

Clinical Lab 2.0 Committees in Action

Multi-Institutional Demonstration Projects

KATHLEEN SWANSON, MS, RPH

Project Manager, Pillar 3 Demonstration Projects, Project Santa Fe Foundation

CONVERGENCE

Pathology, Laboratory Diagnostics and Population Health

 **CLINICAL LAB 2.0**
A PROJECT SANTA FE FOUNDATION INITIATIVE



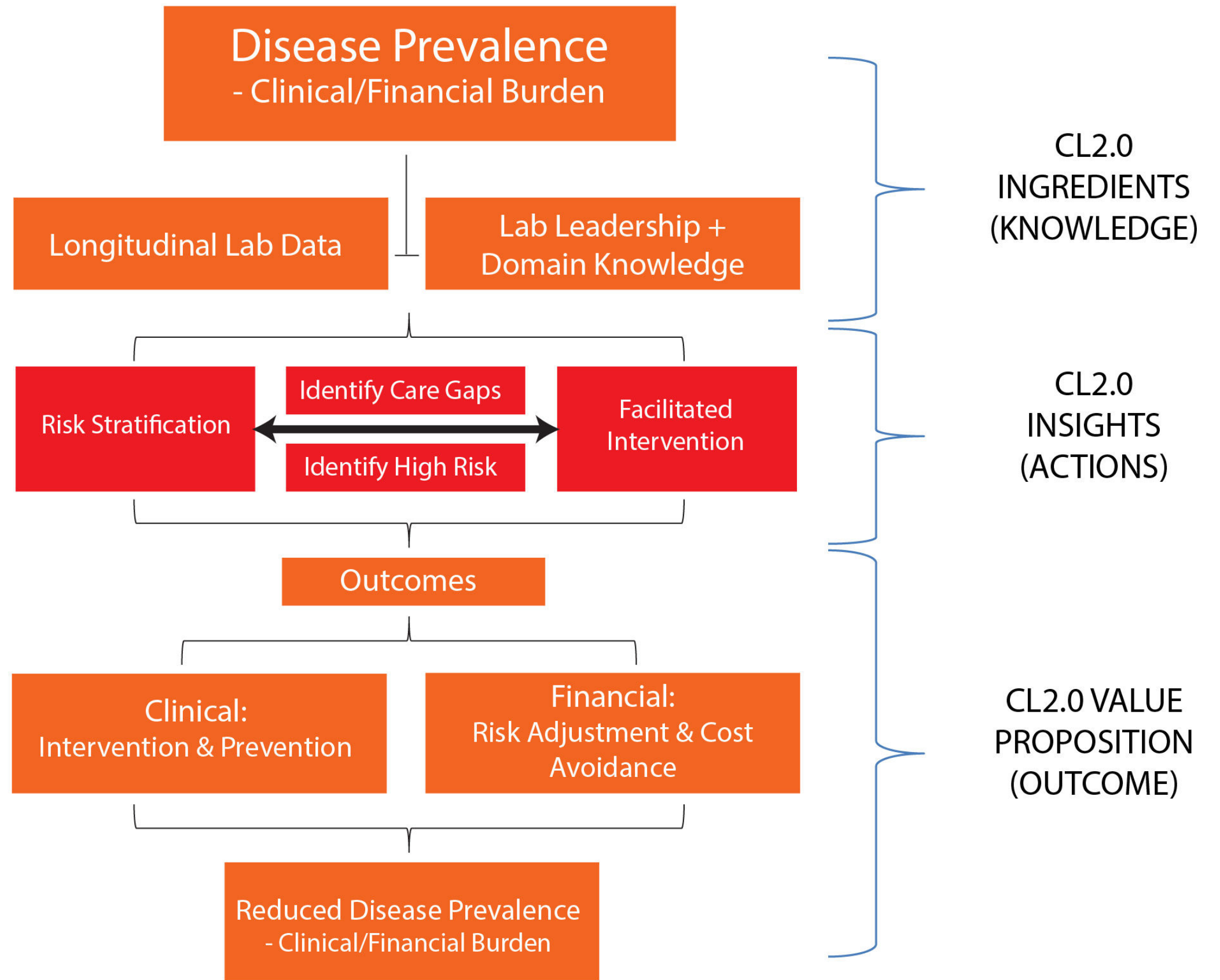
Multi-Institutional Demonstration Projects Committee

Committee Co-Chairs: Aya Haghmad, Yachana Kataria

PSFF Board Liaison: James Crawford **PSFF Staff Liaison:** Kathleen Swanson

Committee Members: Mark Fung, Octavia Peck Palmer, David Allen, Vahid Azimi, Ulysses Balis, Jon Harol, Karen Heichman, Jaren Jaeger, Veena Joy, Kathy Kelley, Keith Laughman, Ruth Lininger, Elizabeth Montgomery, Jackie Murray, Nkem Okoye, Melissa Ryan Robert Tibbetts, Donna Wolk

CL2.0 Pathway:



**But you are just the lab.....
how can you do this?**

Demonstration Projects – Why is this a building block for CL2.0?

