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The Physicians RightPath Mission

Physicians RightPath's mission is to advance healthcare by providing physicians with innovative anatomic pathology and molecular diagnostic support services, personalized patient health information, and business solutions for their practices.

What We Do

Physicians RightPath, LLC provides comprehensive support services for the development, implementation, and operation of group practice pathology laboratories. Ideal for urology, gastroenterology, dermatology, and Ob/Gyn group practices, Physicians RightPath-supported laboratories ensure superior diagnostic pathology services and optimize practice profitability.

Our expertise ranges from high-level analysis and feasibility determination; to laboratory premises, equipment, and staff acquisition; to billing, collections, and data management.

Partnering With Physicians RightPath

Partnering with Physicians RightPath, whether by services and management agreement or by equity-based joint venture along with laboratory management, provides your group practice with a previously existing expertise it otherwise must administer or possibly even develop on its own. In today's industry environment, there are no opportunities for second chances and a partnership with an experienced third party encourages a "get it right the first time" mentality while still allowing the originating physician practice the flexibility to focus on its own competencies and priorities.

We have the ability to quickly organize and develop projects while allowing our group practice partners to confidently focus on more pressing priorities. Our experience includes proven methodologies to create positive cash flow to your group, and most importantly, maximize the level of patient care in your practice.

Why Partner?

A partner:

- Has a vested interest in the success of your pathology laboratory.
- Shares in the rewards of the project, as well as the risks.

- Manages the project details and tasks so you can focus on your practice and patients.
- Helps ensure that all aspects of your project are completed thoroughly, professionally and in a timely manner.
- Cares about you and your business and is committed to seeing you succeed.

The In-PathSM Program

Your practice is unique and requires specific, customized solutions tailored to meet the individual needs of the group. Some organizations will offer you a generic, "cookie-cutter" type pathology laboratory with limited testing capabilities. Others will have you purchase expensive instrumentation, oversee the build-out of the lab, and simply walk away, leaving you with the challenge and burden of managing the day to day operations of a complex business. Physicians RightPath knows from experience that you need a dedicated partner with you every step of the way to ensure a successful venture right from the start.

Physicians RightPath provides customized services for the development, implementation, and operation of practice-based pathology laboratories for qualifying group practices – the In-PathSM program.

The In-PathSM program offers group practices the opportunity to improve the quality and scope of their patients' pathology services while creating a completely new, sizable revenue stream. This tightly managed program can be launched and begin profitable operation in a matter of weeks, all expertly handled by the career professionals at Physicians RightPath.

The In-PathSM program comprises a wide range of services, including:

Laboratory Development

- Feasibility Analysis
- Legal and Regulatory Support
- Laboratory Location and Specifications
- Turn-Key Development Services
- Project Capital Solution

Management

- Budgeting and Forecasting
- Accounting and Financial Reporting
- Personnel Administration
- Policies and Procedures
- Quality Systems
- Equipment and Laboratory Premises Management
- Communications
- Compliance Program
- Laboratory Licensure Support
- Staff Credentialing and Continuing Education
- Forms and Policies

Billing, Collections and Information Systems

- Billing and Collections
- Pathology Information Systems
- Inventory and Supplies Management

Courier Services

- Verify Accuracy and Completion of Requisition and Packaging
- Monitor and Stock Supplies as Needed

Insourcing Pathology

How it fits

Confronted with continuing reductions in reimbursement for performing basic medical practice services, physicians have increasingly offered diagnostic testing and other ancillary services through their practices, thereby capturing a portion of the revenue previously received by outside providers such as imaging centers, laboratories, and hospitals, as well as interpreting radiologists and pathologists.

Viable and Regulatory Compliant

In-sourcing this service creates a significant enhancement to patient care. For qualified group practices, this is a regulatory compliant and highly profitable opportunity, if done properly. The legal and regulatory challenges are similar as those governing the operation of a clinical laboratory, imaging center or other ancillary service.

Pathology Laboratory Business

Groups considering in-sourcing diagnostic pathology services need to complete a detailed financial assessment to determine viability of a practice-based pathology laboratory venture.

- Financial Considerations
- Billing and Reimbursement
- Operations Considerations
- Legal and Regulatory Considerations
- Education Considerations
- Business Development
- Ongoing Business Management

Benefits to Group

- Converts existing outsourced pathology services to an ancillary service of the group
- Enhances patient care and management
- Offers sub-specialized pathology services
- Delivers improved timeliness and customized reporting
- Creates a significant, completely new revenue source
- Fosters practice growth by attracting and retaining new patients
- Enhances practice value

Why Physicians RightPath?

Physicians RightPath believes that every practice-based pathology project needs a knowledgeable, experienced and capable partner who understands the pathology industry and knows how to successfully navigate the legal, planning, building, licensing and management issues that all pathology laboratories face. We also believe that a good partner is committed to your laboratory's long-term success and prepared to handle all of your project's details, no matter how big or small, from start to finish.

Physicians RightPath is proud of the value we add to our pathology laboratory partnerships, and our commitment to assisting group practices achieve their patient care and practice profitability goals.

What Makes Us Different?

- We are a pioneer and leader in practice-based pathology laboratory development and operations and have a reputation for being reliable, dedicated, knowledgeable and trust-worthy.
- We have assembled the ideal complement of medical and management professionals, technology, and processes to bring our physician partners and their practices superior performance.
- Physicians RightPath managed laboratories are highly specialized anatomic pathology and molecular diagnostic laboratories committed to comprehensive, high-quality, rapid-response diagnostic testing and the integration of these technologies into patient care.
- At the forefront of our endeavors are the physicians and the patients we serve. To that end we recruit the best and brightest, develop comprehensive diagnostic pathology laboratories, and invest in leading-edge programs and services. The result is actionable healthcare information that is critical for the categorization, assessment, and treatment of disease. This leads to confident management decisions by clinicians and a more efficient way to determine and employ therapeutic strategies that make improved patient care possible.

Why We're Successful

Quite simply, we're successful because we understand the pathology industry. After years of experience and numerous practice-based pathology projects, Physicians RightPath knows exactly how to develop profitable and high-quality pathology laboratories in an efficient and cost-effective way.

We've developed our own model, process and timeline. All have been carefully designed and incorporate extensive knowledge and the experiences of numerous pathology projects. Plus, all have been tested to save you valuable time and money and to ensure that nothing goes overlooked. Your project is completed exactly how you want it the first time around.

Physicians RightPath's skilled and experienced management team handles each project from start to finish so there's nothing to worry about. You can spend your time focusing on your patients and your practice. It's this knowledge, commitment, integrity and experience that make us the well-respected and highly effective company we are today.