



## ADVANCED DENTAL SLEEP TREATMENT CENTER®

Sleep all night. Live all day.®

### The Elephant in the Room

Recently, the [Sleep Research Society](#) conducted a [virtual focus group discussing "Non-PAP Treatment Alternatives for Obstructive Sleep Apnea"](#). It consisted of 15 panelists: 12 Physicians and 3 Dentists.



During the discussion, when asked about whether oral appliances are a good alternative, an obviously frustrated dentist asked why in 2021 we are having this discussion when in [2015, there were guidelines and standards set by the AASM and AADSM](#), based on a ton of research, that concluded oral appliances were appropriate for anyone who preferred them or failed CPAP.

Along with lack of awareness, our opinion is that a big reason why this conversation is still happening now is something that came up at the close of the focus group.

Dennis Hwang, MD of Kaiser Permanente commented: "I think there's one thing we haven't discussed that's the elephant in the room that probably needs to be put out there, which is: there is a lot of distrust between the sleep physicians and the dentists. The dentists feel like the sleep physicians don't believe in their product and are just trying to make a lot of money and they're trying to do things that are outside their scope. And that is how many sleep physicians feel. For oral appliances to become successful, we're going to have to bridge that gap in some way. And the way to bridge that I think is a much larger discussion..."

Some of the topics that were brought up earlier in this focus group alluded to this breakdown in trust - either distrust in the dentist or in the therapy itself. Some voiced concerns about the lack of requirements around proof of efficacy and compliance, not being able to share medical records easily, and a lack of confidence in a dentist's knowledge about a medical disease. A handful of them shared that they gained trust when integrating a highly trained and credentialed sleep dentist into their system or practice.

If we haven't earned your trust, we would love the opportunity to do so. We want you to know that:

- We recommend follow-up testing on all oral appliances delivered, in order to show efficacy.
- We are 100% focused on sleep. Our providers have the highest attainable credentials in this area and have thousands of combined CE hours specific to sleep disorders.
- We have medical software, not dental. This gives us the ability to send and receive medical records easily and quickly.
- We are in the medical networks. This typically results in less cost for the patient.
- We partner with sleep physicians and respiratory professionals, which allows us to fully address patient concerns, while remaining within our scope of practice. Our

goal is to approach our patient's sleep apnea holistically in order to make the process easier for them and their providers.

We take what we do very seriously and truly appreciate the trust both providers and patients put in us when choosing us to participate in their health journey. We love doing it because we get to see the positive quality of life changes in our patients, and also have the satisfaction of knowing of all the long terms health effects that are normalized with sleep apnea treatment. What we do is fulfilling!

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## Patient Spotlight: Marilyn M.



I have been a patient for 10 years now and am very happy with their friendly and helpful staff . I had used a CPAP machine for about 10 years until it stopped working and I was wanting to try something easier to use. I am happy with my sleep appliance.

MARILYN

### **Objective Results:**

Pre-Treatment AHI: 25.7

Post Treatment AHI: 9.3

### **Subjective Results:**

Sleeping better, more energy,  
no longer snoring

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## Philips Recall

The Philips recall continues to wreak havoc on the sleep world.

As a dentist-owned practice, we cannot and do not diagnose or direct care. When patients have called our office to ask what they should do with a recalled unit, we reiterate that their first step needs to be that they register their unit so they can get in queue for a replacement once available. Once they do that, our second recommendation is that they talk with their primary care provider for direction on care. Here are the options we have provided to them to consider for that discussion:

- Continue to use the CPAP as-is.
- Consider getting an Rx for a travel CPAP, which can be purchased online.
- Consider an oral appliance. From what we have seen and heard, insurance companies are not covering a switch in treatment due to the recall, so we are offering an oral appliance that isn't quite as durable as a typical oral appliance we'd provide, but it is still custom-fit, FDA approved, comes with a 2 year warranty, and is tested for efficacy.

Please let us know how we can help your patients continue to receive treatment for their sleep apnea during this recall/shortage.

[Philips recall notification](#)

[Philips clinical information for physicians and providers](#)

[Clinical Practice Guidelines for Oral Appliance Therapy](#)

[OAT Fact Sheet](#)

[OAT Evidence Brief](#)

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## We Make It Easy To Partner

Both diagnosed and non-diagnosed patients may be



referred.

We are Omaha's first and only one-stop shop for sleep. We know how complicated treating sleep disorders can be for both providers and patients and it is our goal to streamline the entire process for everyone involved. With that in mind, we are able to offer or guide: 1) Home Sleep Testing 2) CPAPs, and 3) Oral Appliances. Along with our dedicated dental sleep team, we work with Sleep Physicians for direction on patient care.

We want you to know that if you have a patient that you suspect has sleep apnea or has struggled with prescribed treatment, we will take great care of them.

Patients can be referred directly through our [website](#), or you can [fax a referral](#) to us at 1-877-811-8129.

If you'd like any paper screening tools, informational brochures from our office, or would like to coordinate a time to speak with one of our providers, please connect with Brea at [brea@whywesnore.com](mailto:brea@whywesnore.com) or 402-996-0387.



\*\* Know that we are in-network with medical insurance, including Medicare and Tricare. Those with Medicare supplement plans typically have low or no out-of-pocket costs. All patients know what their out of pockets costs will be before moving forward with treatment.

Visit our website

This advertisement was sent by Advanced Dental Sleep Treatment Center  
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