

The Reference Lab Network

What? Why? How?



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One small disclaimer...



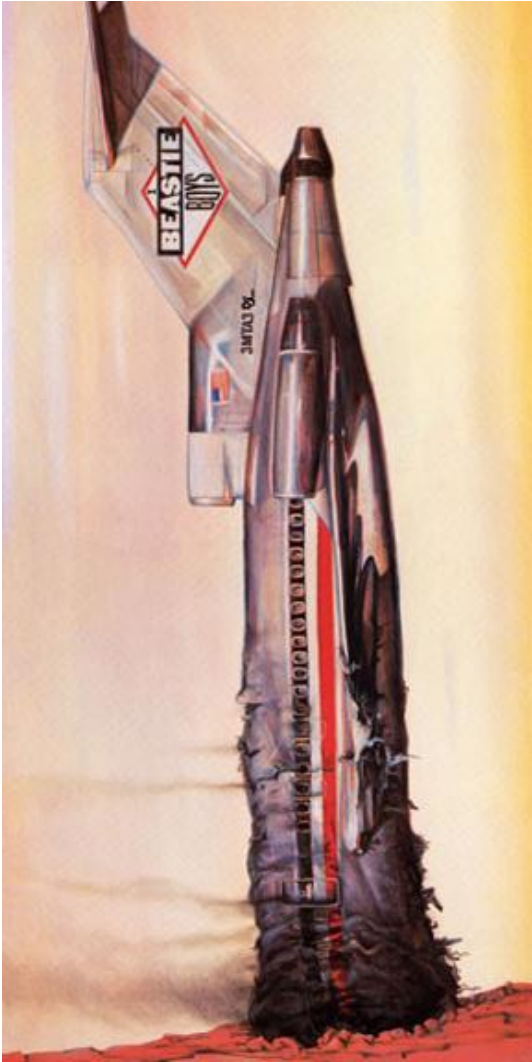
It is early in the morning



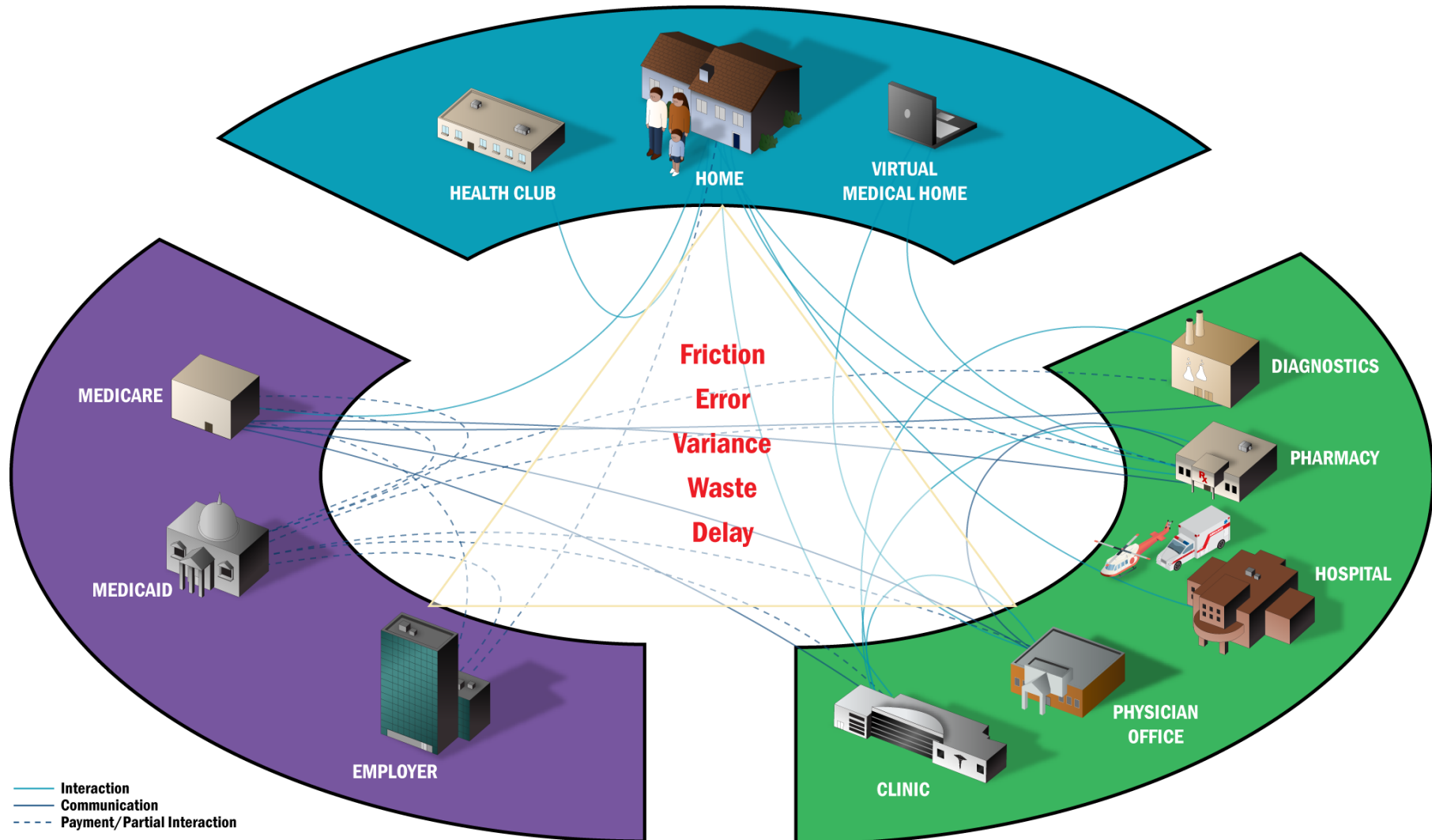
Why a Reference Lab Network?



