reasons the patient may not have been properly titrated in a laboratory setting. For example, most sleep labs use non clinical staff to perform sleep studies or maybe a split night study was preformed which squeezes the acquisition and titration (usually spread out over several weeks) into only one night. Educate your physicians that yearly overnight oximetry on PAP may be beneficial because physiologic / social changes may have occurred. For example patient's weight fluctuates, patient's consumption of alcohol/ drugs. Remember, If the patient is less than 88% for 5 minutes or greater you may get an Oxygen bleed in referral!

**Overnight Oximetry on Nebulizer Patients.** Educate your physicians that it is important to establish a baseline overnight oximetry for these patients and then monitor yearly. Patients with various forms of COPD progress rapidly so they may be Oxygen dependent quickly. Overnight Oximetry will allow the physician to monitor hypoxemia as well as sleep disordered breathing. Studies now show that SDB if left untreated contribute to other co-morbidity's like Heart Failure, CHF, Hypertension, Diabetes and more!

**Overnight Oximetry on DME Patients.** For example, when you receive a referral for a Hospital bed educate your physician that it is important to establish a baseline overnight oximetry for patients for patients with COPD / CHF and then monitor yearly. Overnight Oximetry will allow the physician to monitor hypoxemia as well as sleep disordered breathing. Studies now show that SDB if left untreated contribute to other co-morbidity's like Heart Failure, CHF, Hypertension, Diabetes and more!

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## Do you want more CPAP / BiPAP Referrals?

**Overnight Oximetry for Sleep Apnea Screening.** Educate physicians on using overnight oximetry as a screening tool for patients with potential Sleep Apnea. VirtuOx performed an internal study that correlates an Oxygen Desaturation Index as compared to an Apnea Hypopnea Index. In our study, we found that when a patient had an ODI of 5 or greater per hour the patient had an AHI of 5 or greater 89% of the time. When a patient has 5 or more desat events per hour, VirtuOx will automatically display a message on the summary report to let the ordering physician the patient may benefit from a Sleep Study. You as a DME have two options for getting the pt tested: Facility or Home Sleep Test.

**Manage your Sleep Study Candidates with VirtuOx.** The Sleep Study Candidate queue auto populates all new patients who may benefit from a Home Sleep Study or facility based sleep study. The queue works by analyzing your current month-to-date overnight oximetries for patients with Desaturation indexes of 5 or more per hour. (*VirtuOx calculates this index by measuring 3% or greater Desaturations within a 3 minute window of onset*). Most Pulmonary and Sleep Physicians recommend a Sleep Study when a patient has a Desaturation index of 5 or more per hour. Over 75% of the HST's we perform qualify for CPAP! If the test is ordered through VirtuOx, VirtuOx will perform the Home Sleep Test. The referring physician and DME will get a copy of the report along with the Sleep Physicians Recommendations

**Market Home Sleep Testing in your community.** The VirtuOx HoST home sleep testing platform can diagnose patients with the two most common forms of Sleep Apnea, Central and Obstructive Apnea, in the comfort and privacy of their home. We utilize a variety of HoST devices including the highly acclaimed ARES™ home sleep testing device that integrates physiological data acquired in-home with clinical history and anthropomorphic data to determine the presence and severity of Obstructive Sleep Apnea (OSA).

To learn more about how we can help you implement these programs please  
Call 1-877-337-7111 Option 3 or email us at [Sales@VirtuOx.net](mailto:Sales@VirtuOx.net)

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