



# THE LATEST IN LAB BENEFIT MANAGEMENT AND IMPROVING HEALTHCARE OUTCOMES

MARCH 23, 2021





# OVERVIEW & LAB UPDATE

Barry Davis, Chief Growth Officer, Avalon



# OUR LATEST BRIEF IS ON THE AVALON WEBSITE

The screenshot shows the Avalon Healthcare Solutions website. At the top, there is a navigation menu with links for Payers, Providers, Patients, and Company. Below the navigation is a dark blue banner with the text "Get the Latest COVID-19 Testing Facts". The main content area is divided into two columns. The left column is titled "Laboratory and Specialty Rx Management" and contains three bullet points: "Laboratory Benefit Management" (Delivers 9% to 12% annual outpatient laboratory savings), "Medical Specialty Drug Benefit Management" (Delivering 4% to 6% annual savings with automated real-time policy and edit administration), and "Our independent Clinical Advisory Board (CAB) includes five nationally renowned laboratory experts that define our ~140 evidence-based laboratory policies." The right column features a white paper titled "Successful Laboratory Benefit Management Strategies" with a green background. Below the title is the text "from Avalon Healthcare Solutions". Underneath the title is an "ABSTRACT" section and a "CONTACT US" box with contact information for Barry S. Davis, Sara Rubin, and Angela Davis.

VISIT: [www.avalonhcs.com](http://www.avalonhcs.com)  
and click on the blue bar labeled  
“Get the Latest COVID...”

If you would like to be added  
to our newsletter distribution,  
please contact:

Clients Contact:  
**Kerri Fritsch**  
813-751-3832  
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Prospects Contact:  
**Barry Davis**  
201-218-3425  
Barry.Davis@Avalonhcs.com

# BEFORE WE START



This meeting is being recorded



We will be **MUTING Everyone** except the presenter to make sure the AUDIO is clean and clear



**Q&A** will be done by using the “**Questions**” feature at the bottom of your screen (Please identify your full name when asking a question)

## **INTRODUCTIONS AND OVERVIEW**

**Barry Davis**, Chief Growth Officer, Avalon

## **LAB UPDATE**

**Barry Davis**, Chief Growth Officer, Avalon

## **FIRESIDE CHAT: THE LATEST IN LAB BENEFIT MANAGEMENT AND IMPROVING HEALTHCARE OUTCOMES**

**Julie Barnes**, Principal, Maverick Health Policy

**Bill Kerr**, MD, CEO, Avalon

# AVALON NETWORK COVID-19 CAPABLE LABS

Lab	RT-PCR Y/N	Multiple Platforms	Capacity (per day)	TAT
LabCorp	Y	Y	275,000	1-2 days
Quest	Y	Y	260,000	1-2 days
Aegis	Y	Y	110,000	1-2 days
BioReference	Y	Y	100,000	1 day
Premier Medical Lab	Y	Y	100,000	1-2 days
Eurofins-Diatherix	Y	N	60,000	1-3 days
Mako Medical Lab	Y	Y	50,000	1-2 days
GenetWorx	Y	Y	40,000	2 days
AIT (American Institute of Tox)	Y	Y	20,000	1-2 days
PathGroup	Y	Y	20,000	1-2 days
Sonic-CPL	Y	Y	20,000	1-3 days
Genesis DX (DNA Analytical)	Y	Y	16,000	1-2 days
MDL(Medical Diagnostic Lab)	Y	N	12,000	1-3 days
AccuReference	Y	N	10,000	2 days
LabTech	Y	Y	10,000	2 days
Inform Diagnostics	Y	N	5,000	1-2 days
Luxor	Y	Y	5,000	1 day
Neogenomics	Y	Y	5,000	1-4 days
Transplant Genomics	Y	N	5,000	1-2 days
Precision Genetics	Y	N	4,000	1-2 days
BAKO	Y	N	2,500	1-2 days
Radeas	Y	Y	2,400	1-2 days
NephronPharm	Y	Y	1,500	2-3 days
Wake Medical Lab Consultants	Y	Y	1,500	1 day
Andor Labs	Y	N	500	1-2 days
SMA	Y	Y	500	1-2 days

- Capacity at over 1.1M tests per day
- Turnaround time remains at 2 days or less

## OTHER LAB INDUSTRY INTEL

- LabCorp website reports that their COVID-19 PCR assay is certified to detect the following COVID-19 variants:
  - B.1.1.7
  - B.1.351
  - P.1
  - B.1.526



# FIRESIDE CHAT: The Latest in Lab Benefit Management and Improving Healthcare Outcomes



**Bill Kerr, MD, CEO, Avalon**



**Julie Barnes, Principal, Maverick Health Policy**



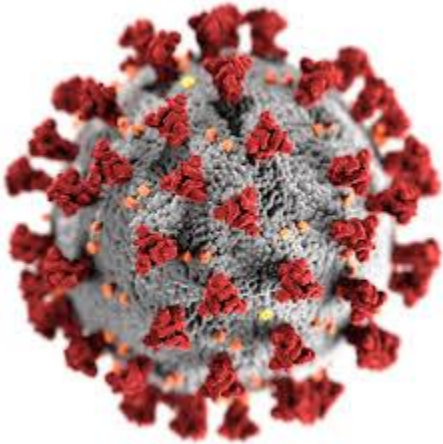


**Lab Testing  
Update**

**Federal Policy  
Priorities**

**Health Care  
System  
Modernization**





- CDC School Screening
- At-Home Lab Tests
- Next Generation Sequencing Test



- Public
- Private
- Future Issues  
(Telehealth, Transparency, Surprise Billing)



## BIDEN ADMINISTRATION

- COVID-19, Then Other Rules
- Leadership Team
- Equity



## CONGRESS

- Health Care Costs
- Telehealth
- 21<sup>st</sup> Century Cures 2.0



## VALUE-BASED CARE

- Lesson From Pandemic
- Non-medical Factors
- Price Transparency
- Health IT Changes
  - Information Blocking
  - Interoperability
  - Prior Authorization
  - Digital Quality Measures

An invitation to our next webinar will be delivered to your inbox soon.  
We look forward to seeing you again on

**APRIL 20 @ 2:00 PM EASTERN**



**Clients Contact:**

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