Present State



The Old State (still present)



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

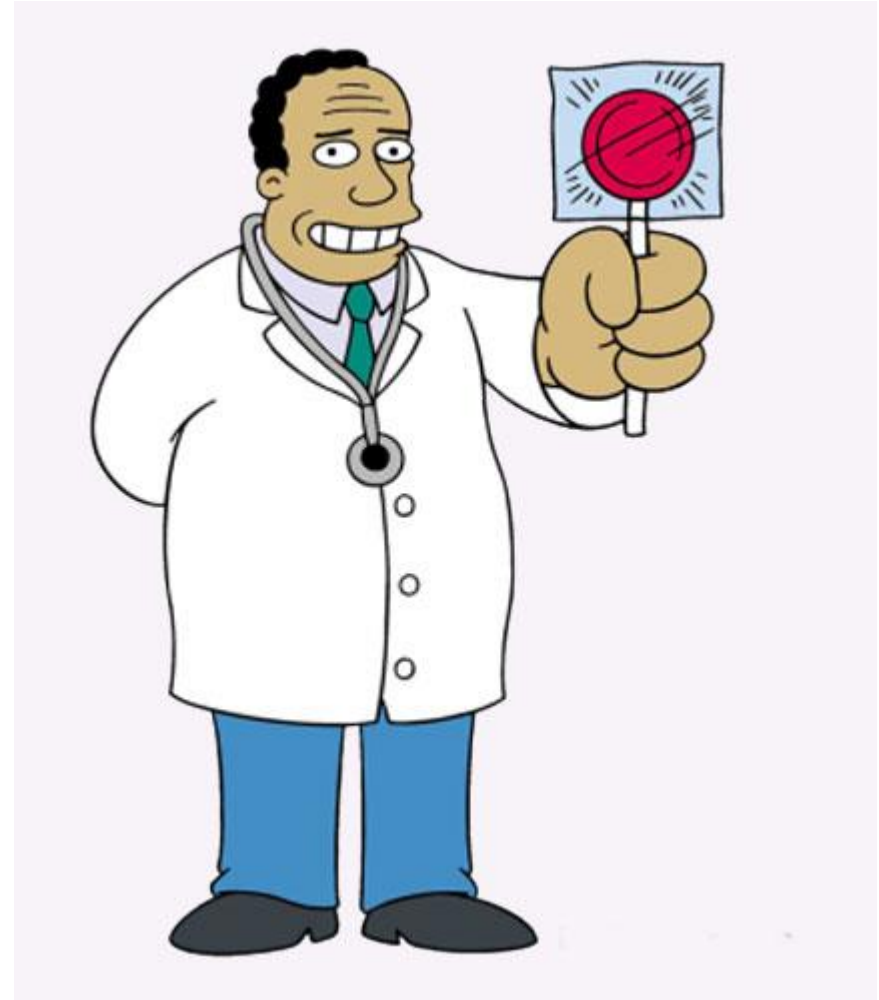
■ It is more than just a slick PDF

