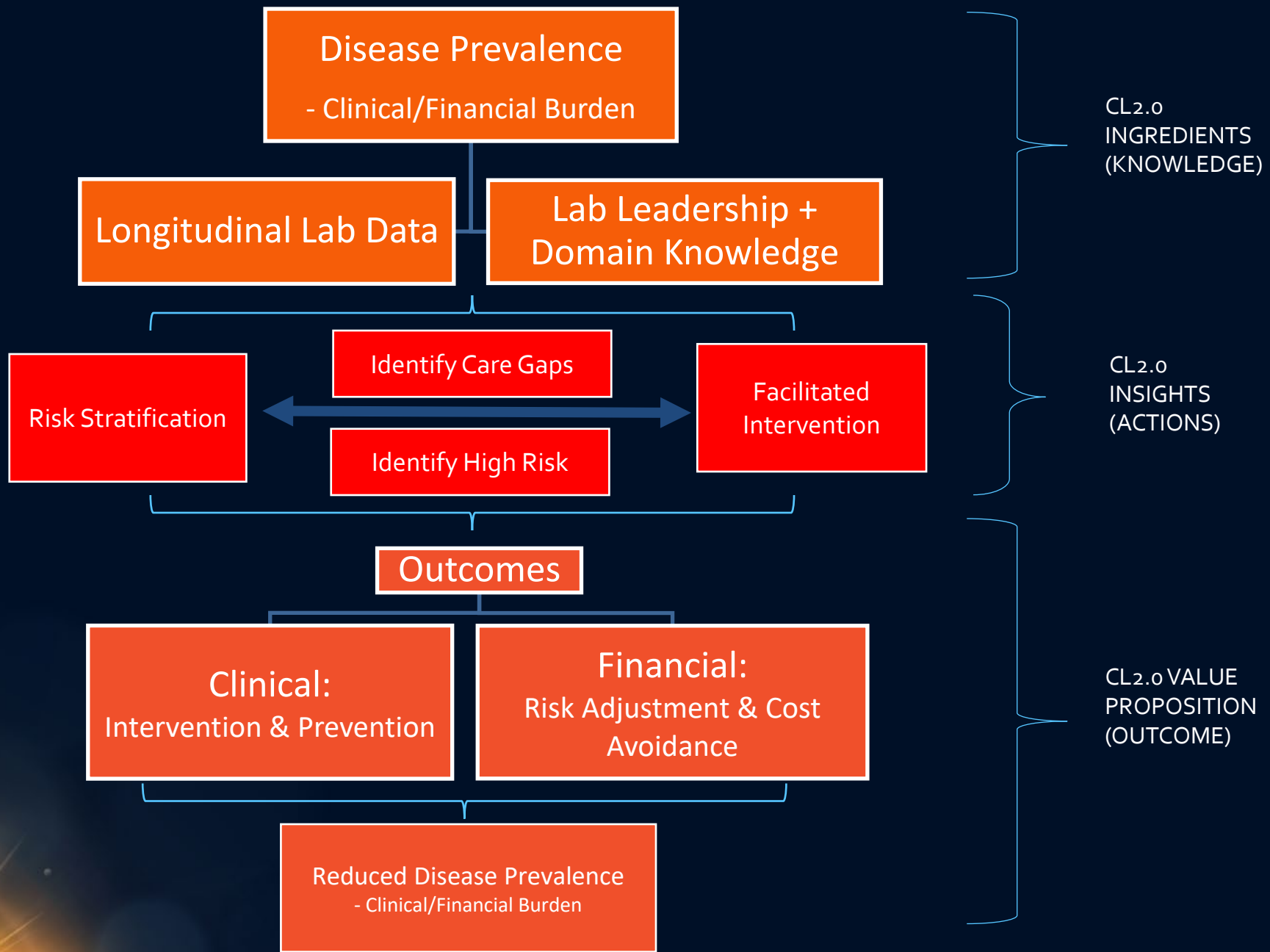


Multi-Institutional Demonstration Projects Committee

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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.

9 step Business Canvas

<p>Partnerships</p> <ul style="list-style-type: none"> -Lab industry Integrated health systems -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 - 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> <p>Groups wishing to implement/reproduce CL2 projects</p> <ul style="list-style-type: none"> -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, NCOA, pop health -State health care executive meetings
	<p>Key Resources</p> <ul style="list-style-type: none"> - Quality and risk adjustment measures - Previously defined demonstration project outcomes -Longitudinal lab data -Clinical, operational and financial data -Social vulnerability indexes -Computational tools and validated pipelines for health analytics -National and consortium databases 			<p>Channels</p> <ul style="list-style-type: none"> LinkedIn -National conferences -Publications -PSFF meetings -CL2.o website -Social media/internet posts -Creation of channels into C suite, HIMMS, Beckers, MHA, NCOA, ACHE, AHA, state health care executive meetings 	

