

Own Your Own Pathology Lab: You Owe It to Yourself

**By Boaz Lerer, President,
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Ancillary services provide the necessary support to primary activities. Physicians nationwide understand now that ancillary services are an important part of what doctors provide their patients. It simply makes sense to provide those services at the physician office level, and that includes pathology services: Why send your patients' specimens to a national reference lab? Why not do it in your own office if new technologies enable you to do so?

Pathology services in the physician office are now a fact. Many urologists, dermatologists, and GI's are 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 physician self-referral law commonly referred to as the "Stark Law", to legally build and operate in-office pathology labs.



Nail fungal PCR lab

Dr. Mark L. Hamilton of Stockdale Podiatry Group (Bakersfield, CA) understands this, as does Dr. Ryan Anderson of Bountiful, UT. Both have taken advantage of MDC's offering.

Molecular Diagnostics Consultants is a company specializing in building in-office pathology labs within podiatry offices with the capabilities of performing ENFD testing and nail fungal PAS, GMS and PCR testing. Your in-office lab is a turn-key project where all the registration, certifications, training, lab design, instrumentation, laboratory information system and lab supplies are included.

If you are a pathology group with four or more physicians, you owe it to yourself to explore this



ENFD lab

The reimbursements for Epidermal Nerve Fiber Density (ENFD) testing, and for nail fungal PAS, GMS and PCR testing, justify the expense involved in building an in-office pathology lab in the podiatry office.

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ENFD biopsy training session

opportunity. You can finance the project to reduce out-of-pocket costs, and your path lab will be operational within 90 days. Your lab ENFD testing will follow the 2010 international ENFD testing guidelines. Your nail fungal PCR detection methodology will follow a referenced study that was published in the *Journal of Clinical Microbiology*.

By having in-house testing capabilities, you will improve your patient's clinical 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.



Technicians at ENFD lab

The substantial reimbursements from your pathology testing will significantly improve your bottom line. National reference labs

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that provide those testing services to the podiatry community are multi-million dollar businesses.

The patients are yours—and so are the biopsies and the nail clipping. It is time to bring this testing in-house and capture the substantial revenue stream. And if there any changes to the Stark Law that will or will not occur in the future, most likely your existing physician-owned path lab will be grandfathered in. Time is of the essence!

For more information, visit www.moleculardiagnosticconsultants.com, or click here.