The Reference Lab Network
What? Why? How?

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One small disclaimer...
It is early in the morning
Why a Reference Lab Network?
Present State
The Old State (still present)

Friction
Error
Variance
Waste
Delay
Pains

## Interface Decision Points

- **System constraints**
  - *Does it work?*

- **Volume**
  - *Is there enough?*

- **Cost**
  - *Who pays?*

- **Quality**
  - *Is this lab worth it?*

- **Questionable relationships**
  - *Dr. X likes Dr. Y*
  - *$$$$$$*
More Pains

- Paper is STILL around
  - Order requests
    - *Which sheet for which lab*
  - Results
    - *Faxing*
    - *Snail mail*

- Toxic effects of paper
  - Large source of medical error
  - Inherent delays due to lack of integration
Even more pain

- **Portals are not the answer**
  - Great for the reference lab
    - *Easy distribution*
  - But just a shift
  - Still “bad optics”
  - Still disconnected

- **The data has to be integrated to meaning and value**

- **It is more than just a slick PDF**
  - Tight coupling between data and format
Hospital Lab Needs

■ Complete test menu
  • Despite limited business model

■ Seamless ordering
  • No paper reqs, please

■ Integrated result delivery
  • In the LIS not a fax/portal

■ Clear demonstration of value
  • TAT
  • Quality
  • Technology
Reference Lab Needs

- **An audience**
  - And specimens, of course

- **Connectivity**
  - Often the volume is not there
  - Electronic orders help set the tempo vs. “surprises”

- **A stage to perform**
  - Showcasing
    - Value
    - Quality
    - Integration
So how do you solve it?
The Reference Lab Network (aka RLN)

Hospital Lab

Reference Labs
Business Goals

- **Connectivity should be ubiquitous not contentious**
  - Should just be there

- **A network connection should not be sticky or based on volume**
  - All labs, not just the large ones

- **Paper has to leave the system**
  - Like, now!
What is it?

- A “single” point of connection for reference labs and hospital labs
  - Each lab has just one connection into the network
- Network architecture handles order/result mapping
  - Right test, right client, right lab
- Option for a new business connectivity model
  - Low cost of entry for both hospital lab and reference lab
  - Per-order transaction fee paid by reference lab
  - Connectivity based on business not volume
- Completely scalable and reliable
  - Remote hosted in a Cerner data center
Does it work?
Current Reference Labs Connected

**Alegent Health**
American Medical

**AmeriPath**

**Athena Diagnostics**
ARUP Laboratories

**Blood Center of Wisconsin**

**Boyce and Bynum**
Clinical Pathology Laboratories Southeast
Creighton Medical Laboratories

**Diagnostic Laboratory of Oklahoma**

**Focus Diagnostics**

**Integrated Regional Laboratories (IRL)**
Interpath Laboratory Inc.
Laboratory Corporation of America (LabCorp)
Mayo Medical Laboratories

**MedTox Laboratory**
Omega Diagnostics
Pathology Associates Medical Laboratories (PAML)

**PGXL**
Physician’s Laboratory Services
Physician’s Reference Laboratory (PRL)

**Prometheus**

**Quest Laboratories**

**Quest Laboratories Nichols Institute**
Regional Medical Laboratory

**Sonora Quest Laboratories**

**Specialty Laboratories**
United Dynacare
Warde Medical Laboratory

**Viracor-IBT**

*Partner Laboratories in Bold/Italics*
Current Clients Connected

154 hospital clients, and growing

AnMed Health
Anthony Medical Center
Carroll County Memorial Hospital
Cayman Islands Health Services
Cumberland County Hospital System
Delta Regional Medical Center
Drumright Regional Hospital
DuBois Regional Medical Center
East Jefferson General Hospital
Emory Healthcare
Floyd Medical Center
Fort Healthcare
Glens Falls Hospital
Gooding County Memorial Hospital
Grace Cottage Hospital
HealthSouth Corporation
Hennepin County Medical Center
Jefferson Regional Medical Center
Kaiser Permanente – Ohio
Kaiser Permanente – Colorado
Kentucky Easter Seal Society
Lawrence Memorial Hospital
Lexington Memorial Hospital
Little River Memorial Hospital
MD Anderson Cancer Center
Mark Milford Hicksville Hospital
Marlette Regional Hospital
Marshfield Clinic Lab
Methodist Healthcare
Morgan Memorial Hospital
Moundview Memorial Hospital
Mt Ascutney Hospital
Nanticoke Memorial Hospital
North Kansas City Hospital
North Shore LIJ Health System
NorthBay Healthcare System
Northeast Alabama Regional
Oklahoma Heart Hospital
Pacific Hospital of Long Beach
Pawnee County Memorial Hospital
Roswell Park Cancer Institute
Rush University Medical Center
Saint Barnabas Medical Center
Samaritan Regional Health System
Sharp Healthcare
San Diego County Psychiatric Hospital
Sheridan Memorial Hospital
Skyline Hospital
St Joseph’s Hospital and Medical Center
St Vincent’s Medical Center
Sumner Regional Medical Center
SUNY Downstate Medical Center
Texas Health Resources
UHS Kenosha Medical Center
What are the benefits?
Hospital Lab Gains via RLN

- More access with fewer interfaces
  - Just one to RLN

- Expanded test menu
  - Better access

- Seamless ordering
  - Paper leaving the system

- Integrated result delivery
  - FAX & portal...gone

- Meaningful relationships with the right labs for the right tests
  - No more lousy esoterics due to a contract for conventionals
Reference Lab Gains via RLN

- **More access with fewer interfaces**
  - Just one to RLN

- **Expanded audience**
  - Every lab on the network is one

- **Connectivity**
  - Fewer interfaces to man
  - Electronic order in-bound

- **Better relationships**
  - Connectivity not in the way
  - Clients understand the why
  - Potential for new things
Other Gains via RLN

- **Enabler of “centers of excellence”**
  - Work goes to the focused lab
  - Elimination of leakage

- **Back-office connectivity**
  - Reference lab to reference lab
  - Efficient routing

- **A critical early-access item for emerging tests**
  - Get an audience fast
Where can this go?
Lab testing evolves

- Business models are changing
- Testing needs increasing (or staying the same)
- Everything is connected
- The landscape becomes flat
The Stage
Building the Bridge for the Next Innovations

Prove Clinical Utility and Deploy

Expand test/device use, make mainstream

Interface
Protocol
Content
SDK
Packaging
Reference
Lab Network
Resale
Research
Networks
Time for Questions...