

Laboratory Finance

Presented by:

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Objectives



- Quiz
- Review Laboratory Expenses
- How much is a Biopsy worth?
- How can I impact my departments expenses?
- Quiz



“Medicare payments for CPT codes 88305 and 88305-TC are being significantly reduced in 2013. I’d like to update everyone on our actions to seek fair reimbursement for our work and to solicit your assistance as part of this effort”.

-Jon Hart



Quiz Time





How much does this cost?



H&E Slide



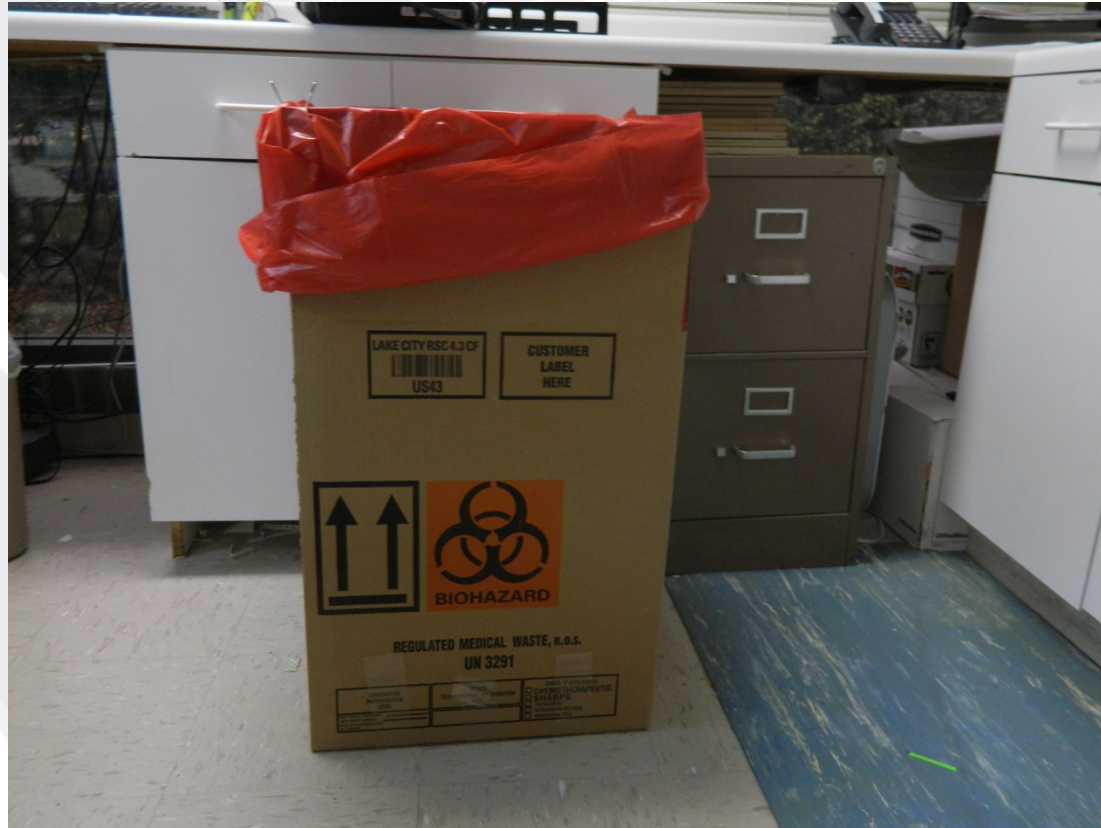
- A. \$5.68
- B. \$20.00
- C. \$13.00
- D. \$30.00



Answer: D \$30.00



How much does this cost?



Hazardous Waste



- A. \$10
- B. \$15
- C. \$30
- D. \$45



Answer: C \$30.00



How much does this cost?



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Laboratory coat



- A. \$1.25
- B. \$3.50
- C. \$2.00
- D. \$.75



Answer C \$2.00



How much does this cost?



Microtome



- A. \$25,000
- B. \$23,000
- C. \$19,000
- D. \$30,000



Answer: D \$30,000



How Much does this cost?



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Tissue-Tek Rapid Processor

- A. \$210,000
- B. \$255,000
- C. \$285,000
- D. \$190,000



Answer: A \$210,000



Take a moment and reflect on the instruments and disposables you touch daily and what you think they may cost.



