INFORMATION REQUEST FOR POTENTIAL LABORATORY PARTNERSHIPS

PEOPLE
(Name, Office Phone, Mobile Phone, Email)
CEO
CFO
Laboratory Director
Information Technology Director
Support Staff
Do they need staff recruiting assistance?
Medical specialties in hospital? In patient behavioral health?

PAYORS
Contracted Payor List
Payor Contracts
Payor Demographics
Any Payors not on list but representing more than 5% of the laboratory flow
Percentage of uninsured patients

FACILITIES
Address of each facility
Laboratory equipment at each facility
Is there room for additional equipment?
CLIA Status
CAP, COLA, JCAHO Accreditations

TESTING
Current in house testing and volume per test (monthly)
Current testing sent out and volume (monthly)
Expectation for turn around time on outsourced testing

I.T.
Current EHR provider
Current LiMS provider
Current IT support - internal or external (which company)?

MARKET
Current Laboratory Outreach
Potential areas for growth

FINANCIAL
Financial health of the hospital and co-investment opportunity
Laboratory Revenue and Profits
Ownership
For Profit or Not for Profit?
Any OIG or CMS possible violations
Current Coding - internal or external (which company)?
Current Billing - internal or external (which company)?