

The Hidden Costs of Operating Your Lab Internally

Running your lab internally offers a sense of control and continuity. It aligns with existing systems and avoids the need for external change.

However, beneath that stability are often overlooked inefficiencies and missed opportunities that impact long-term performance and sustainability.



FRAGMENTATION ACROSS SYSTEMS

Many health systems operate multiple laboratories across hospitals and sites of care. Over time, these environments develop inconsistencies in processes, staffing models, and performance. This fragmentation leads to inefficiencies that are difficult to measure directly but have a significant impact on cost and performance.



UNDERUTILIZED RESOURCES

Without a systemwide approach, resources are often duplicated or underutilized. Equipment, personnel, and infrastructure may not be deployed in the most efficient way, limiting the system's ability to scale.



STAFFING CHALLENGES

Laboratory staffing remains one of the most pressing issues facing health systems today. Recruiting and retaining skilled professionals are increasingly difficult, and isolated operations make it harder to adapt.



UNTAPPED OUTPATIENT GROWTH

For many health systems, the laboratory represents one of the greatest opportunities to expand outpatient revenue.

Yet developing physician relationships, increasing market share, and building a successful outreach program requires dedicated expertise that most health systems don't have internally.

Without a focused market strategy, significant growth opportunities remain unrealized.



THE LONG-TERM IMPACT

Individually, these challenges may seem manageable. Collectively, they create a system that is more expensive, less efficient, and harder to sustain over time.

Recognizing these hidden costs is the first step toward transformation. By understanding where inefficiencies exist, health systems can begin to explore models that address them more effectively.



INSTEAD OF MANAGING EVERYTHING ALONE:

- Share operational responsibility
- Align incentives with a strategic partner
- Scale infrastructure and resources
- Maintain influence over long-term direction

Start a conversation about transforming your lab without giving it up.



HOW HEALTH SYSTEM PARTNERSHIPS ADDRESS THESE CHALLENGES

STANDARDIZE OPERATIONS

- Align testing platforms, workflows, and quality programs across the network
- Reduce variation and improve consistency

OPTIMIZE RESOURCES

- Consolidate high-complexity testing where appropriate
- Maximize utilization of equipment, facilities, and expertise

CREATE OPERATIONAL RESILIENCE

- Reduce dependence on individual sites and hard-to-fill positions
- Share expertise and resources across the network
- Improve continuity during vacancies, leave, and turnover

DRIVE OUTPATIENT GROWTH

- Leverage a proven outpatient market strategy developed over 28 years
- Increase patient access and market share
- Grow outreach services with dedicated laboratory business development expertise

MAINTAIN STRATEGIC ALIGNMENT

- Maintain governance participation
- Align incentives around quality, service, and financial performance



THE RESULT

- Improved operational efficiency
- Reduced long-term capital and operating costs
- Expanded testing capabilities and innovation
- Stronger workforce support
- Sustainable growth for the health system

Transform your laboratory from a cost center into a strategic asset.

A PARTNER BUILT FOR GROWTH

Operational excellence is only part of the equation. Our model pairs laboratory expertise with a dedicated outpatient market strategy developed over 28 years to help health systems improve performance and expand opportunities for growth.

Explore how strategic laboratory partnerships can strengthen performance without sacrificing control.

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