

# If You're Still Just Running Tests...You're Not Going to Like What Comes Next

The Seismic Disruption (and Opportunity) for the Laboratory Movement

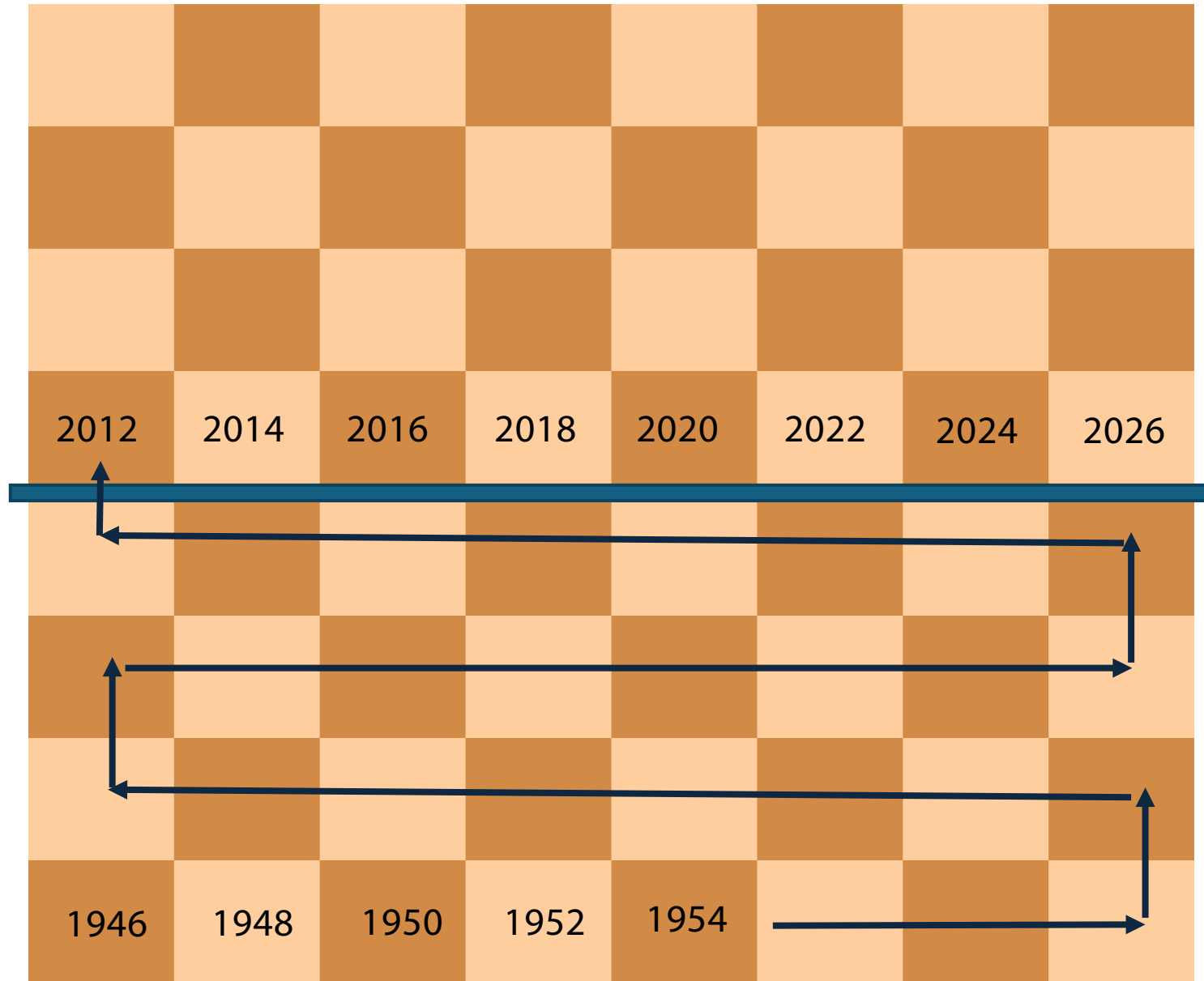
Tarun Kapoor, MD, MBA  
Founder and President



