



# **PHYSICIAN OWNED LABS: DO THEY STILL MAKE SENSE?**

## **LESSONS LEARNED FROM A GREENFIELD INSTALLATION**

**SHAWN GRUBB MBA PMP**

**CEO PAIN SPECIALISTS OF CINCINNATI &  
THE LASER AND REGENERATIVE CENTER**





# AGENDA

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About Pain Specialists  
of Cincinnati

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Screeener  
Implementation

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Confirmatory  
Implementation

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Lessons Learned



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# Pain Specialists of Cincinnati

Our providers are experts in the field of comprehensive pain diagnostics and restorative therapies and rehabilitation. Since 2015 we have provided successful pain relief to thousands of patients in a comfortable and caring environment. Using an integrated approach to pain management, we go beyond just medications. We are committed to treating the whole person.

## Pain Specialists of Cincinnati Provides:

- Diagnostic & Therapeutic Pain Procedures
- Medical Marijuana for Pain
- Physical Therapy
- Chiropractic Care
- Acupuncture
- Massage Therapy
- Laser Therapy
- PRP and Stem Cell therapies
- Nutritional Services
- Mental Health Services

**Contact us:** at 513-922-2204 or at [www.paincincinnati.com](http://www.paincincinnati.com)

**Westside:** 3328 Westbourne Drive, Cincinnati OH 45248

**Central:** 4760 Redbank Expressway, Suite 226, Cincinnati OH 45227



**Zeeshan Tayeb, MD**



**Jeffrey Elwert, DC**



**Kit Hoffman, PT-MPT**



**John Ruch, DC**



**Adil Qarni, MD**



**Anie Djiadeu, FNP**

# SCOPE OF THIS PRESENTATION

THIS PRESENTATION IS:

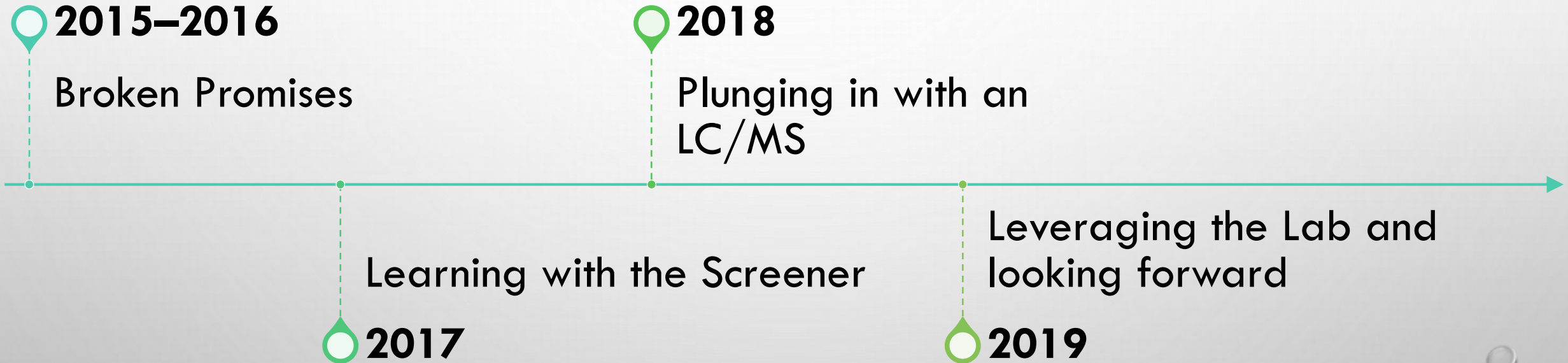
- FOCUSED ON THE BUSINESS
- PRESENTS A SUMMARY OF PHASES
- A DISCUSSION ON LESSONS LEARNED

THIS PRESENTATION **IS NOT**:

- TECHNICAL CONSULTANCY
- A DETAILED DISCUSSION ABOUT NNN...
- NOT AN OPEN KIMONO DISCUSSION



# OUR LABORATORY JOURNEY 2015-2019





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# SCREENER IMPLEMENTATION I

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Phase I Evaluation (30 days)

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Phase II Implementation (~~90~~ 120 Days)



# SCREENER IMPLEMENTATION PHASE I: EVALUATION

30 DAYS: DECEMBER 2016

- THREE VENDORS & FOUR CONSULTANTS
- CRITERIA: COST, DURATION, AND SCOPE
- NOTE ON SCOPE:
  - TURN-KEY OPERATIONS
  - APPLY FOR CLIA / COLA CERTIFICATIONS
  - ONE CONSULTANT





## SCREENER IMPLEMENTATION: PHASE II: IMPLEMENTATION

PLANNED 90 DAYS (120 DAYS NEEDED)

