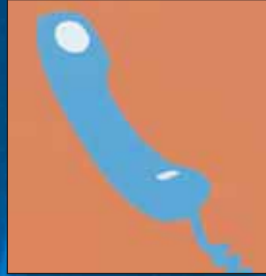


Five Simple Options When Ordering Sleep Studies or Sleep Therapy DME



By Telephone - Simply call one of our convenient scheduling centers near you.



By Script - Simply complete a script and fax it to the scheduling center near you.



By Internet - Order online by going to physicians.sleepmed.md and log in to our website as a physician.



By Email - Send an email to the scheduling center near you.



By Fax - Simply fax your script or CMN to the convenient scheduling center near you.



Caring Technologists



Sleep Lab Expertise



Web-based Systems



Sleep Therapy Options



Sleep Disorder Guide for Referring Physicians

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When SleepMed works with a local healthcare community to establish a sleep diagnostic laboratory, we provide training to a board certified pulmonologist, neurologist or ENT specialist, who is interested in moving into this field and serving as either the medical director for a new community site or as the reading physician for that site.

Once we've trained the medical director for a local site, the medical director is usually in a position to in-service other physicians in their community through sleep disorder educational sessions. Through this "pass-down" system of sleep medicine education, SleepMed has become a recognized leader for physician education.

We also recruit clinical professionals from that market to be trained to serve as sleep technologists for the new sleep lab.

Training, peer review and support are provided by our in-house clinicians. Many of the physicians and technologists trained by SleepMed have remarked that the training ranks among the best they've had in their professional career.

Our Commitment to You and Your Patients

We will make every effort to provide you with:

- Screening tools to help you assess your sleep disordered patients
- Easy ordering options that work best for you
- Expedient scheduling of sleep studies with backlogs minimized
- Caring professionals to provide your patient's sleep diagnostic & therapeutic needs
- Timely turnaround of scored reports for physician interpretation

Additionally, we will stress the need for timely turn-around of interpretations from the sleep specialist to your office to minimize the "paper chase," although they are independent practitioners and responsible for getting their interpretation to your office.



Sleep Medicine Industry

Disordered sleep is one of the most common medical conditions we face today, but the most under-diagnosed and under-treated. When you consider it is as common as asthma with one out of four people suffering from a sleep disorder, you realize the critical need for the appropriate care of these patients.

Sleep medicine arose in this country in the early '70s and since that time, research has uncovered over 80 different sleep disorders. Of these disorders, insomnia is the most prevalent, but sleep apnea cases typically represent at least 75% of the patients sent for sleep studies in a sleep diagnostic laboratory.

As a relatively new field of medicine, there is a shortage of board certified physicians in sleep medicine to handle the nation's sleep disordered population, as well as a shortage of qualified and experienced sleep technologists to perform the sleep study.

About SleepMed

SleepMed is one of the largest private providers of sleep diagnostic and therapy services, operating many hospital-based, practice-based and freestanding sleep centers across the nation.

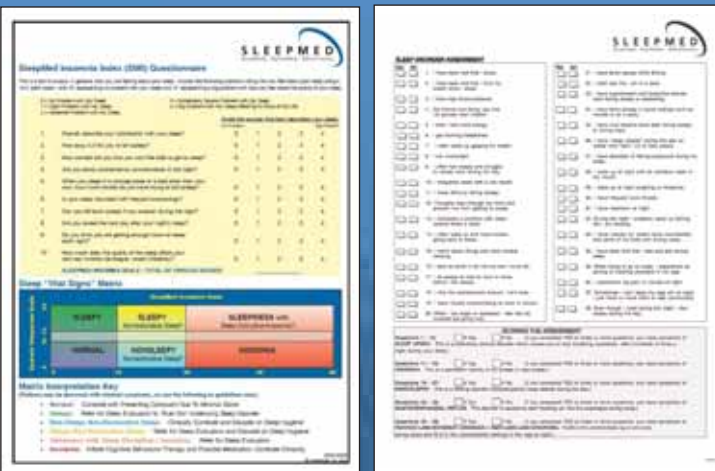
As a result of the shortage of sleep-trained physicians, SleepMed has emerged as one of the nation's leaders in physician training for those who would like to move into this field with appropriate training, peer review and support.