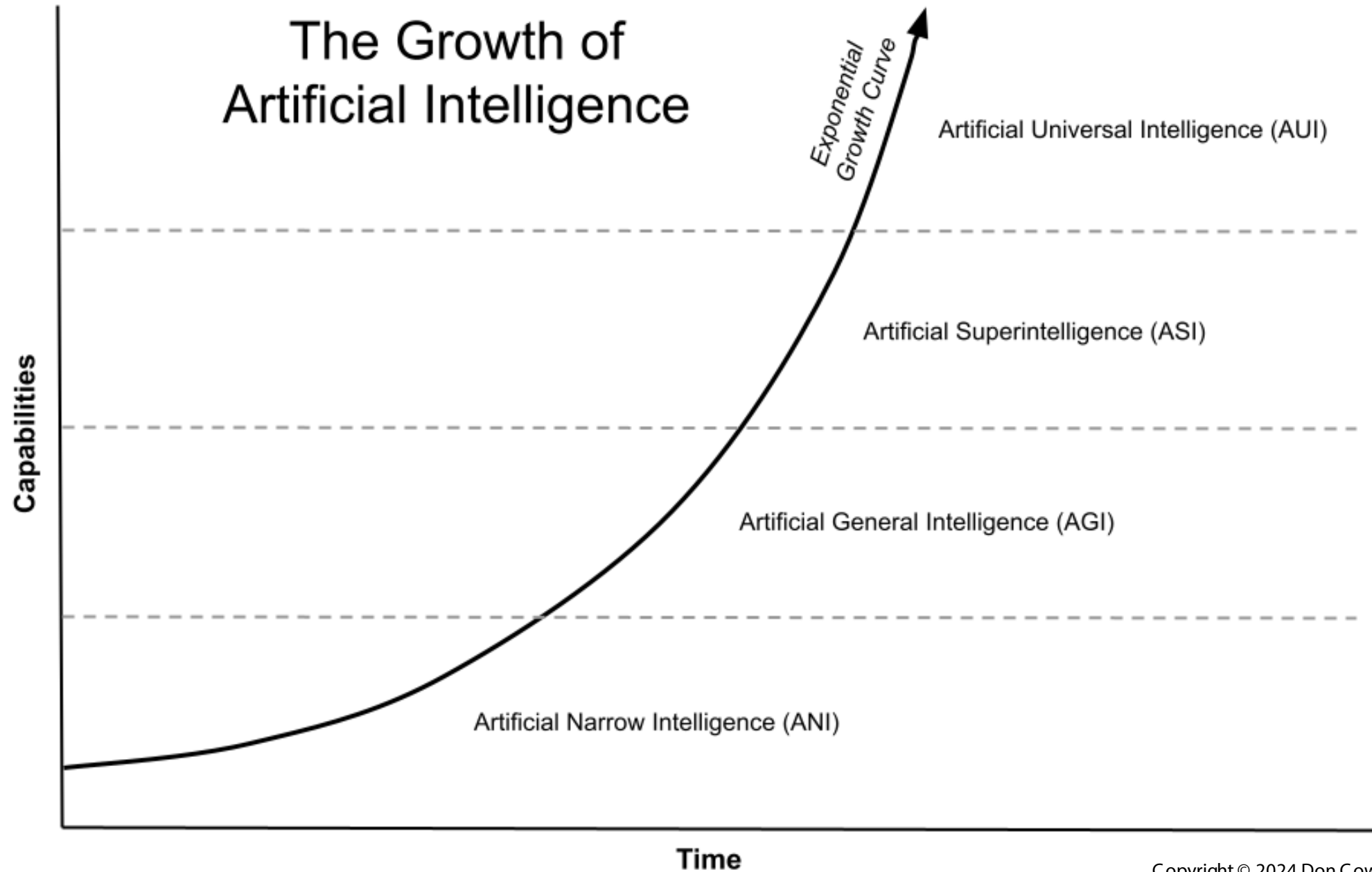
**Digital  
Health  
Foundry**

*Ideas alone aren't enough*

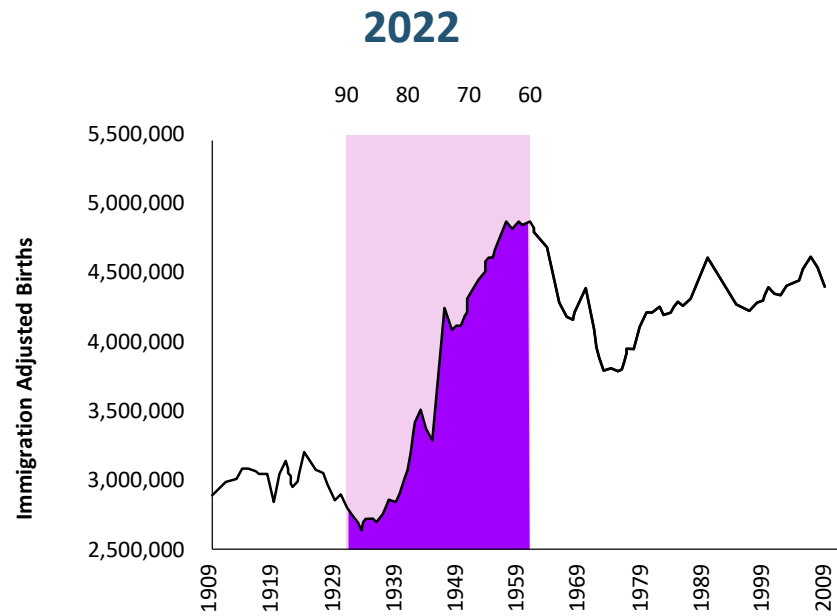




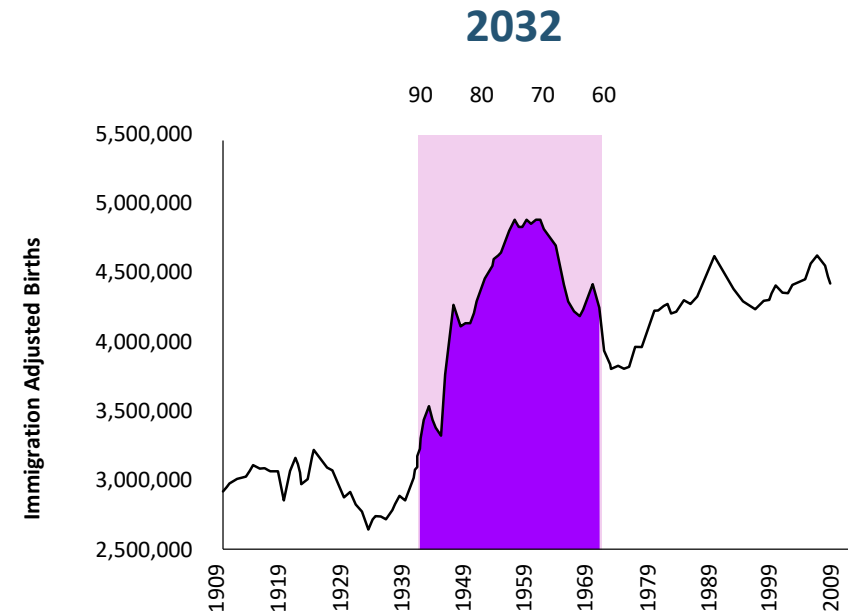
# The Growth of Artificial Intelligence



# The Urgency for Transformation



**~54 million**



**~78 million**

- 46% more 60-90 year-olds in next decade
- 17% fewer working age people per senior