What problem can you solve?

Creating evidence to demonstrate where the clinical laboratory is integral to healthcare delivery models.

What is the clinical & financial impact of Lab's involvement?

Showing value beyond cost per test.

What challenges prevent the lab's involvement?

Developing policy, data, and personnel to promote reimbursement for disease screening and clinical insights.

Demonstration Projects Committee Mission Statement:

Enable clinical laboratories to showcase their value across the healthcare ecosystem through reproducible, data driven initiatives that generate evidence, improve patient outcomes, deliver cost-effective solutions, and provide actionable insights to key stakeholders.

Demonstration Projects Committee: 9 step Business Canvas

<p>Partnerships</p> <ul style="list-style-type: none"> -Lab industry -Integrated health systems <ul style="list-style-type: none"> -quality departments -population health services -health disparities services -administrators -providers -Governmental agencies -Reference labs -National organizations that drive care guidelines -Policy makers 	<p>Activities</p> <ul style="list-style-type: none"> -Demonstration Projects -Develop Lab Initiated Care Models -Identify Facilitated Interventions -Disseminate knowledge -Replicate CL2 projects across organizations -Support transformation of lab's role/C suite to create fast follower <ul style="list-style-type: none"> - Education on conduction Demonstration Projects - Obtain grants for future project - Create template for tracking Demonstration Project progress 	<p>Value Propositions</p> <ul style="list-style-type: none"> - Projects focused on high prevalence conditions - Provide models, algorithms, intelligence on: <ul style="list-style-type: none"> - episode of care costs - gaps in care - risk stratification strategies - cost avoidance - missed billing reimbursement - Disease focused Lab Initiated Care Models ("How To" Documents) - Promote replication - Develop data analytics - Create positions to support risk-based care, diagnostic medicine, data engineers 	<p>Customer Relationships</p> <ul style="list-style-type: none"> - Leverage sales, consultants, education, care models and new laboratory roles -Disseminate "How To" guides -Demonstrate value of lab in patient care (C suite, pop health, clinical departments, pharmacy) -states -Industry (biotech, pharma, insurance) -Patient activist groups -Shared savings gained from cost avoidance and performance measures 	<p>Customer Segments</p> <ul style="list-style-type: none"> -Groups wishing to implement/reproduce CL2 projects -Integrated health systems including: <ul style="list-style-type: none"> - hospitals, C-suite, providers - health plans - industry partners - policy makers - national advocacy organizations -State & federal governments - insurers - Pharmaceutical industry - Groups who can assist labs to reposition their roles -HIMMS, Beckers, MHA, NCQA, pop health -State health care executive meetings
<p>Cost Structure</p> <ul style="list-style-type: none"> - IT support (data support) - Personnel support for CL2 projects - IRB/legal costs for projects - Publication costs - Travel support - Health economics analysis - Biostatistics analysis - Data analytics, data engineers - Data literacy - Support for education - Marketing activities to drive awareness, promote and disseminate 	<p>Revenue Stream</p> <ul style="list-style-type: none"> - Help labs generate revenue though identification of gaps in care, risk stratification, missed billing (pay lab for more than just cost of test) - Risk sharing (shared savings gained from TCOC avoidance and gains in pay for performance measures) - Data insights using longitudinal lab data - License access to actionable health intelligence - License facilitated interventions developed - Consulting and analytical services - Grants for seed money and demonstration projects 			

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- **Identify high prevalence conditions/chronic conditions**
 - ✓ **Provide models, algorithms, intelligence on:**
 - episode of care costs
 - gaps in care
 - risk stratification strategies
 - cost avoidance
 - missed billing reimbursement
 - ✓ **Lab Initiated Care Models (“How To” Documents)**
 - ✓ **Promote replication**
 - ✓ **Develop data analytics**
 - ✓ **Create new positions to support risk-based care, diagnostic medicine, data engineers**

- ✓ **Lab's value beyond 'cost per test'**
 - generate data insights
- ✓ **Create models to document cost avoidance**
 - understand the customer's perspective on cost
 - early recognition of chronic disease
 - capture missed reimbursement
 - improve quality scores that drive contracts and reimbursement

Demonstration Projects Committee's Role in Policy Development of CL2.0

- ✓ **Longitudinal data/data insights as a laboratory service revenue stream**
- ✓ **Promote reimbursement for disease screening**

Clinical Lab 2.0 Committees in Action

Business/Alternative Payment Model

LENA CHAIHORSKY

Senior Vice President, Payor Innovation, Alva10 Inc.

RICHARD VANNESS, MS

Co-Founder and Business Development, Wuscott LLC

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