



No Patient Left Behind

How Lab Partnerships Can Impact Population Health Initiatives

October 1, 2021
NAACOS Fall Conference

labcorp



Introduction

HARNESSING SCIENCE FOR HUMAN GOOD

Deeply integrated in guiding patient care through:

- Comprehensive clinical laboratory services
- End-to-end drug development services



Fun Facts about Labcorp

>70,000 employees worldwide

>700 Physicians and PhDs



Cited for leadership in science, innovation, and healthcare in the fight against COVID-19



3rd time on the list, which recognizes companies with the strongest reputations in their industries and across industries



4th consecutive year with a perfect score on the Foundation's 2021 Corporate Equality Index

Helping America during the COVID-19 crisis

50M

PCR tests since
March 2020

300k

Molecular capacity
per day

5.5M

Antibody tests
performed

>300k

Antibody test
capacity per day

- **First** to be granted FDA Emergency Use Authorization for **RT-PCR testing**
- **First** commercial lab to launch SARS-CoV-2 PCR test
- **First** to receive FDA EUA for **at-home collection** (Pixel by Labcorp®)
- Reduced average time to deliver results to 24-48 hours from time of specimen pick-up
- Worked closely with state and local government agencies, including HHS, CDC, FDA, DOD, and White House Coronavirus Task Force to **increase test capacity, identify disease trends, and respond to this public health crisis.**

All figures current as of September 31, 2021



Population Health Initiatives

Being accountable for managing & improving the health of a defined population

CONCEPTUALLY SIMPLE

- IHI Triple Aim:
 - Deliver excellent care while improving the health of a population and reducing the cost of care¹



1. <http://www.ihl.org/communities/blogs/population-health-population-management-terminology-in-us-health-care>



Why partner with a lab for population health?

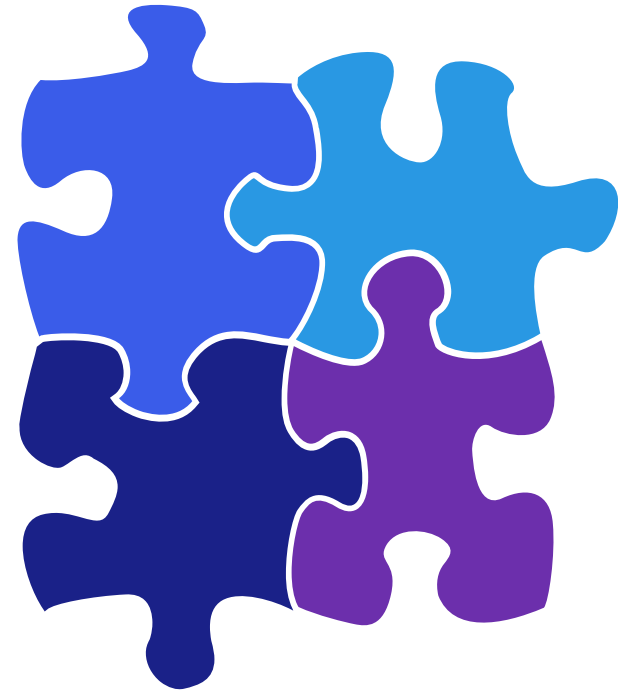
Some non-traditional partners may be more obvious

- Public health agencies
- Community organizations
- Long-term care organizations
- Prevention organizations



Your lab partner may also have complementary contributions

- Shared mission for the well-being of your patient population
- Touchpoints with your patient population outside of your system
- Complementary information for taking care of your patients
- Services to assist or inform your care coordination efforts



- ✓ Lab testing is an integral part of patient care
- ✓ May perform lab testing on your patients outside of your providers' orders
- ✓ Quick access to lab data & lab-based population analyses
- ✓ Testing offerings that enhance care efficiency & patient convenience



Taking Action by Leveraging Lab Partnerships

The breadth & utility of lab data

Laboratory data combines **result values**, **patient demographics**, & **payer coding**, providing a powerful tool in population health management & value-based care contracting

Labcorp data includes information on:



>150 million

patient encounters annually in U.S.



