



BOOST YOUR LAB'S REVENUE WITH AN EFFECTIVE TCPC PROGRAM

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 technical components of complex tests, the laboratory takes advantage of their capacity and investment in equipment and lab personnel to drive incremental revenue.

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

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 for rendering the test results. 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 streamlined workflow solution for both parties.

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

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 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 Anywhere also facilitates the billing process by generating or sending the TC and PC billing details to the respective lab or physician billing solution.

XIFIN LIS Anywhere for TCPC

XIFIN is a pioneer in the TCPC LIS arena, and has supported many of the first labs who adopted TCPC revenue sharing models. With more than 15 years of experience with these initiatives, XIFIN has refined its TCPC workflow to make it simple and successful for our lab clients to drive new revenue through these programs.

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12225 El Camino Real
San Diego, CA 92130

Flow Cytometry Report		
Patient Information	Referring Physician	Specimen Information
Patient Name: Sample-Patient, Robert Sex: Male DOB: 04/14/1969 (48) Specimen: Tissue Site: LYMPH NODE - LEFT AXILLA Procedure:	Physician: Doe, John, M.D. Client: ABC Pathology Facility: ABC Pathology Address: 12225 El Camino Real San Diego, CA 92130 Telephone: (333) 555-1111 Fax: (333) 555-2111	Accession #: 194476 Case #: FLT17-000001 ID#: ID17-00001 Collected: 12/05/2017 Received: 12/05/2017 Reported: 12/06/2017
Clinical Data R59.9: Enlarged lymph nodes, unspecified		
Interpretation 1- INCREASED T-CELL CD4:CD8 RATIO, SEE COMMENTS. 2- NO CLONAL B-CELL OR ABERRANT T-CELL POPULATION IDENTIFIED. Comment: B-cells are polyclonal. There is an increased T-cell CD4:CD8 ratio which is a nonspecific finding that may be seen in both reactive and lymphoproliferative disorders including Hodgkin lymphoma. Additionally, T-cells have no loss of pan T-cell antigens. Therefore, is no definitive flow immunophenotypic evidence of a B- or T-cell lymphoproliferative disorder. Hodgkin lymphoma, some large cell lymphomas, and non-hematopoietic tumors cannot be excluded by flow cytometry. Correlation with morphology, clinical history and other diagnostic information is recommended.		
Results Populations Identified Myeloblasts: 0.0% B-Cells: 21.3% surface-kappa:lambda ratio: 1.7:1 (consistent with polyclonal B-Cell population) T-Cells: 60.2% CD4:CD8 ratio: 13:1 (high, nonspecific) NK-Cells: 1.3% Plasma cells: 0.1% Granulocytes: 12.6% Monocytes: 2.2% Viability: 85.6%		
The remaining events consist of debris and non-staining forms.		
Evaluated Markers CD2, CD3, CD4, CD5, CD7, CD8, CD10, CD15, CD19, CD20, CD23, CD30, CD34, CD38, CD45, CD56, CD103, CD117, FMC-7, surface kappa, surface lambda, 7AAD (Total markers: 22)		
<small>This test was developed and its performance characteristics determined by Anatomic Laboratories. It has not been cleared or approved by the U.S. Food and Drug Administration. The FDA has determined such clearance is not necessary. This test is used for clinical purposes. It should not be regarded as investigational or for research. This laboratory is certified under the Clinical Laboratory Improvement Amendments of 1988 (CLIA-88) as qualified to perform high complexity clinical testing. The above report was reviewed and interpretive comments are provided. The comments are approved for the medical records of the identified patient with my electronic signature.</small>		
Electronic Signature Richard Roe, M.D.		
<small>The Technical component was performed at Anatomic Laboratories. The Professional component was performed at ABC Pathology, 12225 El Camino Real San Diego, CA 92130.</small>		

Contact Us Today at 858-436-2948
or visit us at www.XIFIN.com/LIS

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.