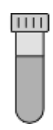
Courtesy and © Accenture, Kaveh Safavi

Data Source: U.S. Census Bureau





LabCorp's Value Driven By



Volume of testing



Margin/test



Function's Value Driven By



Longitudinal Care



Patient Compliance  
and Engagement

# From Traditional Workflow to Reflex Pathway for Rapid Anemia Diagnosis

## Traditional Workflow



**Initial Visit:**  
Order CBC



Draw Blood for CBC



**Lab Result (Days Later):**  
Anemia Detected



**Multiple Follow-Up Tests**  
Iron Panel (weeks later)



Additional Testing (further weeks)

**Diagnosis and Next Steps**



Possible  Colonoscopy  
Endoscopy / Colonoscopy

Multiple Visits & Draws **Over Weeks**

Fragmented Process **Slow Diagnosis**

## Reflex Pathway





**Single Draw for Comprehensive Panel**  
(Anemia Pathway)

### Reflex Testing (Rapid Analysis)

- ✓ Integrated CBC & Reticulocyte Count
- ✓ Iron Studies, B12, Folate, and other relevant reflex tests
- ✓ Immediate, automated analysis

### Diagnostic Probability & Suggested Next Steps

 **Iron Deficiency Anemia 96% Likelihood**  
 Anemia and low ferritin

#### Diagnostic Profile

- ✓ Likely cause identified
- ✓ Severity graded

#### Suggest Next Action:

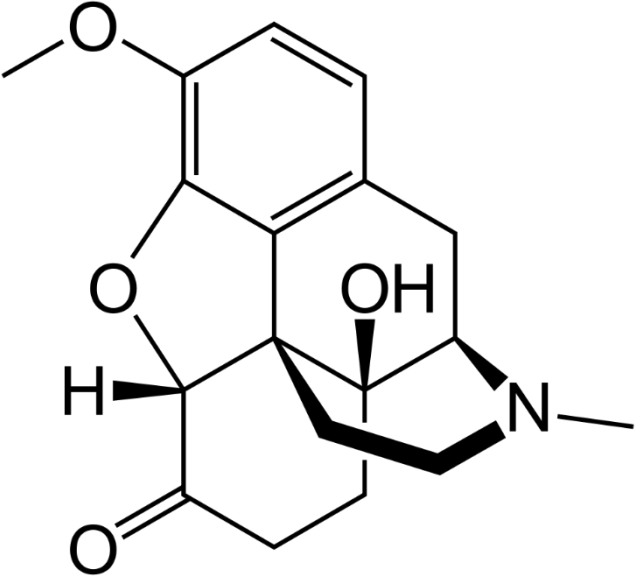
- ✓ Colonoscopy, Cologuard, or Guardant blood-based test suggested

**Rapid Analysis & Action in Days**



*From Fragmented Testing to Seamless Diagnostic Pathway*

# Where This Could Go Wrong...



Complacency

Safe ≠ Perfect

Adoption & Accountability

# A Framework to Move Forward

# Digitization



# Digitalization



# Digital Transformation



Conversion of  
Analogue to Digital  
(data)

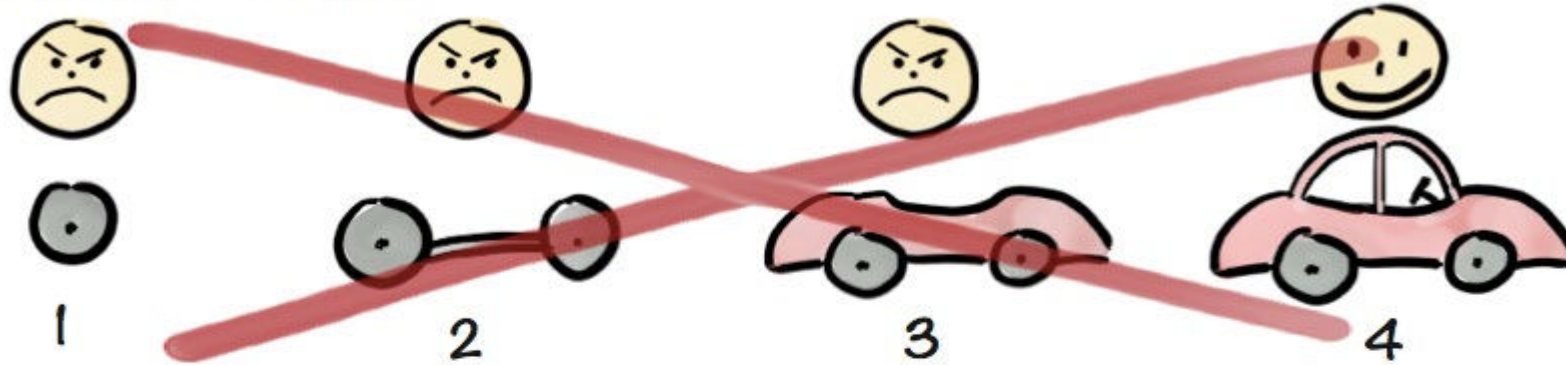
Adaption  
(Process)