50 percent

of U.S. covered patients



Global safety & efficacy data from

100+ Countries

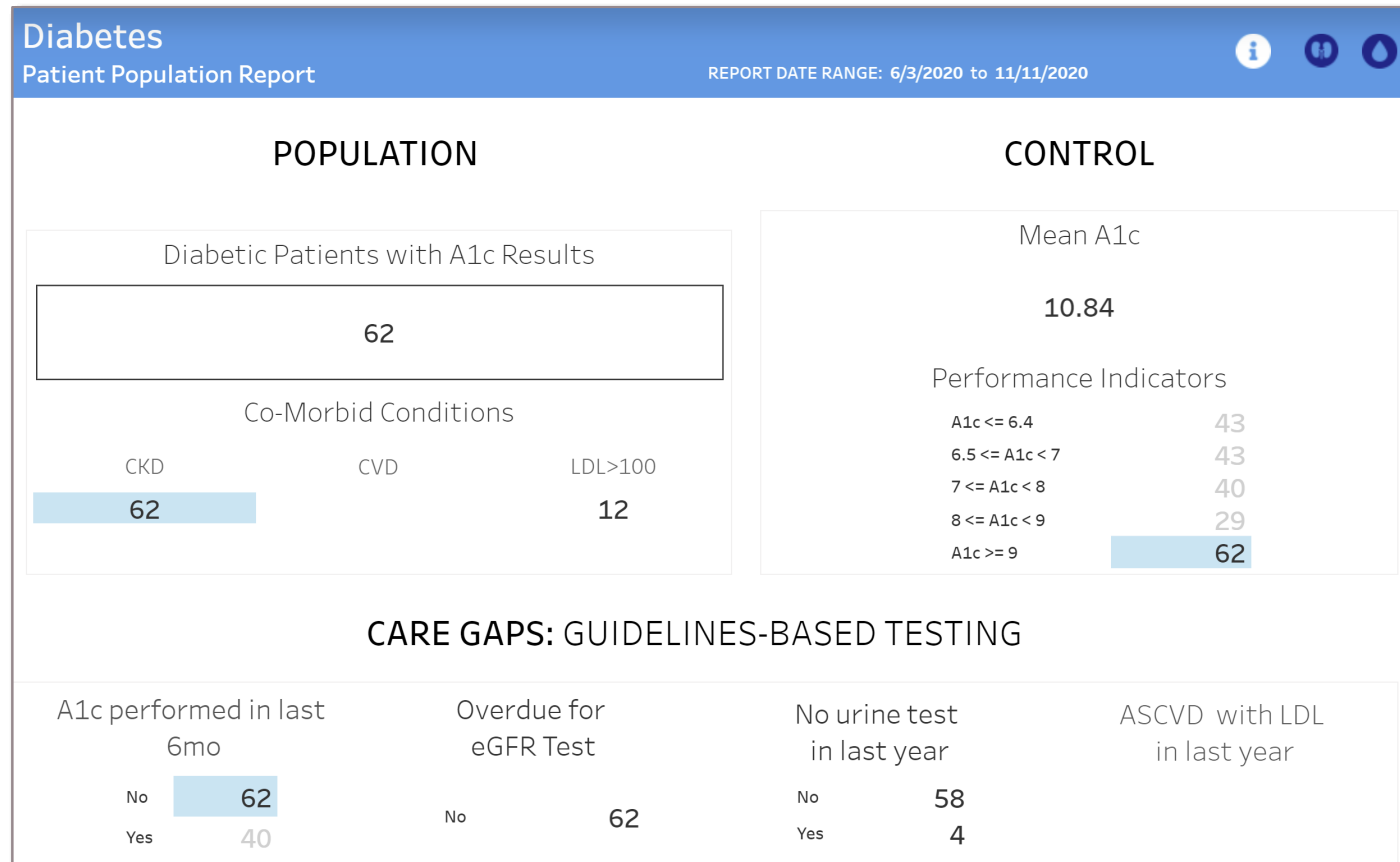
Leveraging Laboratory Analytics

- ✓ Identify & monitor high-risk patients
- ✓ Target lab-based care gaps
- ✓ Differentiate provider performance
- ✓ Support coding accuracy
- ✓ Optimize use of laboratory testing
- ✓ Provide community-wide disease trends

