

# **The U.S. Sleep Disorders Treatment Market: Sleep Centers, Sleep Studies & CPAPs**

**August 2024**

## **Table of Contents**

	<u>Page</u>
<b><u>Introduction: Study Scope &amp; Methodology</u></b>	1-5
<ul style="list-style-type: none"><li>- Glossary of sleep disorder terms</li><li>- List of major private &amp; public sector information sources used</li></ul>	
<b><u>Executive Overview of Major Findings</u></b>	6-10
<ul style="list-style-type: none"><li>- Market definition and scope: mkt. segments included</li><li>- Scope of sleep deprivation in America: prevalence rates of insomnia, causes, no. of sleep disorders, description of most common sleep disorders, NSF vs. other polls.</li><li>- Nature of the field of sleep medicine and somnology: history/evolution of sleep centers, number, multiple-site chains, mkt. size 1997-2028 F</li><li>- Major trends and issues affecting sleep centers</li><li>- Key market metrics</li><li>- Market size and growth</li></ul>	
<u>Table:</u>	
<ul style="list-style-type: none"><li>- Total market: Estimated Revenues of U.S. Sleep Centers &amp; CPAPs: 1995-2028</li></ul>	
<b><u>Demographics of Persons With Sleep Disorders</u></b>	11-19
<ul style="list-style-type: none"><li>- Scope of affected population: no. and type persons with... insomnia, sleep apnea, narcolepsy, restless legs syndrome, no. of children, women, seniors with sleep disorders</li><li>- Findings of Natl. Sleep Foundation's survey, effects of the pandemic on sleep</li><li>- Extensive list of sleep disorder statistics: use of sleep aids, people with sleep apnea, etc.</li><li>- The National Sleep Foundation's 2024, 2023, 2021 <i>Sleep in America</i>® Poll, findings</li></ul>	
<b><u>The Sleep Centers Market</u></b>	20-66
<ul style="list-style-type: none"><li>- Nature of the market, market characteristics</li><li>- What are sleep labs, how many?, evolution &amp; nature of the field, polysomnograms test description</li><li>- Number of accredited vs. non-accredited centers (by AASM, JCAHO, ACHC)</li><li>- Launching a new sleep lab – the process/key considerations, capital needed, choices for hospital or MD affiliations</li><li>- Discussion of the effect of Medicare approval of home tests: typical payments for tests</li></ul>	

- What patients can expect at a sleep center: type tests (PSGs, split night studies, MSLTs, CPAP titrations), role of sleep techs, follow-up
- How to find A sleep center
- Pediatric sleep centers niche market

#### Tables:

- National projected sleep study volumes: 2014-2024

#### **Market Size & Growth:**

- Summary, discussion of available sources of data
- Analysis of average cost of in-center tests vs. at-home tests, factors affecting costs
- Effects of the Covid-19 Pandemic on Operations
- Findings of AASM's COVID-19 Pulse Survey
- Findings of EnsoData's Covid impact study; shift to more at-home tests
- Recent sleep lab metrics: report by Needham & Co. – sleep patient volume in 2020-2021, at-home testing trends, avg. beds
- ResMed Fiscal 1<sup>st</sup> Quarter 2024 Earnings Call Information
- **2020 Sleep Center Market Performance:** Marketdata estimates of annual no. of sleep tests performed, mix of in-center vs. at-home tests, revenue estimates
- **2021 Market Performance:** sleep centers revenues, analysis
- **2022-2024 Market Performance:** sleep centers revenues, analysis
- **2028 Forecast:** factors affecting demand, sleep centers revenues.

#### Tables:

- Sleep Center revenues, no. of labs, annual % change: 1995-2023, 2024 & 2028 Forecast
- Estimated Share of Market, by 9 U.S. Regions: 2023

#### **Sleep Clinic Operations:**

- Marketdata estimates of average annual gross revenues per sleep center (data from Data Axle, search of sleep centers for sale, American Healthcare Capital)
- Sleep Clinic Technicians Salary Trends: Descriptions of the major staff positions, training required (sleep techs, technologists)
- Findings of Sleep Review Magazine's salary survey, average salary and ranges for: RPSGTs, sleep techs, respiratory therapists, sleep physicians, sleep center directors, supervisors, managers: by tenure, by day/night shift, by age
- Sleep technician avg. salaries: data from: ZipRecruiter, Payscale.com, Glassdoor, Zippia
- Regional analysis, no. of sleep centers in operation, by 9 U.S. regions

#### Results of Past Marketdata Sleep Centers Survey – Main Operating Metrics

- Type of sleep center (percent of total: hospital-based, practice-based, university-based, independent / free-standing)
- Average number of PSGs (sleep studies, CPAP titrations and MSLTs) performed in 2006, 2007
- Average number of beds operated and average days/nights per week operated
- Number of patients the sleep center would be able to test/titrate per week if operating at 100% occupancy, 7 days/nights per week (average)
- Avg. fees, avg. annual revenues per center
- Sex, age of typical clients, type disorders treated
- List of sleep centers' biggest issues or problems

### Tables:

- Number of U.S. sleep centers, by state
- Average cost of a sleep study, by state

Competitor Profiles (description and history of company, no. of centers operated, address, specialties, acquisitions, services, financials when available, profiles are included for some companies now defunct, for historical comparison purposes)

- SleepMed, Inc. (acquired by Bioserenity, incl. Novasom)
- Better Night
- Koala Centers
- Marshall Medical Centers
- UAB Health System
- The Health Care Authority of the City of Anniston
- Blackstone Medical Services
- MedBridge Healthcare (SleepWorks, Sleep Services of America, PDS)
- Foundation Surgery Affiliates, LLC

### **The CPAP Market**

67-87

- Summary - Background of Sleep Disordered Breathing: mkt. penetration in U.S. vs. abroad, estimates of mkt. size by industry analysts/competitors
- Product Definitions: **CPAPs** (continuous positive airway pressure devices), types of masks & mouthpieces used
- Market Trends: the home test mkt., comments by Wachovia analysts regarding potential in view of CMS ruling, move to smaller devices
- The DMEPOS Competitive Bidding Program
  
- **Market Size & Growth**
- effects of CMS ruling, estimates of growth rates in U.S. vs. positive/negative factors affecting the market
- 2020 Market Performance During The Pandemic: ResMed & Respirationics sales
- 2021 Market Performance: Analysis by ResMed, Needham & Co., Marketdata, other research firms, estimate of market revenues
- **2023 Market Performance**, estimate of market revenues, analysis
- **2024 Forecast Market Performance**, estimate of market revenues, analysis
- **2028 Forecast**, estimate of market revenues, rationale, analysis

### Table:

- Sleep apnea devices (CPAPs) sales: total, ResMed, Respirationics, other companies: 1995-2028 F
  
- The Major Respiratory Equipment Device Competitors: address list.

Competitor Profiles (company descriptions, divisions, specializations, revenues, outlooks)

- ResMed: Fiscal 2024 vs. 2023 North American revenues, by product
- Respirationics (Philips) – Details of product recall, withdrawal from U.S. market

**Reference Directory of Sleep Market related Trade Groups, Experts, Journals**

87-91

- List of sleep market national/regional trade associations, journals, consulting firms, brokerage analysts, other key contacts – address & phones, description of activities.
- Profiles of Michael J. Breus, Ph.D. and Duane M. Johnson, Ph.D.