



LABORATORY SERVICES



Our Laboratory Services team serves as a collaborative partner with hospitals helping to achieve savings, improve efficiencies and increase revenue. We partner with clients to thoroughly evaluate their laboratory practices through data collection and benchmarking to determine the best ways to save money and improve performance. The Soriant team has worked with numerous hospitals to renegotiate supplier or outside laboratory contracts, improve turn-around times, customize in-house testing menus, analyze and upgrade instruments and institute improved laboratory policies and procedures.

Our efforts have consistently yielded savings for the institution while improving patient care. With significant experience in the field of laboratory services, our team is capable of anything from evaluating blood utilization policies to developing business strategy and performing interim management duties. We are uniquely qualified to validate the efficiency and quality of current operations. Most often we are able to reduce the costs of laboratory operations and improve patient care, without any disruption to daily workflow.

WE PARTNER WITH HOSPITALS TO ACHIEVE BOTTOM-LINE RESULTS BY:

- ▶ APPLYING BEST PRACTICES TO LAB POLICIES AND PROCEDURES
- ▶ PERFORMANCE BENCHMARKING
- ▶ IMPROVING TURN-AROUND TIMES
- ▶ REDUCING ERROR RATES
- ▶ IMPROVING PROFIT MARGINS
- ▶ ENSURING THAT THE TESTING MENU IN-HOUSE IS APPROPRIATE
- ▶ INSTRUMENT ANALYSIS, NEEDS ASSESSMENT AND UPGRADE SUPPORT
- ▶ OUTLINING POINT-OF-CARE TEST BEST PRACTICES
- ▶ EVALUATING AND IMPROVING THE BLOOD UTILIZATION POLICIES
- ▶ INTERIM MANAGEMENT AND STRATEGIC BUSINESS SUPPORT
- ▶ INCORPORATING BEST PRACTICES FOR BOTH LABOR AND NON-LABOR FUNCTIONS
- ▶ NEGOTIATE NEW VENDOR CONTRACTS
- ▶ RENEGOTIATE EXISTING VENDOR CONTRACTS
- ▶ IMPLEMENTING AND DEPLOYING INTERNET-BASED LAB ORDERING AND RESULT-REPORTING SYSTEMS

For more information on how Soriant can help you reduce costs and improve performance in Laboratory Services, please contact info@sorianthealthcare.com or call 770-777-6633.