Labcorp can provide pre-built, lab-based population health analytics as a tool to define targeted opportunities

Example of Labcorp Insight Analytics™ – Chronic Conditions

- Review patient population & target gaps-in-care



Interactive population analytics dashboards

- Utilizes Labcorp patient & results data
- Includes built-in filters
- Reveal details when hovering over visuals
- Provide ability to drill down to provider or patient level
- Available on-demand via Labcorp Link

Example of Labcorp Partnership Program to Address Gaps-in-Care

Collaboration with Labcorp & health system to close care gaps for high-risk & rising-risk patients

- Labcorp sends collection kits, completes testing to help fulfill quality metrics & complete needed care
- Health system implements education campaign using care management, case workers, diabetes educators

Labcorp Home Kits

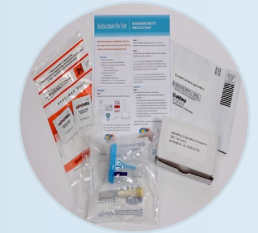
Collection kits mailed to patient home for self collection



Colorectal Cancer Screening
iFOBT



Diabetes
Hb A1c + eAG



Nephropathy
Albumin + Creatinine

Patient Service Centers

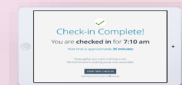
Virtual test orders for patient collection at Patient Service Center

~2,000 PSC Locations including



Access to Broad Test Offering
(Lipids, eGFR, clinical testing)

Appointment Scheduler and Mobile Check-in





Using Analytics to Guide Population Health Initiatives

Supporting coding efforts around Chronic Kidney Disease (CKD)

Although CKD is prevalent & its complications are serious...

- Many patients who have CKD don't have related ICD-10 codes
 - In 2018, a large audit of UK health data showed that **30%** of patients w/ CKD biochemically did not have general practitioner CKD coding¹
 - In 2021, the Military Health System (MHS) did an analysis²
 - Prevalence of CKD among >3.3 million patients was 3.2%
 - **63%** of those with CKD were uncoded
- CKD progression is poorly captured with current coding practices
 - In a study out of New York from 2019, ~**74%** of patients with rapid progression of CKD are not caught using ICD-10 codes³

1. Lois G Kim, Faye Cleary, David C Wheeler, Ben Caplin, Dorothea Nitsch, Sally A Hull, the UK National Chronic Kidney Disease Audit, How do primary care doctors in England and Wales code and manage people with chronic kidney disease? Results from the National Chronic Kidney Disease Audit, *Nephrology Dialysis Transplantation*, Volume 33, Issue 8, August 2018, Pages 1373–1379, <https://doi.org/10.1093/ndt/gfx280>
2. Norton JM, Grunwald L, Banaag A, et al. CKD Prevalence in the Military Health System: Coded Versus Uncoded CKD. *Kidney Med.* 2021;3(4):586-595.e1. Published 2021 Jun 2. doi:10.1016/j.xkme.2021.03.015
3. Jalal K, Anand EJ, Venuto R, Eberle J, Arora P. Can billing codes accurately identify rapidly progressing stage 3 and stage 4 chronic kidney disease patients: a diagnostic test study. *BMC Nephrol.* 2019 Jul 12;20(1):260. doi: 10.1186/s12882-019-1429-4. PMID: 31299918; PMCID: PMC6625058.



Supporting coding efforts around CKD

How the Laboratory can help

- Use lab data to identify patients who have test results indicative of CKD
- Compare lab data on CKD patients with patient ICD-10 codes at time of lab testing
- Highlight patients with mismatches between test results & coding
 - Patients with CKD and no CKD coding
 - Patients whose ICD-10 CKD stage does not match the stage according to test results



