



XIFIN LIS for TCPC

Boosting Your Lab's Revenue with an Effective TCPC Program

TCPC PROGRAM

- > Drive New Revenue
- > Build Stronger Relationships
- > Utilize Cloud-based Technology

XIFIN LIS provides labs with the key capabilities they need to launch and grow a successful TCPC program, including drive new revenue and build stronger relationships with their clients and partners

In the continuing environment of lab revenue constriction, technical component and professional component (TCPC) programs are a smart way for labs to drive new revenue sources as well as to build stronger partnerships with physician clients. By executing the TC of complex tests, the laboratory takes advantage of their capacity and investment in equipment and lab personnel to drive incremental revenue.

The partner, for example a specialty pathologist, provides their professional, diagnostic component, enabling them to drive ancillary revenue. They don't need to invest in the technical equipment, instruments, or human resources required to sign out patient reports. Both parties benefit from this division of specialty labor and agree to bill for their respective portions of the test and derive their portion of the reimbursement accordingly.

While revenue sharing agreements are a well-accepted concept in the laboratory business, they can be a challenge to execute without the right systems to support them. One of the most important technologies in a streamlined TCPC arrangement is the TC lab's laboratory information system (LIS). To be successful, it is critical to implement a cost-effective streamlined workflow solution for both parties.

The LIS must support both the technical processing of the test and the data entry as well as the presentation of the technical data, including imaging, to the pathologist. The pathologist, in turn, must have the capabilities to create a professional patient report.

To effectively scale a TCPC program, a lab's LIS needs to provide:

- Easy partner set-up
- Dynamic workflow to share the technical results with the revenue-sharing partner
- Secure access to the technical results by the partner
- Customizable templates for the PC partner to report results back to the ordering physician
- A mechanism to split the TC and PC charges

Cloud-Based Technology Makes Set-Up Secure and Access Easy

Cloud-based technology makes it easy to onboard new partners and provide secure access to the technical component of the test. Labs can set up a new partner in minutes, providing them with a unique, secure log-in to access the technical data associated to their tests without any local software installation. The partner physician

receives an alert when a new case is ready to read and they simply log-on to the LIS to evaluate the technical details of the case.

The cloud-based XIFIN LIS can be deployed as a full end-to-end TCPC solution or as an integrated overlay to an existing LIS. The XIFIN LIS provides a secure, online portal for PC case review and reporting.

It is important for the TCPC arrangement to be set up and run in compliance with regulations, including the Stark Law, the Medicare and Medicaid Anti-Kickback Law, and the Medicare Anti-Markup Rule.

Reporting Rounds Out a Successful TCPC Program

XIFIN makes reporting easy by providing the lab with dynamic patient report templates that are tailored with the PC partner logo and header information. The TC lab can generate a tech report or slide manifest, if needed, or include a simple performing lab statement within the final consolidated patient report. After patient reporting, XIFIN LIS facilitates the billing process by generating, or sending, the TC and PC billing details to the respective lab or physician billing solution.

XIFIN LIS for TCPC

XIFIN is a pioneer in the TCPC LIS arena, and has supported many of the first labs that adopted TCPC revenue sharing models. With more than 20 years of experience with these initiatives, XIFIN has refined its TCPC LIS workflow to make it simple and successful for our lab clients to drive new revenue through these programs.

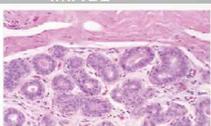
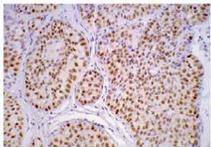
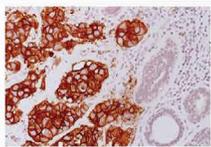
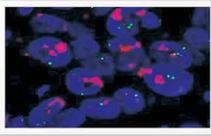
TCPC programs provide a real opportunity for labs to drive new revenue and build stronger relationships with their clients and partners. XIFIN LIS provides labs with the key capabilities they need to launch and grow a successful TCPC program.



BREAST CANCER COMPREHENSIVE REPORT

PATIENT INFORMATION	PHYSICIAN INFORMATION	ACCESSION # A11-12345
NAME: Doe, Jane AGE: 42 DOB: 01/01/1973 MEDICAL RECORD: 123456	PHYSICIAN: Dr. Jones ACCOUNT: ABC Lab ADDRESS: 123 Main Street, San Diego, CA	COLLECTED: 12/06/2018 RECEIVED: 12/07/2018 REPORTED: 12/08/2018

CLINICAL DATA: 42 year old female who was found to have a mass (or calcifications) on physical exam (or mammography). Stereotactic core biopsy revealed malignancy. Mass detected on left breast.

RESULTS	IMAGE
SURGICAL: S15-00123 Diagnosis: Breast, Invasive Ductal Carcinoma	 <small>H&E</small>
IMMUNOHISTOCHEMICAL ANALYSIS: IHC15-000456 ER Results: Estrogen receptor status is POSITIVE with a score of 85. A score above the cutoff value of 10.5 is considered positive. PR Results: Progesterone receptor status is POSITIVE with a score of 32. A score above the cutoff value of 29.8 is considered positive. Method: Estrogen receptor (ER) and progesterone receptor (PR) expression is measured using fluorescent immunohistochemistry analysis in accordance with CAP/ASCO Guidelines. Receptor expression is detected by binding of a monoclonal rabbit anti-human ER antibody (clone SP1) or a monoclonal mouse anti-PR antibody (clone 16) followed by a fluorescent detection with a secondary antibody. External positive and negative tissue controls and a negative reagent control are stained and analyzed for each tissue specimen.	 <small>ER</small>  <small>PR</small>
HER2 BY FISH: F5H15-000789 Results: HER2 FISH: POSITIVE for HER2 gene amplification. nuc ish 17cen(D17Z1x1-8),17q11.2(HER2x3-25)[40] HER2 signals: 268 Centromere 17	 <small>PR</small>

JOHN SMITH, MD
 Final report electronically signed on 12/08/2018 at 11:21 AM

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