



CLINICAL LABORATORY OUTREACH SOLUTIONS

Making Your Laboratory An Economic Engine

Outreach Models	Management	Advisory
Description	In a partnership, Chi, an Accumen company, manages the outreach business for hospital and health system clients.	Chi, an Accumen company, serves in an advisory role to provide guidance for our hospital and health system-based clients.
Resources	Employed by Chi	Employed by hospital
Responsibility	Chi	Hospital
Risk	Chi	Hospital

Chi, an Accumen company, offers two basic models for outreach support. You choose the model that best fits your needs, preferences, and desired outcomes.

Outsourcing The Management Of The Outreach Business Provides The Best Business Results:

- With nearly three decades of experience managing hospital and health system laboratories, we help you optimize and receive results.
- Chi, an Accumen company assumes the responsibility for managing the business and specific revenue and/or operating margin targets.
- Key positions such as sales representatives, field service representatives, outreach operations manager, outreach IT specialist, and business manager are typically Chi/Accumen employees. This model can be customized for your specific needs.
- You have access to our proprietary performance management tools and our own customized version of Salesforce.com.
- We employ the resources to generate the best ROI for you. In this model, the direct cost of outreach employees is passed on to the client. ROI is superior with the management model—more revenue plus best practices for lowering costs yields better margins.

If Outsourcing Is Not For You, Advisory Support May Be A Better Fit:

- The responsibility and the risk for the business, as well as employing all of the resources, is owned by the hospital or health system.
- Our proven experience and application of business models allows you to increase performance.
- You have access to our proprietary performance management tools and our own customized version of Salesforce.com.
- This option is lower cost. The trade-off is a more modest ROI.
- Various fee structures can be established in an outsourcing partnership.
- This option can stand on its own or be used outreach readiness support before engaging in a full management agreement.

Contact us: 800.860.5454 or info@ChiSolutionsInc.com

Find out more at ChiSolutionsInc.com

