

## How to choose a travel PAP for your business

Some travel PAPs were designed to be the smallest or lightest, but not designed for the frequent traveler or road warrior. If your patients are frequent travelers, the last thing they need is a problem with their travel PAP when on the road. Here are nine traveling tips to help you choose the right travel PAP for your patients.

1

### Durability for the long haul

We all know there is no substitute for quality, which is why you and your patients deserve a travel PAP that is well-constructed and meticulously engineered.

#### Key questions:

- Is the travel PAP built to take the punishment of frequent traveling?
- Is the travel PAP's outer shell material durable and impact-resistant?
- Will my staff or I be faced with greater returns or dissatisfied patients based on durability/noise issues?
- Is it stable and sturdy enough to stay on a nightstand without the need for special fasteners?



2

### Patients should keep their mask

Switching shampoos is fine, but your adherent sleep apnea patients shouldn't have to switch the mask with which they are comfortable with and have been using nightly.

#### Key questions:

- Does the travel PAP you are considering give your patients the freedom to choose the mask they want?
- Does the travel PAP allow patients to use their current at-home mask or does it require them to use a proprietary mask?
- Will a mask change for your adherent patients require extra set-up time – draining staff resources for refitting, training, trouble-shooting and fielding questions?
- Do your patients want to incur any additional costs that may come with a mask change?
- Will you now need to have to inventory special travel-PAP-only masks, adding to your already high number of mask offerings?



3

**Comfort is king**

An investment in a high-quality travel PAP with similar, or the same, comfort features as your patient's home PAP can reduce the number of call-backs you and your staff are required to answer.

**Key questions:**

- Will the travel PAP afford patients the same clinically proven comfort features and therapy delivery as their home PAP?
- Will there be greater returns of devices because of patients' nonacceptance of their travel PAP therapy compared to their home PAP therapy?
- Does the travel PAP come from a market leader in the industry with a proven track record for product innovation and support?



4

**Quench their thirst for water-based humidification**

Whether your patients are traveling to an arid destination or a place with seasonal dryness or just like the humidification their home PAP provides, make sure they're able to maintain proper humidity levels with a travel PAP that features water-based humidification.

**Key questions:**

- Are most of your patients currently using water-based heated humidification at home?
- Wouldn't your patients prefer the same at-home comfort of water-based heated humidification when they travel?
- Do your patients sacrifice heated humidification comfort when they travel due to the additional size or the inconvenience of searching for distilled water when they arrive at their final destination?
- Do HME's (Heat Moisture Exchangers) provide the same level of humidification that a water-based heated humidifier provides?



5

**Optional battery is power to your bottom line**

If your patients plan on traveling off the power grid or to places with unreliable power sources, an overnight battery is essential and can help them stay committed to therapy.

**Key questions:**

- Does the travel PAP have an integrated battery option that fits together into one system – eliminating additional wires and power supplies – or does it require a separate battery and cords?
- Does the travel PAP have quick recharge times and UPS function that provides back-up power protection?



6

**Curb your APPetite**

Apps are a great idea but not suited for all things in life. Sometimes we just need to count on reliable technology, like a color touchscreen with menus that are similar to your patient's home PAP.

**Key questions:**

- Will you or your clinicians require a smartphone app to set up the travel PAP?
- Will a patient need to control their travel PAP with a smartphone and/or APP?
- Will you and your patients be required to update apps and phone operating systems often to accommodate software changes?
- Will patients be dependent on cell service, Wi-Fi or Bluetooth to change settings on their travel PAP?
- Will DMEs and clinicians need to be trained on how to address patient troubleshooting with regard to smartphone or APP support?
- Will patient smartphone/APP dependency drain DME time resources?



7

**One patient. One report.**

Your travel PAP's patient management software should combine both the travel PAP and home PAP clinical and usage reports into one single report, helping to improve DME workflow efficiencies and patient tracking.

**Key questions:**

- Does the travel PAP you are considering have a proven self-management tool?
- Can your travel PAP's self-management tool sync data from multiple-enabled devices to one account?
- Does your travel PAP have the ability to track and monitor a patient's combined progress across home and portable PAP devices via one convenient dashboard on their smartphone, tablet or computer?
- Does the travel PAP make compliance reporting easier by combining usage and compliance data from multiple PAP devices into one simple report?



8

**Fewer parts for better travel**

Fitting over-sized carry-ons into cramped overhead compartments – including a travel PAP with too many parts – makes traveling for work difficult. Make sure the travel PAP you are offering to your patients doesn't add to the complexity of travel.

**Key questions:**

- Does the travel PAP you are considering have fewer parts than most of its competitors?
- Does it have an internal power supply, alleviating the need for extra parts, e.g. bulky external power supplies that get lost or left behind?
- When comparing size claims between your travel PAP offerings, are you considering the total system for your patients – device, tubing, external power supply and nightstand fasteners?



9

**The difference is in the details**

When considering a travel PAP, remember that they are not all created equal. Travel PAPs differ in specifications, quality of construction, therapy features and – maybe most importantly – added features that enhance the patient's travel experience.

**Key questions:**

- Does the travel PAP have differentiated features that add to the convenience for the frequent traveler, including:
  - Integrated USB charging port to make charging a phone or tablet more convenient?
  - Integrated power supply, reducing the number of extra parts and pieces?
  - Smallest tube among leading travel PAP competitors?
  - A color touchscreen to facilitate patient interaction and setup?
  - Optional integrated battery with added UPS protection?



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