



Industry Coalition Committee

MISSION STATEMENT: Unite laboratory suppliers, innovators, and policymakers through a shared belief that collaboration, transparency, and purpose fuels the future of progress. Harness the power of innovation to drive transformative impact, growth, sustainability, and value across the healthcare ecosystem.

Champion data-driven, value-based innovation that redefines the relationship between industry, healthcare, and community well-being. Create an ecosystem where actionable insights, shared learning, and responsible technology adoption lead to better outcomes for all.



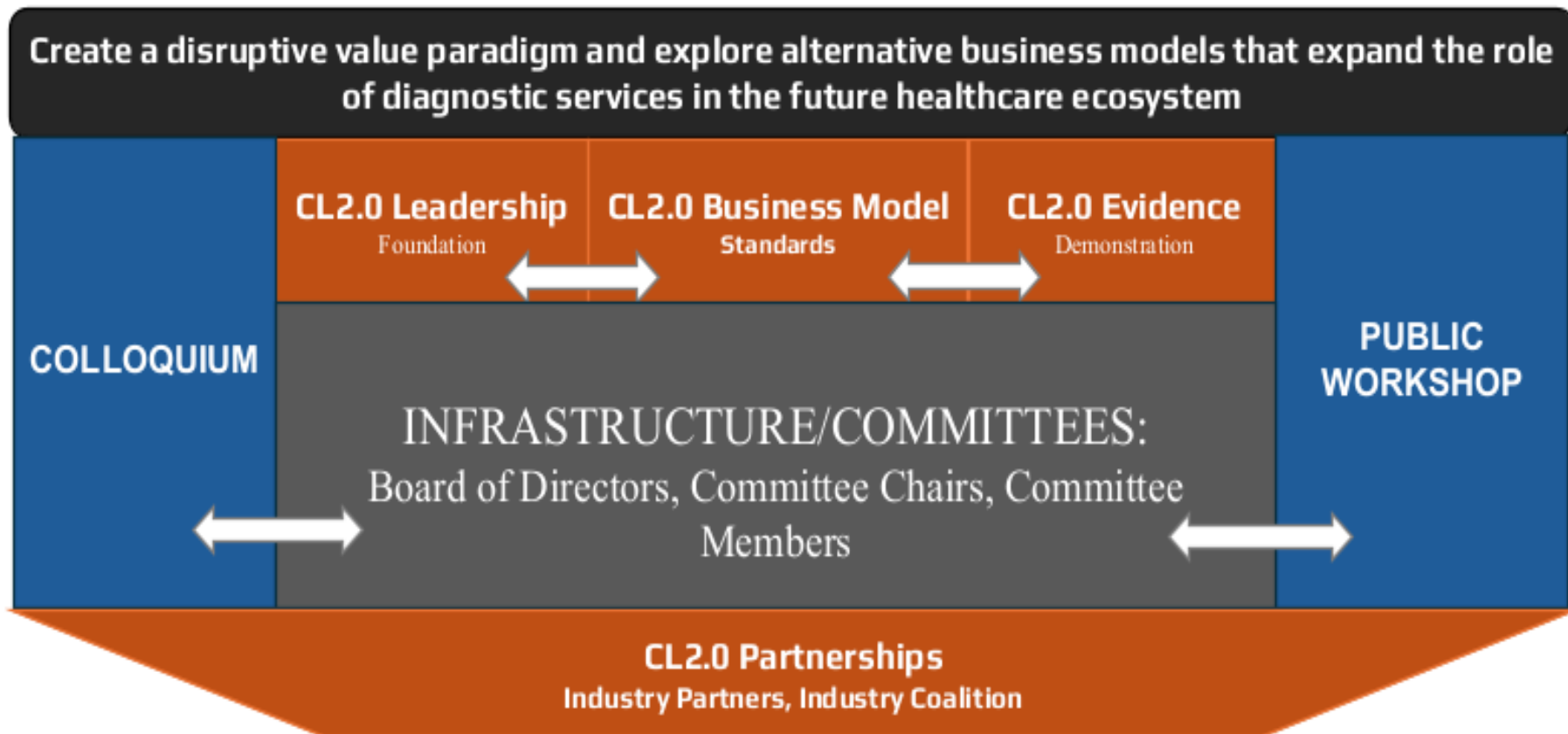
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COALITION INGREDIENTS
(RESOURCES)