We have also developed excellent training programs that attract clinical professionals, such as respiratory therapists, EEG technologists, RNs, LPNs, etc., who are seeking a change in their clinical career path to the growing field of sleep medicine.

Making Referrals

Most patients do not bring their sleep problem to the attention of their physician. As a result, physicians must proactively ask pertinent sleep-related questions, such as:

- Are you sleeping well at night?
- Do you snore and, if so, how badly?
- Are you tired during the day?



SleepMed can provide you with a variety of screening tools that can be used to help you in your assessment with suspected sleep disorder patients. We can also provide you with a patient video guide that you can use to educate your patient prior to a procedure. All of these tools are complimentary.

If your patient is suspected of having a sleep disorder, you can either refer the patient to a sleep specialist for a sleep consultation -- or you may order a sleep study directly through SleepMed, if accreditation levels permit.

Referring Patients for Sleep Consultations

When you are referring the patient for a consult, the sleep specialist will obtain a history, perform a physical examination and, quite often, interview the bed partner of the patient.

If a sleep study is indicated, the sleep specialist will order a sleep study, interpret the results, provide the results to the patient, discuss treatment options with the patient, and begin a treatment plan that's right for the patient. Quite often for apnea patients being treated with CPAP (continuous positive airway pressure), a second night's study is needed to properly titrate air pressure.

Ordering Sleep Studies Directly

When ordering a sleep study directly, you have several convenient options to make scheduling easy.



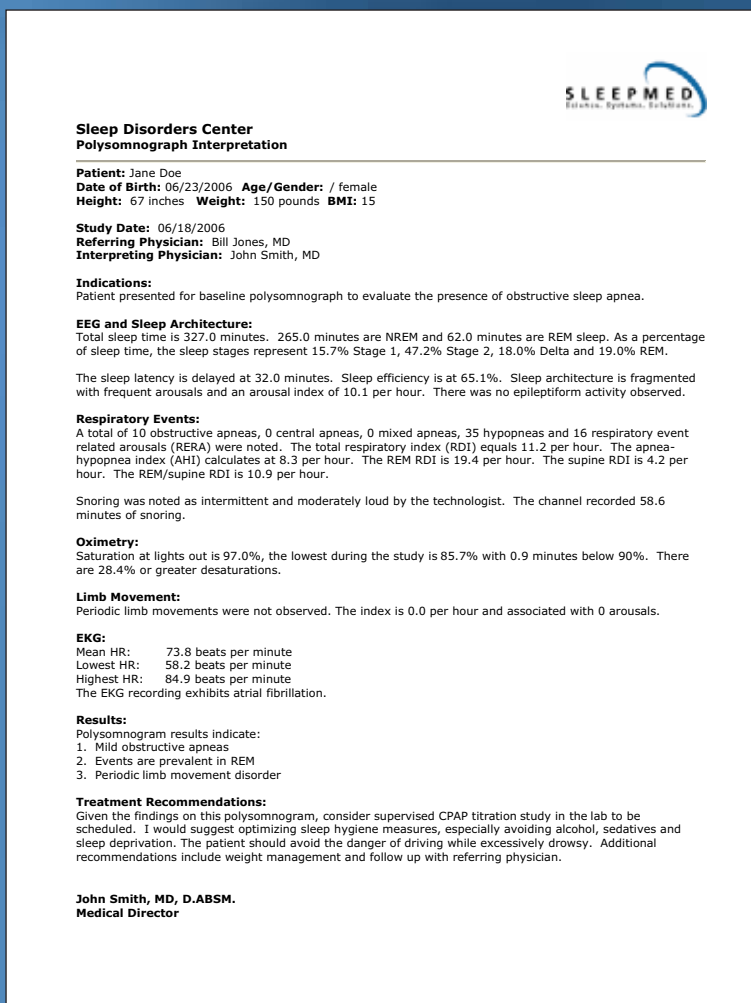
If calling (and while the patient is still in your office), provide the patient's information to SleepMed's scheduling coordinator and the coordinator will immediately provide you with a convenient "sleep study" date and time for your patient.

