

Perspectives for operational efficiency

Going beyond the supply chain to drive stronger lab performance



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“Diagnostics can help solve challenges by looking at the laboratory differently. Looking at strategic partnerships versus simply being a transactional laboratory provider is essential.”

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For many health systems, the past few years have brought severe financial headaches—cost surges, reduced reimbursements, negative operating margins—which have led to decreased revenue and increased pressure on system leaders.

These challenges have been primarily caused by the COVID-19 pandemic, supply chain disruptions, labor shortages, and related resourcing issues—concerns that aren’t disappearing anytime soon. Yet it is possible to lessen the financial impact while achieving better patient and hospital health. One strategy is to rethink your health system’s approach to diagnostics and lab management by:

- Regarding lab providers as strategic partners who deliver strong clinical, financial, and operational value
- Leveraging your lab partner’s purchasing power to acquire equipment, supplies, and reagents more quickly and cost-effectively
- Optimizing processes and streamlining workflows to reduce complexity and improve efficiency

A forward-thinking strategic relationship

Realigning your lab management strategy can help your health system overcome the recent financial impact while also preparing for the next big challenge. Instead of viewing lab providers as another transaction on the ledger, forge a collaborative partnership that can lower operating costs, boost performance, drive efficiency, and deliver the highest quality outcomes for your patients.