



CLINICAL LABORATORY OUTREACH SOLUTIONS

Making Your Laboratory An Economic Engine

WHAT IS LABORATORY OUTREACH?

Laboratory outreach is an opportunity. Today's healthcare environment demands innovation in generating new revenue and margins in the laboratory. Laboratory outreach programs leverage spare capacity to perform lower cost, higher margin work from the physician community and reduce the cost of all testing. Did you realize that a laboratory has the potential to be an economic engine for the hospital?

CHALLENGES:

Complexity

In a highly competitive market, new business must be done right the first time. This requires new technologies and capabilities including sales, patient service centers, phlebotomy, logistics, specimen processing, client service, billing, financial reporting, and test result reporting.

Transparency

Profitability is hard to measure as outreach revenue and costs are typically intermingled with hospital business.

Priority

Due to complexity and transparency, outreach may not be an organizational priority and is often under-funded and under-resourced.

SOLUTIONS:

Chi offers three ways to help with your outreach needs:

- Comprehensive Consulting
- Specialized Management Support
- Full Outsourcing

Why the Trend?

- 70% of laboratories report that they do not have the management information they need.
- Executives are more focused on cost savings than growth (44%).
- 30% of laboratories are hampered by ineffective IT, billing, and pricing.

“Imagine the impact...if a multi-million dollar business is optimized, money drops to the bottom line.”

Dr. Kathy Murphy,
Senior Growth Advisor

Why Chi?

Better Margins.

Less Time. Less Risk.

Chi Solutions, Inc., an Accumen company, is a leading national clinical laboratory consulting and management firm focused on delivering revenue growth, cost savings, and optimized operations for hospitals, and health systems. For more than 30 years, we have specialized in transforming laboratories into economic engines by increasing your speed to outcomes, reducing risk, and maximizing return using proven laboratory business models.

Contact us: 800.860.5454 or info@ChiSolutionsInc.com

Find out more at ChiSolutionsInc.com

