

# Business & Alternative Payment Model Committee

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# Framing the Movement

- Science is the foundation
- Policy is the roof
- Cost Avoidance / Health Economics support the walls
  - Business & Alternative Payment Committee Mission: *Leverage both lab information and laboratory professionals to provide longitudinal intelligence in real time to assist in monitoring health, identifying and managing risk, and to positively affect clinical outcomes while obtaining appropriate reimbursement.*

# Bring the Movement to Life

- We know what the movement is
- You know the value
- Transition from theoretical concept to implemented solution
- Your role to advance the movement
- It's a Relay: Amplification – Cross-Pollination – Tactical Execution

# Committee Work Products

## AMPLIFICATION

### 2025 – Since We Last Met: **Guide for Clinical Laboratories**

- Evidence repositioning labs as strategic population health partners and revenue drivers in value-based care
- Vignette that demonstrates the guide in action

### 2026 – Onward: **Solving a Problem That Payers Value**

- Ask the payers – payer discussion guide
- Purpose of the payer discussions
- Expected outcome and application

## CROSS-POLLINATION

### How do we use the work products?

- Publish the guide
- Share matrix with Committees to inform and guide their work
  - Education/Certification
  - Demonstration Project
  - Pathology Informatics-AI
  - Industry Coalition
  - Policy



## TACTICAL EXECUTION

### Come Help Us Build

- Get outside the walls of the lab
- Apply the *Guide for Clinical Laboratories* to demonstrate and elevate lab value
- Build strategic partnerships with population health
- Leverage lab data to reduce care variation and impact health economics
- Engage with payers