

Executive War College

Audio Tapes

2002

▼ General Session—Day 1

- 01 Lab Industry's Big Bang: E-health Collides With Genetic Diagnostics
Robert L. Michel, Editor-In-Chief, The Dark Report
- 02 Case Study: William Beaumont Hospital
Fredrick L. Kiechle, M.D., Ph.D., Chairman, Dept. of Clinical Pathology, William Beaumont Hospital, Royal Oak, MI
- 03 Side by Side Case Study—Mt. Sinai Health System/
New York and Sutter Healthcare/Sacramento
Elkin Simson, M.D., Medical Director, Mt. Sinai Health System, New York, NY
Ron Workman, M.D., Director of Laboratories, Sutter Healthcare, Sacramento, CA
- 04 Case Study: West Tennessee Healthcare (Rural hospital system implements lab outreach, lab automation, and lab information improvements)
Leo Serrano, FACHE, CLSup (NCA), Executive Director, Laboratory Services, Jackson, TN
- 05 The Changing Face of Laboratory Medicine in the United Kingdom
Christopher Price, Ph.D., President of Global Clinical Research, Bayer Diagnostics Corp., London, England

▼ Breakout Session 1

- 06 Connecting POCT to LIS and Billing Systems: Geisinger Gets It Together!
Jay B. Jones, Ph.D., Director, Chemistry & Regional Lab, Danville, PA
- 07 How Local Pathology Groups Can Acquire and Profit From Advanced Diagnostic Technologies
Thomas Siskron, III, M.D., Partner, Delta Pathology Group LLP, Shreveport, LA
- 08 Using Lab Automation to Impact Lab Testing Costs: Mt. Sinai's Seven-Year Performance
Elkin Simson, M.D., Medical Director, Mt. Sinai Health System, New York, NY
- 09 Simple Secrets For Implementing HIPAA Compliance in the Lab
John Travis, Director of Product Management, Cerner Corporation, Kansas City, MO

▼ Breakout Session 2

- 10 Why Med Techs Are In Short Supply and Effective Strategies for Retention and Recruiting
Robert A. Neri, Executive Vice President, Clinical Laboratory Management Association (CLMA), Wayne, PA
- 11 Achieving Big Gains in the Small Hospital Laboratory
Sammie Sue Hendrix, Laboratory Director, Citizen's Medical Center, Victoria, TX
- 12 Proven Methods For Boosting the Value of Pathology Group Practice
Christopher Jahnle, Managing Director, Haverford Healthcare Advisors, Paoli, PA
- 13 Low-Cost, "Do-It-Yourself" Hospital Lab Automation: Pre-Analytical and Analytical
William Neeley, M.D., Medical Director of Laboratories, Detroit Medical Center, Detroit, MI

▼ Breakout Session 3

- 14 Low-Cost, "Do-It-Yourself" Hospital Lab Automation: Post-Analytical
William Neeley, M.D., Medical Director of Laboratories, Detroit Medical Center, Detroit, MI
- 15 Using Laboratory Data to Change Care and Cost Outcomes in the Hospital
Amy Haara, Laboratory Quality Systems Officer, Loyola University Medical Center, Chicago, IL
- 16 Fixing the Black Hole of Hospital Billing for Lab Outreach Testing
Becky Damiani, Director of Laboratory Services, Mary Washington Hospital, Fredericksburg, VA
- 17 How Labs Can Get Extra Value From Diagnostics Manufacturers
Robert L. Hamon, Vice President, Clinical Laboratory Services Premier, Inc., Charlotte, NC

▼ General Session—Day 2

- 18 The Terrible Gift: How Genetic Technology Will Transform Society
Rick Carlson, President, Health Strategies Group, Aspen, CO
- 19 How Managed Care Looks at New Diagnostic Technology and Establishes Reimbursement
John Monaghan, Director, Medical Economics, Horizon Blue Cross/Blue Shield New Jersey, Newark, NJ
- 20 Clinical Decision Support Systems Come of Age: Vanderbilt's Experience
William W. Stead, M.D., Assoc. Vice Chancellor, Health Affairs, Vanderbilt University Medical Center, Nashville, TN
- 21 New Pitfalls Ahead in Managed Care Contracting for Lab Testing Services
Kerry Kaplan, President, Healthcare Connections, Braintree, MA
- 22 Case Study: Grant Riverside Hospital (Hospital lab boosts productivity with quality management program.)
Susan Fuhrman, M.D., Director of Pathology & Laboratory Service, Columbus, OH
- 23 Case Study: USLabs, Inc., Irvine, California
(National company offering anatomic pathology services)
Mike Danzi, Vice-Chair