- CERTIFICATION – CONSTRUCTION – INSTALL
- TARGET GO LIVE: MARCH 2017
- ACTUAL GO LIVE: APRIL 2017



# SCREENER IMPLEMENTATION: LESSONS LEARNED & RECOMMENDATIONS

1. SPEND THE TIME TO EDUCATE YOURSELF
2. BE CLEAR ON YOUR SELECTION CRITERIA
3. CHOOSE AN “ALL INCLUSIVE” PARTNER
4. NEGOTIATE ANALYTE RATES UP FRONT
5. CONSTRUCTION CHANGES & PHYSICAL SPACE
6. BUILD YOURSELF A BUFFER



# AGENDA

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About Pain Specialists  
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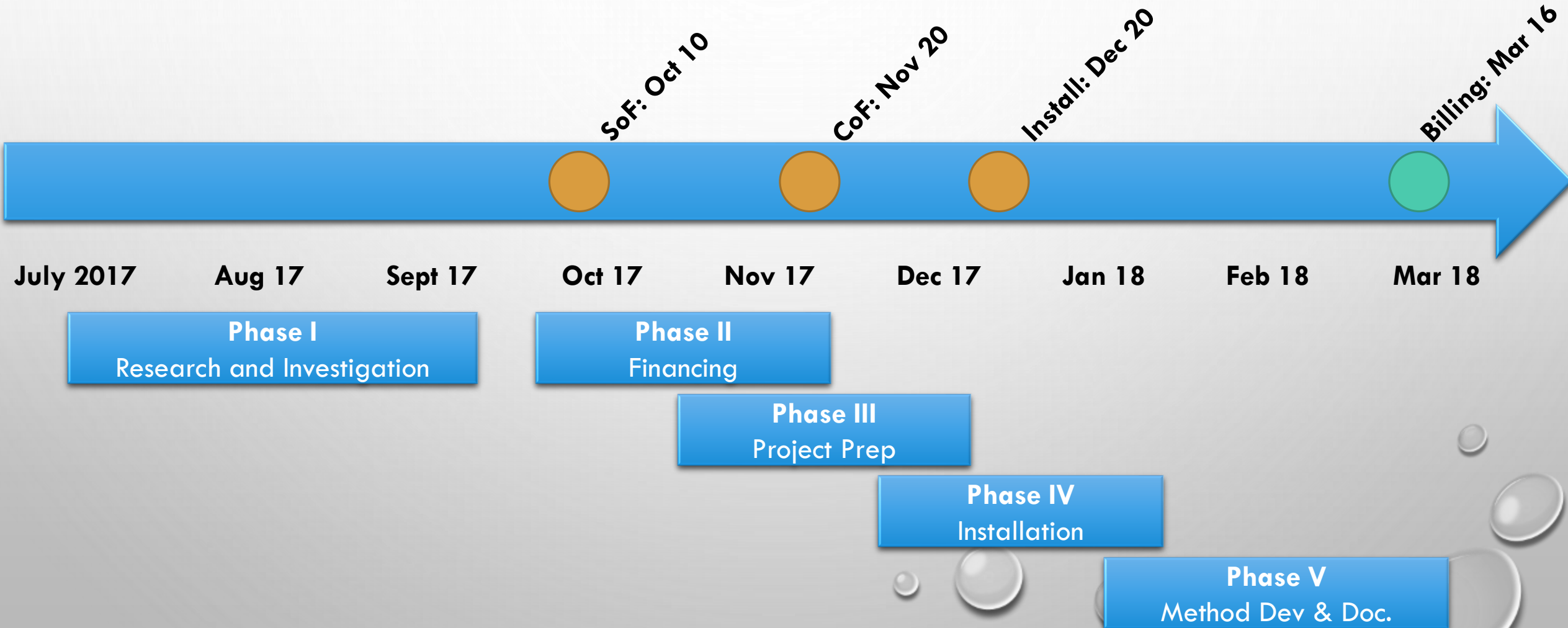
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# CONFIRMATORY IMPLEMENTATION (LC/MS) I



## CONFIRMATORY IMPLEMENTATION (LC/MS) II



### Phase I: Research

Vendor screening  
Resource planning  
Cost/FI analysis



### Phase II: Financing

FI Doc Prep  
Commitment  
Approval



### Phase III: Project Prep

Lab build out  
Order LCMS & supplies  
Doc/Process prep  
On site Training



## CONFIRMATORY IMPLEMENTATION (LC/MS) III



### Phase IV: Installation

- Lab Set up
- LCMS installation
- Feasibility runs
- Validation planning



### Phase V: Development & Docs

- Method development
- Validation
- Documentation



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Lessons Learned





DOES A PHYSICIAN  
OWNED LAB STILL  
MAKE SENSE?

• YES ✓

AND

• NO ✓

# LESSONS LEARNED I



Most anyone can install a screener



Not everyone can install an LC/MS



The LC/MS is a **BIG** project (FI HR Ops Tech)



Progressive elaboration: plan to be flexible

# LESSONS LEARNED II



External expertise is going to be required




You will need to hire /  
outsource for ops



Cut income estimates in half



Negotiate everything



Q&A



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