

## Solo Podiatrists, You Owe It to Yourself

By Boaz Lerer, President,  
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Solo podiatrists who can generate 80-150 toenail clippings per month for nail fungal PCR testing should own an in-office CLIA-certified PCR/DNA lab. The in-office lab will be able to process and diagnose *Dermatophytes* nail fungus with specific detection of *Trichophyton rubrum* and *Candida sp.* within 3 hours.

Ancillary services like an in-house PCR/DNA lab provide the necessary support to your practice's primary activities. Ancillary services are an important part of what doctors provide their patients. Why send your patients' nail specimens to a national reference lab? Why not do the testing in your own office if new technologies enable you to do so?



PCR/DNA lab requires no more than 350 square feet



DNA and the nail PCR is done on one instrument



Only one tech is required for lab operation

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Pathology services in the physician's office are now a fact. By using the "Designated health services in-office ancillary services exception" ("IOASE") under section 1877 of the Social Security Act (the Act) (42U.S.C. 1395nn), also known as the self-referral law or the "Stark Law" any podiatrist can legally build and operate an in-office pathology lab and bill Medicare and private insurance for services performed in the lab.

The reimbursements for nail fungal PCR/DNA testing justify the expenses involved in building an in-office lab. The space needed is minimal; one exam room will do the job.

At **Molecular Diagnostics Consultants** we specialize in building in-office pathology labs within podiatry offices with capability to perform advanced nail fungal PCR/DNA testing. Your in-office lab is a turn-key project where all the registration, certification, lab design, staff training, instrumentation, laboratory information system, and lab supplies are included.

Whether you are a solo podiatrist or a podiatric group practice, you owe it to yourself to explore this opportu-

nity. You can finance the project to reduce out-of-pocket costs, and your PCR/DNA lab will be operational within 30-60 days.

By having in-house testing capabilities, you will improve your patients' outcome, you will be able to make treatment decisions sooner, and you will be able to apply targeted therapies. Many insurance companies now require diagnostics testing to identify the nail fungus species before they allow payment for the treatment.

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The substantial reimbursements from your nail fungal PCR/DNA testing will significantly improve your bottom line. It is time to bring that testing in-house and capture the revenue stream that is currently going to large national podiatry reference labs.

If there are any future changes to the Stark Law, your existing in-office lab will be grandfathered in. So act now!

For more information, visit [www.moleculardiagnos-ticsconsultants.com](http://www.moleculardiagnos-ticsconsultants.com), call 602-368-8001, or click here.