

LAB SERVICES CONSOLIDATION ALERT!



Hospital consolidation is on the rise. With it come new economies of scale and changing dynamics with insurers. TRG creates a business case for some of today's provider organizations to reclaim control of lab services.

Bringing lab services back in house is now more financially feasible for growing health systems. It will help reverse commercial lab incentives of overutilization.

If your health system is expanding and looking to evolve within the context of the emerging market, **NOW** may be the time to rethink your lab service arrangements.

WHAT CAN LAB SERVICES CONSOLIDATION MEAN FOR YOU?

Consolidating lab services among multiple hospitals and bringing these services back in house will provide opportunities to achieve:

Economies of Scale—Consolidated systems achieve critical mass with potential to increase efficiencies in equipment, staff, supplies, IT and facilities. Average savings range from 10% to 20% of total laboratory expenses.

Gains Through Control—Managing use, mix and pricing of lab services offers a means to enhance revenue and coordinate care, providing the building blocks for risk management and risk-based reimbursement.

Contracting With Insurers—Consolidated systems provide the size needed as an incentive for insurers to contract directly.

Influence With Physicians—In-sourcing and consolidation of laboratory services result in improved informational access for medical staff.

WHY YOU SHOULD CONTACT TRG TODAY:

TRG Healthcare has direct experience with successful system-based laboratory operations as well as start-ups. Our principals have worked with and for national laboratory services firms and have direct experience with all facets of building a new lab.

TRG Healthcare is objective, bringing outside knowledge of what works where, why and how and having the ability to translate that knowledge into actions.

TRG Healthcare understands the complexities associated with organizational change.

We incorporate all major stakeholders into the process to drive change.



TO LEARN MORE ABOUT OUR LAB CONSOLIDATION SERVICES,
CALL US AT **267-256-0726**, EMAIL RLACEY@TRGHEALTHCARE.COM
OR VISIT US ONLINE AT WWW.TRGHEALTHCARE.COM.

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