

A Strategic Look at PAMA: Send-out versus In-house Testing

A robust assay menu can help reduce the cost per test, support faster diagnoses, and expedite time to treatment.

Example: Testing for Co-occurring Conditions in a Hospitalized Diabetic Patient
Kidney Disease, Nutrition Markers, Heart Failure, Anemia, Infectious Disease, etc.

Disadvantage: Send-out Test



Routine
Blood draw



Time lost
Sample sent out
Patient discharged, awaiting results



Efficiency lost
Results received by lab up to 3 days later, after discharge; additional time for results to get from lab to physician



Reduced satisfaction
Patient called back into the office for results



Delayed treatment
Patient begins treatment days/weeks after testing

Advantage: In-house Test



Routine
Blood draw



✓ **Time saved**
Sample kept in-house
Patient still in-house



✓ **Efficiency maximized**
Results received within minutes/hours



✓ **High satisfaction**
Patient given results prior to discharge



✓ **Faster treatment**
Patient begins treatment while still inpatient

No matter the volume, you incur the same costs:

Calibration: Must be performed on your lab equipment regardless of whether some tests are outsourced.

Quality Control: Must be performed on your lab equipment regardless of whether some tests are outsourced.

Proficiency Testing: Required for accreditation regardless of volume.

A greater volume of in-house tests decreases your cost per test.

For white papers, videos, and resources to help you succeed in the face of PAMA's reimbursement cuts, visit usa.siemens.com/PAMAresearch.