Leveraging your lab’s data is essential in the new marketplace. Find out where to begin – and how to succeed.
Clinical Informatics in the Laboratory: The New Value Generator

The health care market paradigm has changed to one that is aiming to mandate value-based care and reimburse based on demonstrated improved outcomes and reduction of costs.

A data-driven model, this new paradigm means that in order for any individual provider, clinician or institution, pathologist or lab to generate financial gains for their organization — patient health information must be leveraged.

Clinical informatics — lab clinical informatics in particular — can be optimized for managing care at both the individual patient and population levels through using a variety of value tools such as:

- Decision Support Reminders
- Quality Metrics (e.g. red flags, follow-up reminders)
- Risk Analysis
- Care Monitoring

As both a resource and guide, Clinical Informatics in the Laboratory from G2 Intelligence aims to answer the “why-to” and “how-to” questions surrounding this shift.

It provides an in-depth analysis of several clinical informatics value tools, assessing innovative, data-driven solutions as they relate to the conundrum of generating financial value in a highly complex, somewhat nebulous reform-driven health care environment.

Plus, G2 evaluates innovative, new value-based informatics opportunities for labs according to their strategic strength and potential for lowering costs and increasing savings.

Example

Primary Informatics Needs in Value Market Paradigm

<table>
<thead>
<tr>
<th>Performance Management</th>
<th>Cost Reduction</th>
<th>Care Coordination</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population Health Management</td>
<td>Utilization Management</td>
<td>Connectivity</td>
</tr>
<tr>
<td>Chronic care</td>
<td>Resource Management</td>
<td>Systems and Info Integration</td>
</tr>
<tr>
<td>Acute care</td>
<td>Risk Prediction (Individual Likelihood for Risk)</td>
<td>Effective Transitions (Discharges, Hospital to Outpatient World, Between Specialists)</td>
</tr>
</tbody>
</table>

Source: G2 Intelligence, © 2014

“Labs can expect information exchange and advanced levels of interconnectivity will continue to grow as a must have to do business looking forward. All clients, including but not limited to providers, hospitals, payers, and patients, will increasingly demand access to health information that is electronic and easy to use. This will include HIE platforms, patient portals, middleware and other client relationship management tools.”

— Excerpt from Clinical Informatics in the Laboratory: The New Value Generator

A comprehensive 90+ page report, supported by 40 data-rich tables and charts.

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