- 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

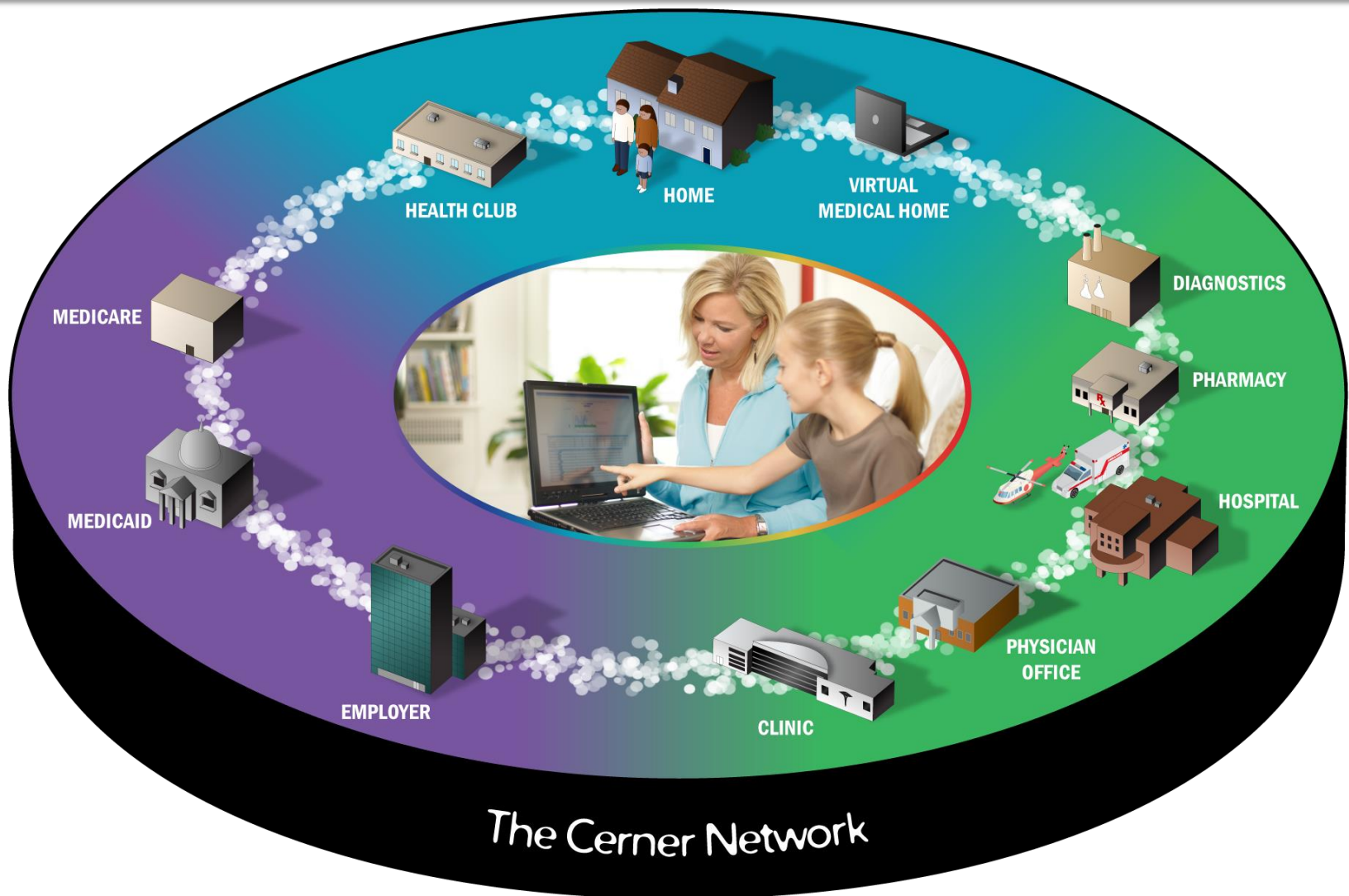
- Showcasing
 - *Value*
 - *Quality*
 - *Integration*