Creation  
(Business)

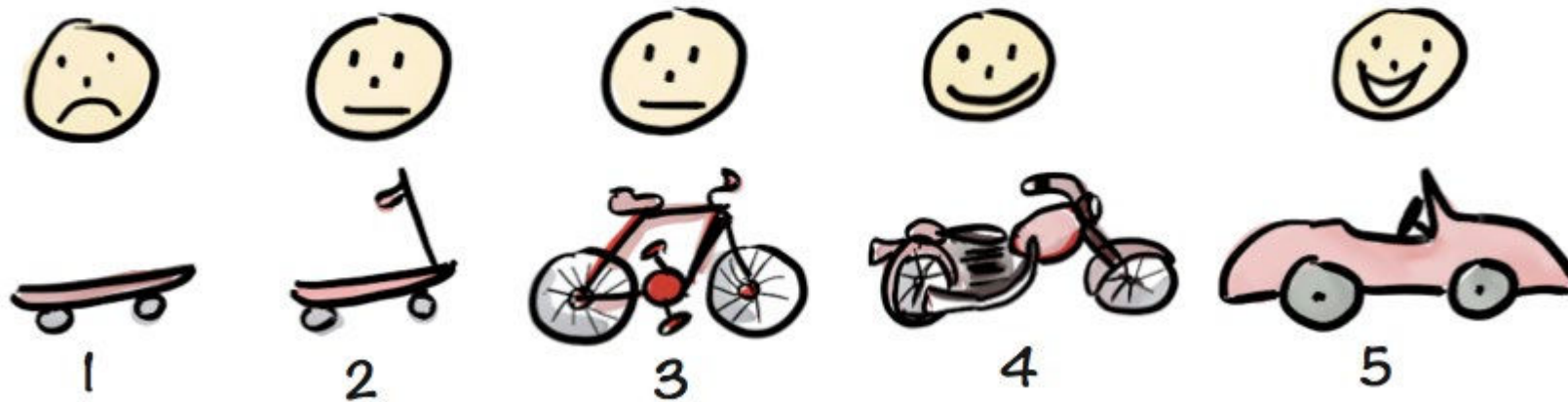


# Deeply Understand the Problem to be Worked on

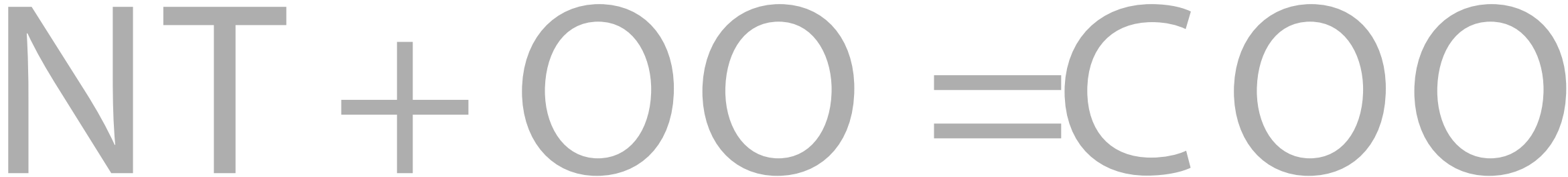
Not like this....



Like this!