Cost Structure

- 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 integration
- Shared data integration

Revenue Stream

- 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

Demonstration Projects Committee Work Product & Strategic Pillars

1. Publications: knowledge dissemination
2. Demonstration projects ongoing and upcoming
3. Development of care models
4. “Propagating our mission”
5. Cross pollinating across PSF committees
6. Forward looking
7. Committee governance

Publications: Knowledge Dissemination

Publish "How To" Guide in peer review Journal

- **Care Pathway Use:** Guides organizations in developing lab-initiated care pathways
- **Interdependencies:** Business Model, Informatics, Education Committees

Publication on health/clinical economics based on data from Liver Demonstration Project

- **Care Pathway Use:** Supports development of liver disease care pathways in patients with diabetes
- **Interdependencies:** Business Model and Data/AI Committees

Demonstration Projects Ongoing & Upcoming

Replicate CKD project at other sites

- **Care Pathway Use: Demonstrate impact**
- **Interdependencies: Business Model, Data/AI, Education**

Conduct Anemia CRC demonstration project

- **Care Pathway Use: Develop lab-initiated anemia pathway**
- **Interdependencies: Business Model, Data/AI committees**

Development of Care Models

Develop Care Models Independent of Active Demonstration Projects

- **Care Pathway Use:** Develop disease focused lab-initiated care models
- **Interdependencies:** Business Model, Data/AI, Education committee

Engage national patient Advocacy groups/ Medical societies in the development of care pathways

- **Care Pathway Use:** ensure Alignment of Lab-initiated care models to targeted policies
- **Interdependencies:** Policy, Education committees



Champion Our Mission

Grow Network via Industry Partnerships

- **Care Pathway Use:** Enables new demonstration sites
- **Interdependencies:** Industry Coalition committee

Empower & Support Single-Site Projects

- **Care Pathway Use:** Supports local pathway implementation
- **Interdependencies:** Business Model, Data/AI, Education committee



Cross Pollinating Across PSFF Committees

Tabletop with AI Committee

- Align Data/AI capabilities with demonstration projects
- Strengthen predictive analytics and risk stratification integration

Tabletop with Business Committee

- Align reimbursement strategy
- Refine shared savings and value-based payment models



Forward Looking

Secure Grants (Industry & Pharmaceutical Partnerships)

- **Movement Impact:** Enables scale and sustainability
- **9-Step Alignment:** Funding & Sustainability
- **Interdependencies:** Business Model, Education, Data/AI committees

Select High-Impact Projects

- Prioritize projects with:
 - Strong clinical impact
 - Measurable financial outcomes
 - Scalability
 - Alignment with value-based care

Committee Governance

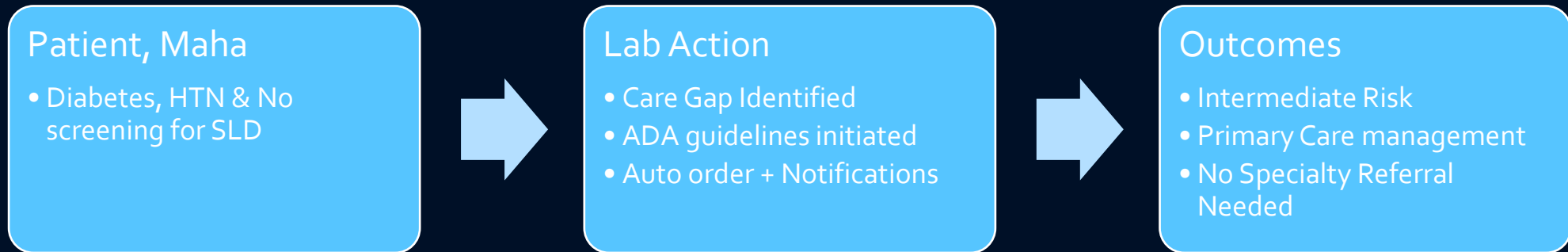
Develop Online Project Intake Form

- Standardized submission process
- Align projects with 9-Step Canvas

Develop Standardized Workflow for Project Review & Execution

- Define evaluation criteria
- Establish approval process
- Clarify committee oversight structure
- Create implementation roadmap

Proactive Liver Disease Detection



EARLY IDENTIFICATION → SMARTER UTILIZATION → BETTER OUTCOMES

90 Days: On Track • No ED Visits

Closing the Steatotic Liver Disease Gap in Diabetes

The Blind Spot

- Limited elastography access
- Specialist capacity limits
- Workflow variation
- EHR under-recognition

LAB-INITIATED CARE PATHWAY

- Population risk stratification
- Non-invasive testing
- Structured downstream care
- Clinical & financial impact tracking

HEALTH SYSTEM IMPACT

- Earlier detection
- Reduced decompensation
- Fewer hospitalizations
- Demonstrated value in value-based care

Thank you!

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