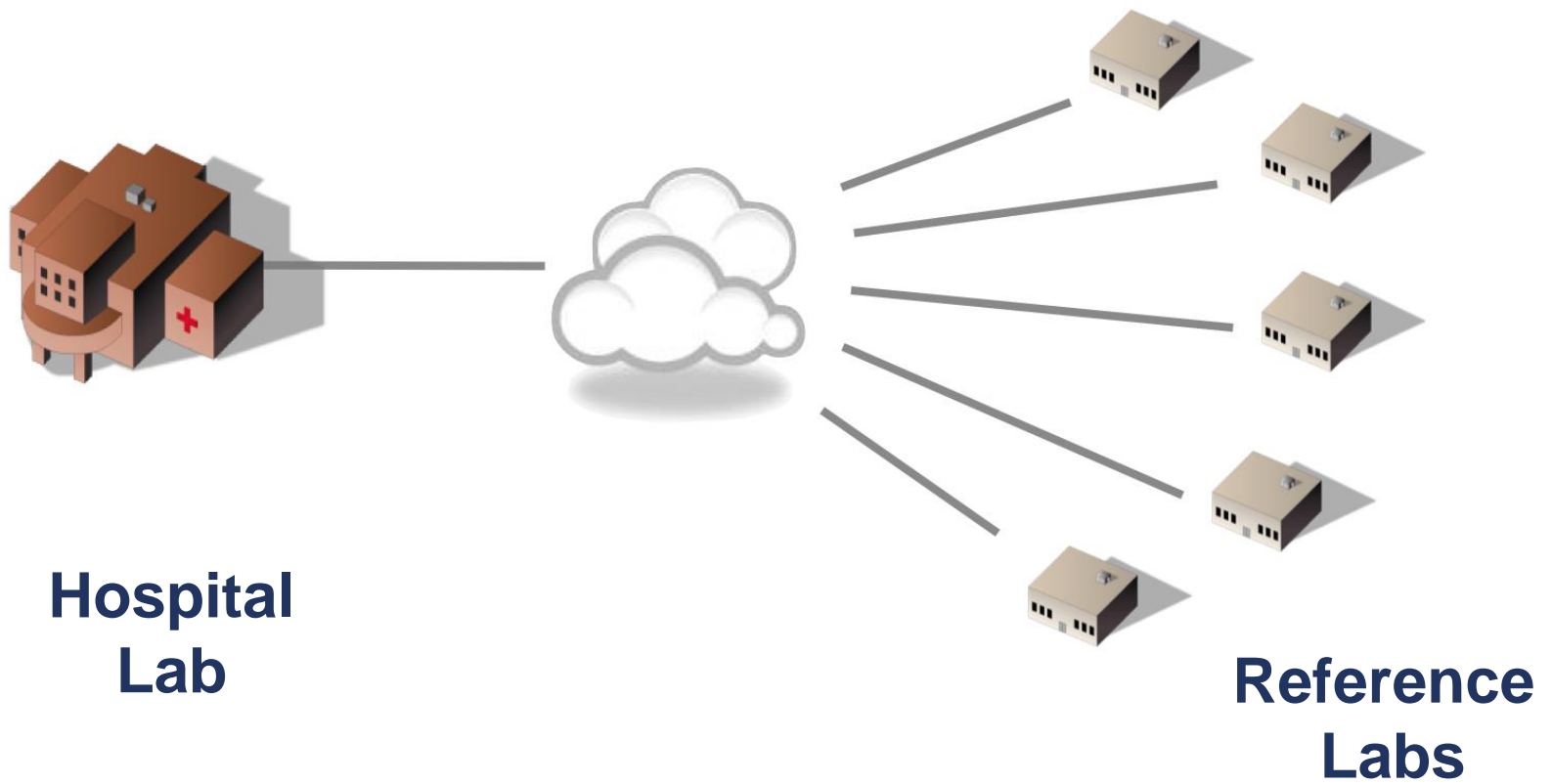
So how do you solve it?