Cross-Industry Expertise

Collaborative Partnerships

COALITION INSIGHTS
(ACTIONS)

Shared Intelligence

Identify and Prioritize Needs

Implement Solutions

COALITION VALUE PROPOSITION
(OUTCOME)

Outcomes

Improved Patient Outcomes & Health System Efficiency

 CLINICAL LAB 2.0

Ecosystem Integration Model

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Innovating for Sustainable & Value-Based Care

Strategic Imperative: Building the **CL2.0 Industry Ecosystem**

The Industry Mandate

Elevate Laboratories as Value-Based Diagnostic Leaders

Collaboration and Transparency



Unite Suppliers, Innovators, Policymakers

Position Industry as Long-Term Infrastructure Partner

Sustainable Growth and Value



Build a Coordinated Data-Driven Ecosystem

Scale and Measurable Impact



Our Mission in Action

Drive transformative, **value-based innovation** that redefines the relationship between industry, healthcare; and community well-being — powered by **actionable insights, shared learning, and responsible technology adoption.**



Innovation



Value-Based



Well-Being

From **Fragmented Solutions** → To a Unified, Data-Driven **Healthcare Ecosystem**

Role of IVD Manufacturers in the CL2.0 Ecosystem

Driving Transformative, Value-Based Innovation

Redefining the relationship between industry, healthcare, and community well-being — powered by actionable insights, shared learning, and responsible technology adoption.

Population Health–Aligned Innovation

- ✓ Design assays aligned to risk stratification & longitudinal outcomes
- ✓ Enable earlier intervention & prevention strategies
- ✓ Support sustainability through clinical and economic impact

Value-Based Healthcare Impact

Embedded Intelligence & Shared Learning

- ✓ Integrate analytics, reflex pathways & decision support
- ✓ Contribute de-identified data to shared learning collaboratives

Embedded Intelligence & Shared Learning

- ✓ Integrate analytics, reflex pathways & decision support
- ✓ Generate actionable insights across the care continuum
- ✓ Contribute de-identified data to shared learning collaboratives

From **Transactional** Product Supplier → To Data-Driven **Ecosystem Partner**

Role of LIMS, EMR & AI Companies in the CL2.0 Ecosystem

Driving Transformative, Value-Based Innovation

Redefining the relationship between industry, healthcare, and community well-being – powered by actionable insights, shared learning, and responsible technology adoption.



From **Fragmented Data Systems** → To **Integrated, Learning Healthcare Ecosystem**

CL2.0 Industry Ecosystem: Mission-Driven Integration

Uniting Industry, Labs, Technology & Policymakers

Harnessing the power of innovation to drive transformative impact, growth, sustainability, and value across the healthcare ecosystem.



Executive Call to Action

Lead the Next Era of Diagnostic Value

The Strategic Reality

- Value-based care is accelerating.
- Data liquidity is becoming mandatory.
- Outcome accountability is no longer optional.

The question is not whether transformation happens.

It is who defines it.

The Opportunity for Industry & Laboratory Leaders

1

Move from **Product Competition Models**

- Prove measurable clinical and economic impact at scale.

2

Move from **Volume Economics Across the Ecosystem**

- Define outcome measures before policymakers define them for us.

3

Invest in **Responsible Interoperable Infrastructure**

- Align LIMS, EMR, AI, and diagnostic platforms to create actionable intelligence.

Commit to Three **Leadership Actions**

Those who collaborate will shape reimbursement, policy, and market standards.

Those who do not will operate within them.

Define the Ecosystem – Or Compete Inside It.