If faxing, emailing or ordering on-line, our SleepMed scheduling coordinator will contact the patient to set-up a convenient date and time. If on-line ordering is of interest to you, those who order sleep studies and sleep DME in your office will need to register and have a quick orientation, which your SleepMed representative can provide.



Receiving an Interpretation

During the interim period between the sleep study and the follow-up appointment in your office, you should receive a copy of the interpretation from the interpreting sleep specialist. Using the interpretation, discuss the diagnosis and treatment options with your patient. If a "second night" study is needed for CPAP titration, call the SleepMed service center and order the second study.



Ordering Sleep Therapy DME

Following CPAP titration, you may refer the patient to a Durable Medical Equipment (DME) provider in your community. Many of our SleepMed sites also provide sleep therapy services and when available, don't hesitate to refer your patient to us for patient education, mask fitting and follow-up compliance. You may submit your order for DME using the same convenient ordering options as with sleep studies.

Certificate of Medical Necessity (CMN)

Most payors require a signed CMN in order to reimburse for a patient's procedure. You may elect to complete, sign and fax a CMN to our scheduling center. In the case of a called-in, faxed or on-line order, our scheduling center will complete the CMN, according to the information you've provided, and send it to your office for the ordering physician's signature.

Additionally and for insurance purposes, we would like to get a copy of the patient's insurance card (front and back), as well as a copy of your H&P. If you are unable to provide the card copy and the H&P, we will make every attempt to get this directly from the patient. Your assistance, though, will help speed up the scheduling, IV, testing and/or therapy process.

Sleep Facts

- The most common sleep disorder seen in a sleep diagnostic laboratory is apnea, usually seen in 75% or more of the cases referred.
- Two types of apnea have been identified:
 - (1) Obstructive sleep apnea (OSA); and
 - (2) Central sleep apnea (CSA).
- The profile for an obstructive sleep apnea patient is:
 - middle aged adults (35 to 55 years of age)
 - overweight adults with a 17.5" neck size or greater
 - adults complaining of being tired all of the time
 - snoring adults, whose bed partner confirms a "snore-pause-gasp" cycle during sleep
- Obstructive sleep apnea is a disorder where people stop breathing up to 600 times per night, each time as their airway becomes blocked.

- Central sleep apnea is more rare and it is a disorder in which the brain's neurological systems do not send the right signal to the organs which operate during sleep.
- Serious cardiac and neurological problems can occur if sleep apnea is left untreated.

- The most common and most effective treatment for OSA is CPAP, which provides air flow through the nasal passage to keep the airway open during sleep.

- Other treatments for apnea include:
 - weight loss & exercise
 - medications
 - dental appliances
 - surgery

Common Sleep Disorders or Disorders Affecting Sleep

- Apnea (blocked airway or incorrect neurological signals)
- Advanced Sleep Phase Syndrome (sleeps/wakes too early)
- Bruxism (teeth grinding)
- Delayed Sleep Phase Syndrome (sleeps/wakes too late)
- Fibromyalgia (muscular pain affecting sleep)
- Gastroesophageal Reflux (heartburn)
- Hypersomnia (excessive daytime sleepiness)
- Insomnia (inability to sleep or sustain sleep)
- Narcolepsy (uncontrollable urges to sleep and/or muscle control loss)
- Nightmares (frightening dreams that can be recalled)
- Nocturnal Enuresis (bedwetting)
- Nocturnal Hyperphagia (eating while asleep)
- Panic Disorder (awakening with chest pain and panic)
- Periodic Limb Movement Disorder (limb movements)
- REM Behavior Disorder (dream enactment while asleep)
- Restless Leg Syndrome (leg movements preventing sleep)
- Rhythmic Movement Disorder (headbanging, bodyrocking)
- Shift Work Disorder (sleep problems due to shift hours)
- Sleep Hyperhidrosis (extreme sweating while asleep)
- Sleep Paralysis (inability to move upon awakening)
- Sleep Terrors (unremembered frightening dreams)
- Somnambulism (walking/performing activities while asleep)
- Somniloquy (talking during sleep)
- Plus over 50 others

For a sleep consultation referral to a sleep specialist or to make a direct referral for a sleep study, call the SleepMed service center near you. To find a center near you, go to our website at www.sleepmed.md or send us an email at sleepservices@sleepmed.md.