The Cerner Network



The Cerner Network

The Reference Lab Network (aka RLN)



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

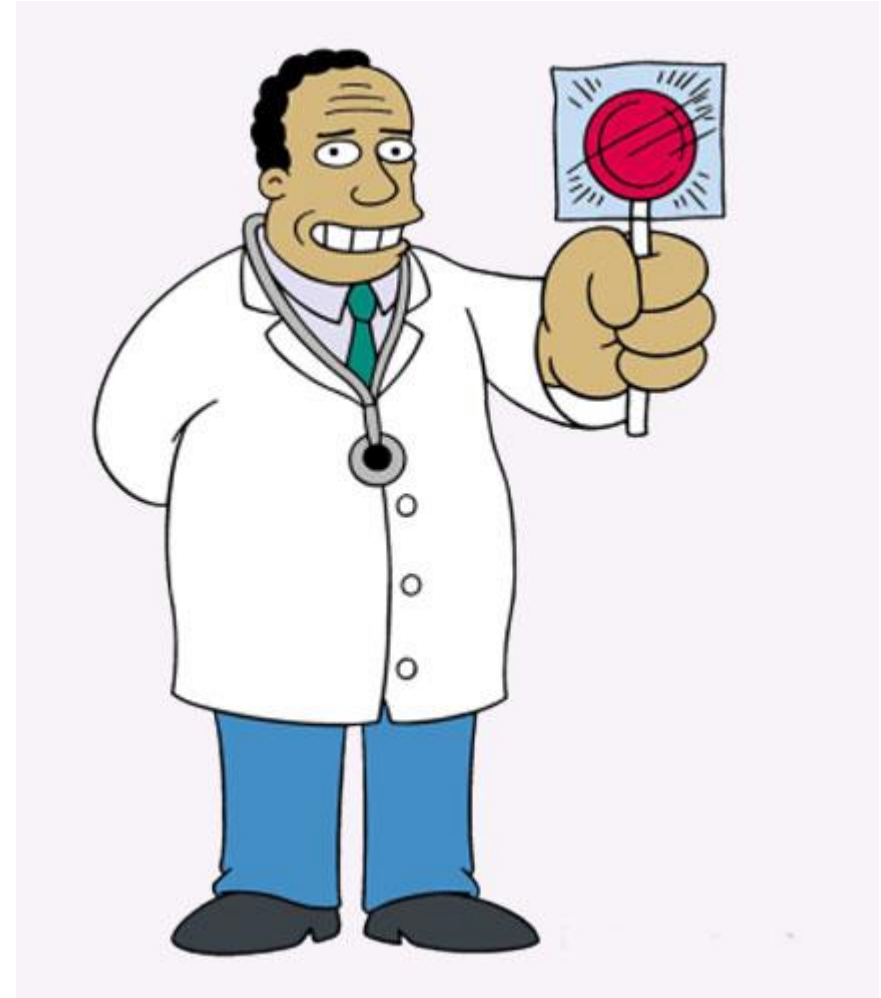




What are the benefits?

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

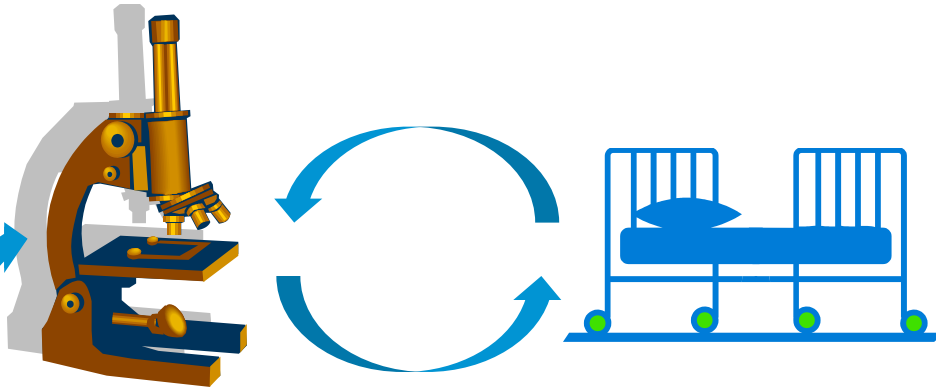
- **Business models are changing**
- **Testing needs increasing (or staying the same)**
- **Everything is connected**
- **The landscape becomes flat**



The Stage



Building the Bridge for the Next Innovations



Interface

Protocol

Content

SDK

Packaging

Reference
Lab Network

Resale

Research
Networks

Prove Clinical Utility and Deploy

Expand test/device use, make mainstream

Time for Questions...