**On average Direct Laboratory
Operation or Cost of Services
Expenses impact Net Revenue at a
50%-60% rate**

Or In other words:



So let's talk about how much money
we do generate.

Our averages for an 88305

approximately



- BCBS \$105.00
- Medicare \$109.50
- United Healthcare \$71.00
- Aetna \$102.00



Revenue less Expense



- BCBS $\$105.00 - \$55.00 = \$60.00$
- Medicare $\$73.36 - \$55.00 = \$18.36$
- United Healthcare $\$71.00 - \$55.00 = \$16.00$
- Aetna $\$102.00 - \$55.00 = \$47.00$



Keep in Mind



- Jon's earlier quote

Medicare will now reimburse approximately \$73.36
????What will the other insurance companies do?



Additional Reimbursement

- IHC \$94.00
- Special Stain \$52.00
- Liquid Based Cytology \$37.50
- HPV \$42.00



What can we do?



First and foremost Quality comes first

- Keep your slides clean i.e. dust, paraffin
- Does it go into the hazardous waste or general waste
- Avoid repeats i.e. maintenance
- Lab coats being reused
- Use in house controls if possible- ask an Aurora partner
- Cover up reagents or put them in the refrigerator when not in use i.e. evaporation
- Purchase from National Contracted vendors i.e. Cardinal, Fisher
- What ideas do you have?



Thank you

An Aurora Diagnostics Partner

PINKUS LABORATORY is a full service comprehensive dermatopathology laboratory. We focus on delivering expert, personalized and innovative dermatopathology services to physicians across the nation. Established in the 1940's by Herman Pinkus, M.D. a pioneer in dermatopathology, our laboratory has been in continuous operation for over 60 years and is recognized as one of the oldest and most experienced in the United States. Diseases of the skin and tumors originally described in Pinkus are:

1. Premalignant Fibroepithelial Tumor
2. Eccrine Poroma
3. Alopecia Mucinosa
4. Perifollicular Fibromas
5. Tumor of Follicular Infundibulum
6. Epidermotropic Eccrine Carcinoma
7. Reactive Perforating Collagenosis
8. Perforating Folliculitis
9. Sebaceous Cysts and Trichilemmal Cysts
10. Inflammatory Linear Verrucous Epidermal Nevus
11. Generalized Follicular Hamartoma
12. Linear Porokeratosis
13. Trichodiscoma. Benign Tumor Related to Haarscheibe (Hair Disk)
14. Large Cell Acanthoma
15. Pilar Sheath Acanthoma
16. Pigmented Follicular Cysts
17. Syringoacanthoma
18. Basaloid Follicular Hamartoma

In January of 2010 we were acquisitioned by Aurora Diagnostics. In June 2010, Pinkus merged with Hilbrich Dermatopathology Laboratory. We still maintain an office suite in Garden City, Michigan as a reading site for one of our pathologists.

Our facility is in operation from 10:00 am to 5:30 pm Sunday-Friday. We allow just enough time for faxes to go and to run a nightly back-up. We use four Leica tissue processors, four Leica embedding stations, seven Leica microtomes, a Dako IHC stainer and Sakura stainer. We are CAP and TJC accredited.

We process approximately 140,000 specimens, 105,000 accessions, 11,000 IHC, and 7,380 Special Stains per year.

We currently employ 11 full-time Technicians with 2 HT certifications and 5 Dermatopathologists; Liaqat Ali, M.D, Viktor Goncharuk, M.D., Darius Mehregan, M.D., David Mehregan, M.D., and Stephen Olsen, M.D. Our Dermatopathologists are dedicated to resident education and we have residents onsite daily from at least one of the local training programs.



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We have two shifts (midnites & days) and run a short cycle everyday for small biopsies and if needed can do multiple runs. We use four Leica tissue processors, four Leica embedding stations, Seven Leica microtomes, Dako IHC stainer and Sakura stainer.

We employ . 11 total Technicians with 2 HT certifications,
5 Dermatopathologist.

