

Mayo Medical Laboratories Selected as Primary Send Out Testing Vendor



Overview

With the approval of the Allina Clinical Leadership Team and input by physicians on the decision team (10 physicians from the metro and regional hospitals and the Allina Medical Clinic), Allina Medical Laboratories have entered into a system-wide contract with Mayo Medical Laboratories (MML) to become our managed lab send out program vendor.

With this contract Mayo becomes the primary reference laboratory for all Allina laboratories. MML will forward tests that they do not perform to other laboratories; Allina Medical Laboratories will no longer maintain accounts with more than 100 referral laboratories. (Exceptions include toxicology and a few tests that will continue to go directly to Memorial Blood Center, Genzyme, Myriad, University of Minnesota, American Red Cross and Minnesota or Wisconsin Departments of Health.)

Key Points

- **Improved care and service.** Partnering with MML will provide, in one entity, access to a broad range of diagnostic testing and consultative services.
- **Efficiencies.** Focusing most referred testing with one regional facility will result in streamlined functions for laboratory operations, lab information systems and billing.
- **Stewardship.** The annual spending for referred testing in 2006 exceeded \$8.1 million (45% increase over 2004 and 31% increase over 2005). With the MML contract, Allina will be receiving enhanced VHA/Novation pricing. Pricing is guaranteed for the three-year term of the contract. The 12-month anticipated savings will be more than a million dollars.

Implementation Timelines and Approach

- Project kick-off May 2007
- Electronic interface developed July 2007
- First batch of 30 tests in production in August 2007
- Subsequent batches of 30 tests into production weekly until conversion complete.

Keeping Informed

- The project team will distribute detailed information to providers, hospitals, clinics, Allina Reference Lab clients and Allina laboratory personnel as the transition proceeds.
- For further information contact the following:
Chris Chong, MD, Medical Director, Allina Laboratories, 612-262-5013
Kathryn Holmes, Project Manager, Business Solutions Group, 612-262-1443