▼ Breakout Session 4

- 24 Five Most Costly Errors in Pathology Billing and Coding
Bama C. Saltzman, CPC, Director, Operations, Pathology Service Associates, Charleston, SC
- 25 Managing the Rural Hospital Lab Into a Value-Added Revenue Generator
David N. Buhr, Director of Ancillary Services, Audrain Medical Center, Mexico, MO
- 26 Value Added in the Lab: Lab Information Supports Medical Risk Management
Paul R. Landauer, Director, External Affairs & Healthcare Economics, Abbott Laboratories, Abbott Park, IL
- 27 Crisis Management: Hermann Hospital Lab's Remarkable Destruction and Rebirth
James A. Faucett Jr., Corporate Vice President, Laboratory Services, Houston, TX

▼ Breakout Session 5

- 28 Why the Digital Health Record Is Changing How Physicians Order Lab Tests and Access Results
Pat Wolfram, Vice President, Product Integration, GE Medical Systems Information Technology, MedicaLogic, Inc., Beaverton, OR
- 29 Building Collaborative Lab Services Among Rural Hospitals: New Hampshire's Regional Laboratory Alliance
Bob Ryan, CL Dir, Clinical Laboratory Manager, Speare Memorial Hospital, Plymouth, NH
- 30 Implementing Advanced Automation in the Pathology Laboratory
Janice Nault LeMond, HTL (ASCP), Histology Manager, Memorial Hermann Healthcare System, Houston, TX
- 31 Secrets of Dispersing POCT Throughout the Health System To Reduce TAT and Maintain Quality
Ronald Keelen, BA, MA, MBA, MT (ASCP) DLM, Administrative Director, Pathology Labs, Methodist Medical Center, Dallas, TX

▼ Lab Automation Boot Camp

- L01 What You Need to Know about Different Lab Automation Solutions
William Neeley, M.D., Medical Director of Laboratories, Detroit Medical Center, Detroit, MI
- L02 The Lab Automation Story: Why Japan Developed It; How it Got to the United States; and Understanding Today's Automation Solutions
Rodney S. Markin, M.D., Ph.D., Associate Dean, Clinical Affairs & Vice Chairman, Department of Pathology, University of Nebraska Medical Center, Omaha, NE
- L03 How to Identify Your Lab's Needs, Then Buy the Best Automation Solution
Dixie McFadden, Administrative Director, Laboratories, Kaiser Permanente Northwest, Clackamas, OR
- L04 Preparing the Lab and Implementing Automation the Right Way
Phyllis J. Straff, Manager, Laboratory Information Systems, Healthcare Services, Loyola University Medical Center, Chicago, IL
- L05 Fine-Tuning Your Lab's Automation Project: What to Benchmark and How to Generate Ongoing Productivity Gains
Douglas Jaciow, Business Director, Pathology Services Baystate Health System, Springfield, MA
- L06 LIS & LAS: Effective Solutions to Ensure Information Systems Mesh
F. Lee Green, Chairman & CEO, Triple G Systems Group, Inc., Markham, Ontario, Canada
- L07 Case Study: MDS Metro Laboratories
Roberta E. Bowers, Project Coordinator, Burnaby, British Columbia, Canada

▼ Get Your Lab on the Web

- W01 Overview of the Market: Why Web-Based Services Are Changing Labs' Relationships With Physicians
Bruce A. Friedman, M.D., Director, Pathology Data Systems, Professor of Pathology, Univ. of Michigan Health System, Ann Arbor, MI
- W02 Understanding the Technology and Capabilities of Interned-based Outreach
Charles Halfpenny, President, Halfpenny Consulting, LLC, New Hope, PA
- W03 Secrets of Building the Right RFP, Choosing the Best Pricing Model, and Negotiating Perfect Terms
Cory Fishkin, President and COO, CareEvolve.com, Inc., Elmwood Park, NJ
- W04 Implementation Do's and Don'ts: Make Web Test Ordering/Resulting Work Right — The First Time!
Lee Barnard, Chief Information Officer, Centrex Clinical Laboratories, New Hartford, NY
- W05 Diagnostics Manufacturers Entering the Lab Information Market: New Resources for Clinical Labs
David Quick, Director, Global E-Business Development, Roche Diagnostics Inc., Indianapolis, IN

▼ Panel Discussion

- P01 How New Paradigms of Lab Management Add Value to Lab Testing Services
Moderator: *Robert L. Michel, Editor-In-Chief, The Dark Report*
- P02 Panel Making Your Lab a Winner: Key Learnings From the War College Faculty
Moderator: *Robert L. Michel, Editor-In-Chief, The Dark Report*
- P03 Lab Automation "Best Practices": Essential Lessons for Success
Rodney S. Markin, M.D., Ph.D., Associate Dean, Clinical Affairs & Vice Chairman, Department of Pathology, University of Nebraska Medical Center, Omaha, NE
- P04 Web Day: Summary, Conclusions, and Recommendations
Bruce A. Friedman, M.D., Director, Pathology Data Systems, Professor of Pathology, Univ. of Michigan Health System, Ann Arbor, MI

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