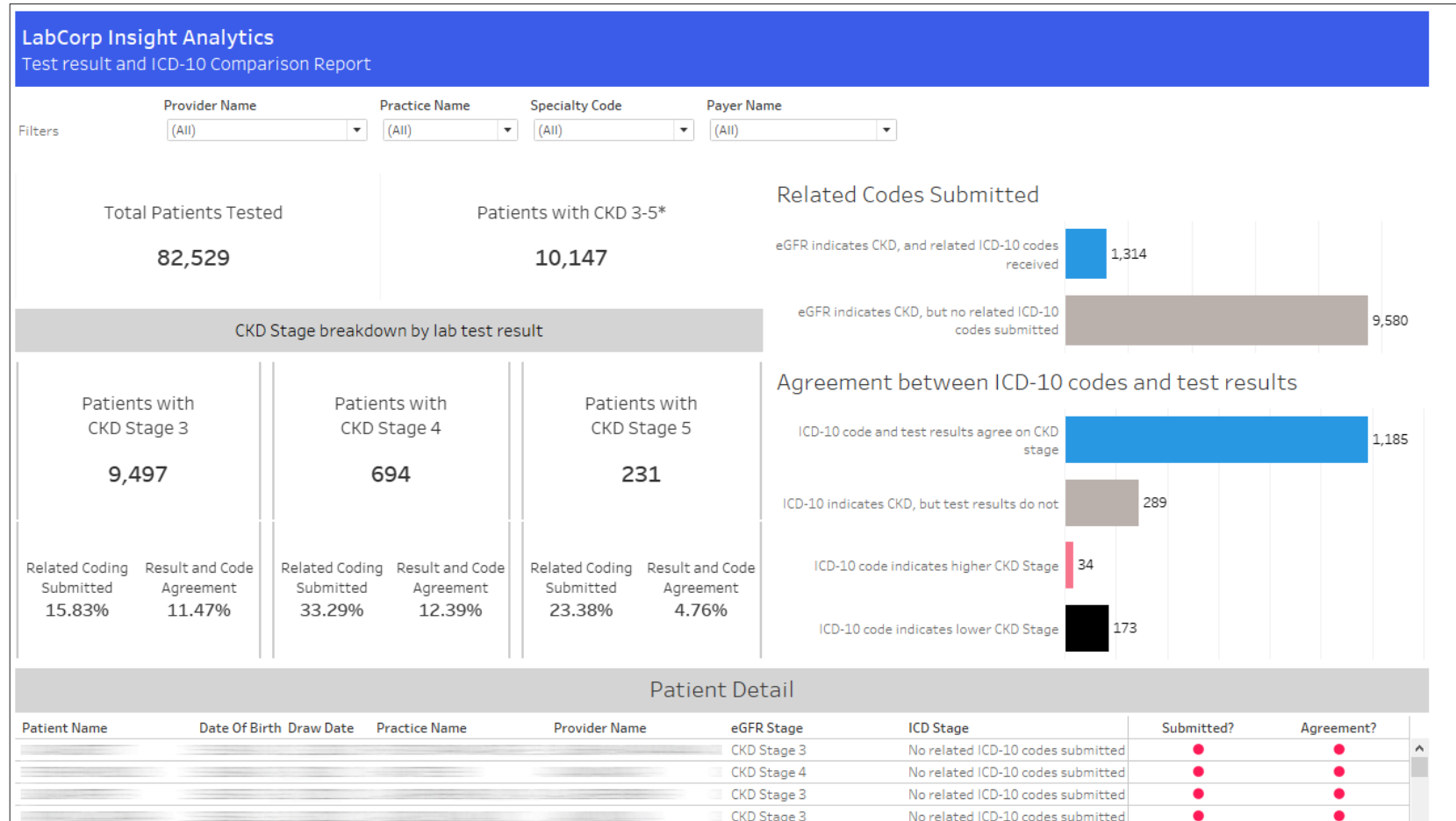
Supporting coding efforts around CKD

Using lab-data powered dashboards to highlight & monitor:

- Which patients have CKD according to biochemical testing
- Comparison between ICD-10 codes & test results

Using lab-data powered dashboards to highlight & monitor:

- Who should be assessed for newly detected CKD
- Whose CKD may be progressing rapidly



Lab data, lab-based analytics, and lab solutions can be important tools in your population health initiatives

Summary

Thank you.



Questions?

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