



# LABORATORY PREPAREDNESS CHECKLIST

Are you ready for PAMA's laboratory testing reimbursement cuts?

With the implementation of the new Protecting Access to Medicare Act (PAMA) laboratory testing fee schedule, laboratory testing reimbursement stands to undergo an unprecedented decrease starting January 2018.

Bottom lines will certainly be impacted, but labs can minimize the effect of reimbursement cuts by proactively investigating opportunities for efficiency gains and partnering with vendors who will provide consultative, comprehensive solutions for implementing automated processes to improve operational and reagent efficiencies, testing utilization and costs.

If you haven't started preparing already, use this checklist to ready your lab for PAMA's impact.

## Lower cost through operational efficiency

- Automate repetitive, labor-intensive pre- and post-analytical sample handling and storage.
- Standardize test ordering protocols to eliminate unnecessary testing.
- Leverage middleware to execute automated diagnostic testing algorithms to support standardization and expedite decision making.
- Program middleware with QC rules to release at least 85% of lab tests utilizing auto-verification.
- Leverage automation's capabilities to offer predictable turnaround times to drive execution of clinical care pathways.

## Lower cost through reagent efficiency and improved test utilization

- Eliminate non-critical tests that are mirrored on multiple instruments.
- Assess need to have assays run in duplicate or triplicate; eliminate if possible.
- Discuss assay quality with your vendor's clinical team; make sure you're running the most robust assay available to you.
- Minimize unnecessary or extra calibrations and QC runs by evaluating your troubleshooting protocol.
- Evaluate institution's test utilization practice to streamline menu offering and gain more robust inventory management capabilities.

## Establish a true partnership with your vendors

- Work with your vendor on a strategy to position your lab as a key contributor in achieving your institution's quality metric goals.
- Ask vendors to contractually guarantee the performance or metrics expected with their solution.
- Challenge your vendors to provide comprehensive solutions for implementing ordering protocols and testing algorithms.
- Leverage your vendor's consultative capabilities for workflow optimization and implementation of change management.
- Engage vendors to provide educational opportunities on the lab's role in readmission reduction, population management, and value-based purchasing.

## Contact us for more information regarding laboratory preparedness.

Talk to your Intalere representative or customer service at 877-711-5600 or [customer.service@intalere.com](mailto:customer.service@intalere.com).

