



## Personalizing Care - Improving Profitability

Catalyst Lab Solutions (CLS) provides customized in-office lab services utilizing the most advanced LC-MS/MS technology, allowing for precise quantitative testing with the highest levels of control and compliance.

[www.catalystlabsolutions.com](http://www.catalystlabsolutions.com)

Catalyst Lab Solutions has identified pain management practices as ideal candidates for on-site physician office laboratories (POLs). CLS has analyzed the financial feasibility, compliance, regulations, and operating process and it is clear that **in-house Physician Laboratory testing can personalize care and improve profitability** based upon current reimbursement by insurance companies, Workers Compensation, and Medicare. The CLS platform has been analyzed by multiple healthcare law firms (opinions available) and is fully compliant at the state and federal level.

Catalyst Lab Solutions uses a Complete **Quantitative** Laboratory System Utilizing **Liquid Chromatography Tandem Mass Spectrometry (LC-MS/MS)**

LC-MS/MS is rapidly increasing in the clinical toxicology field and has become the analytical technique of choice for highly complex, quantitative drug abuse testing. The resolving power of chromatography combined with the sensitivity and selectivity of mass spectrometry results in an extremely useful analytical technique.



## Benefits:

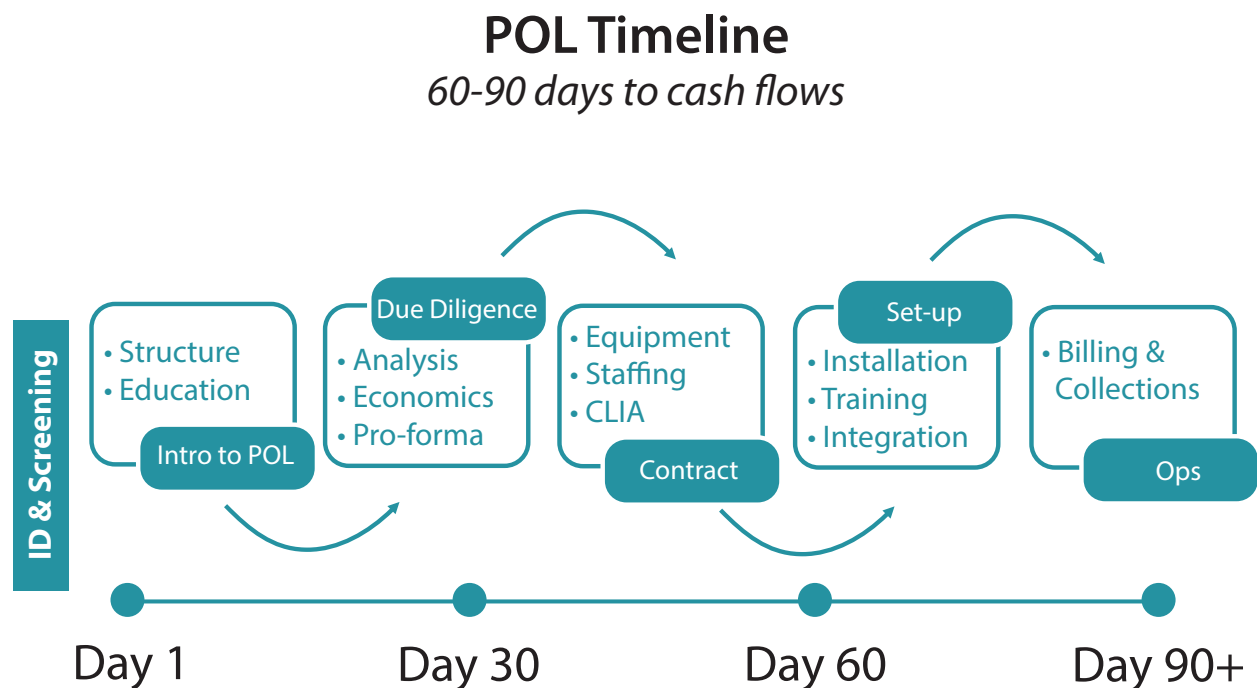
- Fully customizable- ability to quickly add new substances and develop new methods
- Ability to test for 95+ substances and metabolites
- Improved detection and quantitation
- Reduced sample preparation and handling; improved detection limits; and faster analytical run times.
- Minimize potential for errors

## CLS Services Include:

- A Complete Quantitative Laboratory System utilizing Liquid Chromatography Tandem Mass Spectrometry (LC-MS/MS)
- Lab design, installation, maintenance, and on-going operations of the POL
- All laboratory equipment and supplies
- Licensed Technologist, Lab Director and Lab Supervisor provided by CLS
- CLIA Certification "Highly Complex" - COLA Accreditation - compliance - proficiency testing
- Fully integrated customizable Laboratory Information Management System... ordering processing, reporting and analytics
- Billing management solution or liaison

*\* Per state and federal guidelines*

CLS counsel is available to consult with Medical Group's counsel



For a POL performing quantitative urine drug testing (UDT)\* ; assuming a reimbursement of \$325 (actual reimbursements range from \$200 - \$600 for a profile with 14 allowable CPT codes), processing 15 - 40 profiles per day during a 220 day work year, the pro-forma POL economics result in estimated annual revenues of \$1.1 million and \$2.8 million, respectively.

*Naturally, the pro-forma analysis depends upon the practices insurance mix, provider contracts and allowable CPT codes.*

*\* Ability to perform most tests with saliva (oral fluids)*



## Full Business Service Solutions

Setting up and operating a LC-MS/MS POL is not a simple undertaking and requires technical expertise, an investment in staff, equipment and compliance. CLS performs a thorough assessment of the Medical Group's current practices and works with the physicians and their staff to develop a comprehensive POL solution at minimal upfront costs. A POL providing quantitative results, enables physicians to make personalized treatment decisions and control therapeutic drug monitoring.

*For further information and a detailed proposal specifically tailored to your practice, please contact a CLS representative.*



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