



VisualStrata® for Laboratories

# Transporting Laboratory Information to the Forefront of Patient Care

In addition to delivering accurate test results in a timely fashion, labs can use their data to increase revenue and expand their role in the healthcare ecosystem. The VisualStrata precision medicine informatics platform optimally integrates patient data for physician collaboration, quality reporting, temporal record and case management, and real-world data analytics, transforming lab data into valuable healthcare information that can improve population health.

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Data is a laboratory's most valuable asset. Curation of diagnostic, clinical, and financial data with VisualStrata creates new revenue opportunities for labs

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VisualStrata helps integrate pathology into the patient care team by enabling real-time bi-directional information exchange and multi-disciplinary team collaboration. The continuity of care documentation (CCD) reporting capabilities can be used for documenting pathology's participation in clinical improvement activities and reporting of quality metrics.

The HIPAA compliant VisualStrata platform, housed in a Tier V secure data facility has traceability and auditing capabilities built directly into the architecture. Aggregated data can be de-identified at multiple levels within the platform to meet HIPAA compliance standards.

Data is the laboratory's most valuable asset. In addition to transporting diagnostic information to the forefront of patient care, labs that proactively integrate multi-modal data, including hard-to-access information such as clinical notes can benefit from new

revenue opportunities. Beyond reporting test results, diagnostic providers can use their data to improve population health and their bottom line.

Curated patient data that includes diagnostic, clinical, and financial data can be used for:

- Sharing in the cost savings to payors when laboratory data is used to help them manage their members
- Increasing reimbursement from claims appeals when clinical notes that support medical necessity are submitted
- Generating new revenue streams from the insights derived from de-identified aggregated data sets
- Developing real-world evidence (RWE) for peer-reviewed publications, support of clinical utility for coverage and FDA submissions for regulatory approval or clearance

Laboratories are uniquely positioned to provide data to improve the health of population cohorts. Payers working with laboratories individually, across multiple labs, and within health systems can identify members at risk for chronic diseases such as diabetes. Early interventions may prevent or delay disease onset, offsetting the cost of care for chronic conditions. These potential cost savings are at the heart of value-based care initiatives.

Laboratories can partner with payors to create shared risk programs for tests that demonstrate promising clinical utility. By sharing real-world data (RWD) and by certifying that clinicians are trained on the appropriate use and interpretation of assays, laboratories can negotiate preferred

vendor status, reduce barriers to test ordering, minimize denials, and improve test access for patients.

Curated data that includes diagnostic biomarkers, clinical information, and financial data can improve the laboratory's bottom line. Clinical notes, in particular, are critically important to the appeals process. The integrated data can also be used to develop real-world evidence supporting clinical utility, necessary for favorable coverage decisions. Additionally, RWD is valuable to various stakeholders, including pharmaceutical organizations, payors, and researchers for:

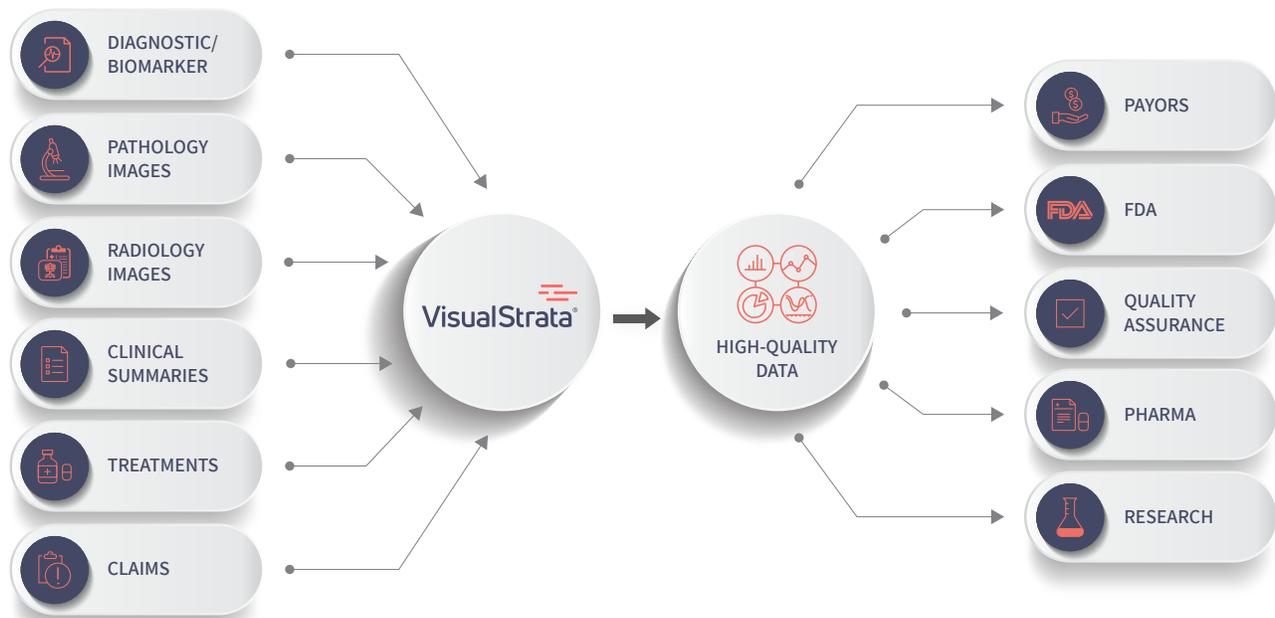
- Clinical trials
- Comparative effectiveness studies

- Expansion of drug claims
- Drug safety and effectiveness
- Patient adherence
- Population health
- Patient demographics
- Patient cohort characteristics and co-morbidities
- Patient outcomes
- Discovery of disease insights

Given XIFIN's diagnostic industry leadership and proven track record which includes 20 years of experience with more than 112 million patient records, we are well-positioned to work with laboratories and other healthcare stakeholders to strategically leverage real-world data.

## Multi-modal data from disparate data sources is transformed by VisualStrata into high quality healthcare data that can be used for multiple purposes.

VisualStrata enables the transformation of data into insights that reach beyond the individual patient



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