We process approximately per year.
11,000 IHC a year.
7,380 Special Stains

Pinkus Dermatopathology Laboratory Monroe, Michigan Connie Kaltz



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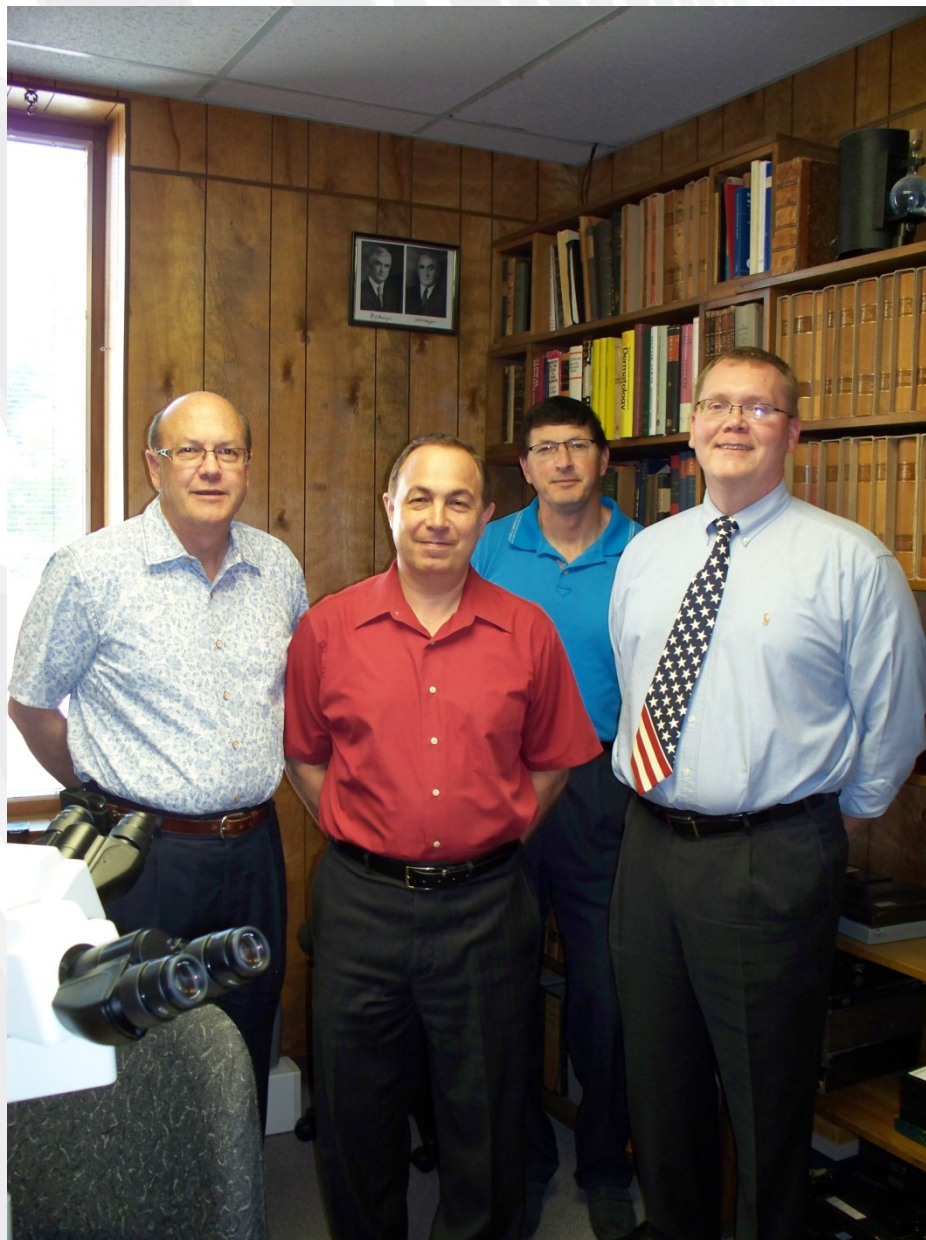
Pinkus Dermatopathology Laboratory Monroe, Michigan Jessica Vastone





Pinkus Derm Lab

Fran Eby
Shanna Johnson



Pinkus Lab

Pathologists

Dr. David Mehregan
Dr. Victor Goncharuk
Dr. Darius Mehregan
Dr. Steve Olsen



Pinkus Lab Rachel Hughs



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The End



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