# Are You (And Your Clients) Prepared to Fix the Real Problem?



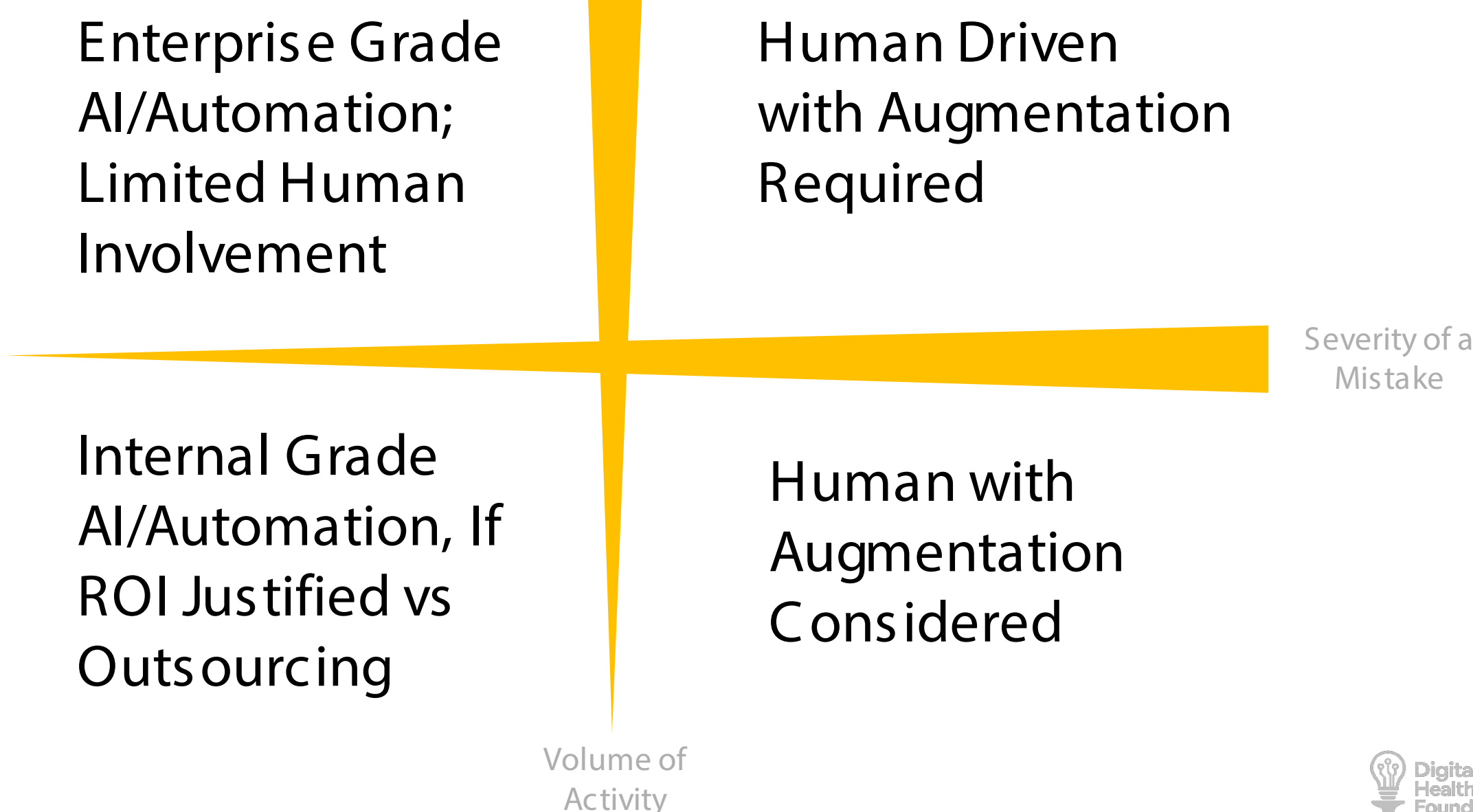
New  
Technology

Old  
Organization

Costly Old Organization

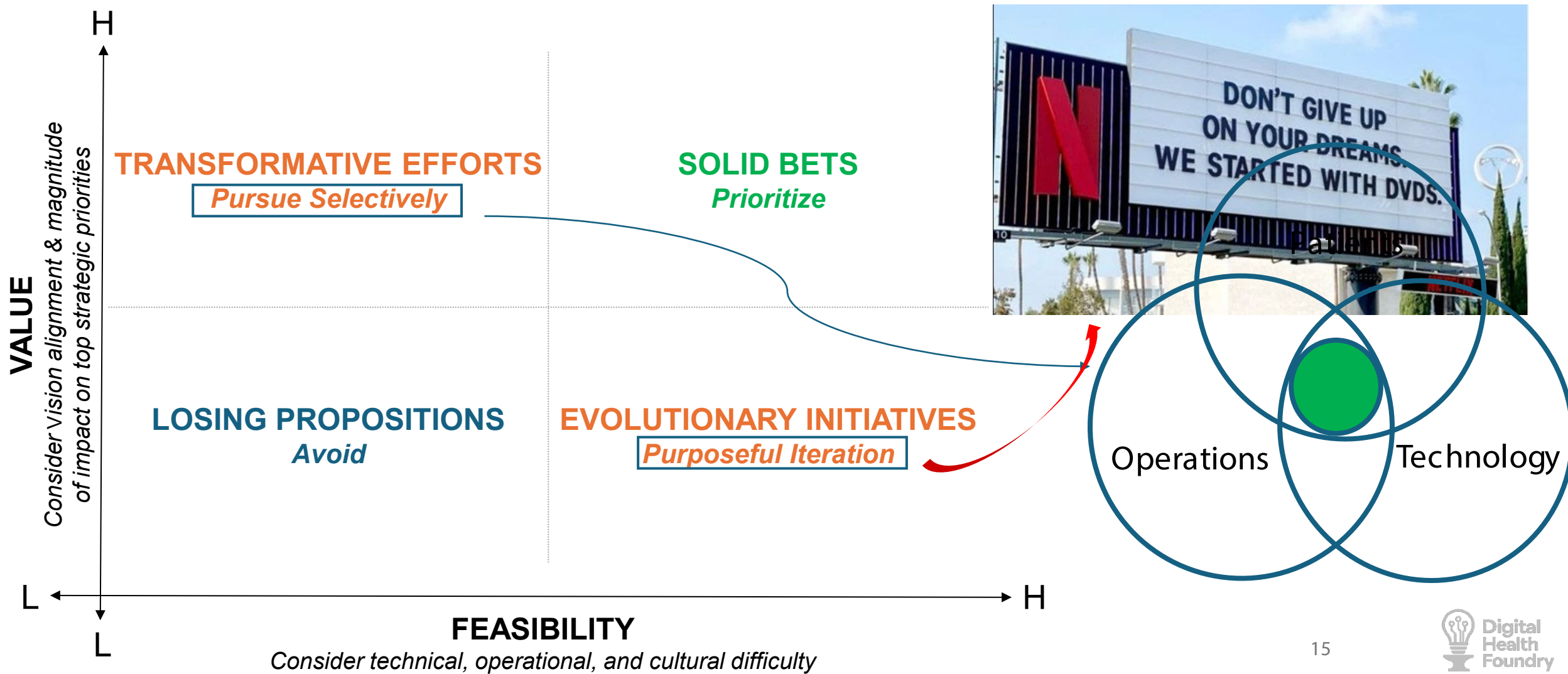
Source Uncertain; Possibly Hal Wolf

# Where Should the Human Be in the Loop?





# Not Everything Can, Or Should Be Transformational (aka Incrementalism Isn't Always a Bad Thing)



# Laboratory Leaders Have a Choice

Passive  
Operator

Strategic  
Partner

# Thank You

Tarun Kapoor, MD, MBA

tkapoor1@gmail.com

<https://linkedin.com/in/tarunkapoormd>



**Digital  
Health  
Foundry**

*Ideas alone aren't enough*