

Process

Model

LaaS

Missed  
Revenue

Problem

# Laboratory as a Service (LaaS)

Turnkey laboratory ownership for  
small to mid-sized practices



# In House Laboratories are Impractical

For most medical practices

Process

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Missed  
Revenue



**High  
Startup  
Costs**



**Compliance**

Inspections and certifications routinely updated



**Space  
Requirements**

Dedicated space needed



**Time**

Time to setup and launch can be 6 months or longer



**Staff  
Requirements**

Creates a staff burden and may need additional staff



**Ongoing Costs**

High ongoing operational costs

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200 toxicology cups per week  
generates over

**\$1M/yr**

# Proximity Lab™

## Lab-as-a-Service (LaaS)

Provides laboratories on a subscription or service basis, **eliminating the need for significant upfront investment** and operational complexity.

Allows healthcare practices to **access and operate a fully functional laboratory within their practice** without the usual financial and logistical burdens.

Includes the provision of necessary equipment, supplies, and ongoing support, making it feasible for practices of all sizes to benefit from in-house lab capabilities that **enhance patient care and streamline operations.**

# Overview

Full or shared lease in a fully-staffed and equipped, licensed and credentialed clinical laboratory

## Full Lab Suite



Proximity's Houston Lab Suites has multiple suites in an independent location that services practices that want to locate their lab off-site.

**Ideal for practices with > 100 specimens/week**

## Shared Instrument



Proximity has smaller practices that share an instrument. Each practice's lab runs once or more per week on designated days.

**Ideal for practices with 30 - 100 specimens/week**

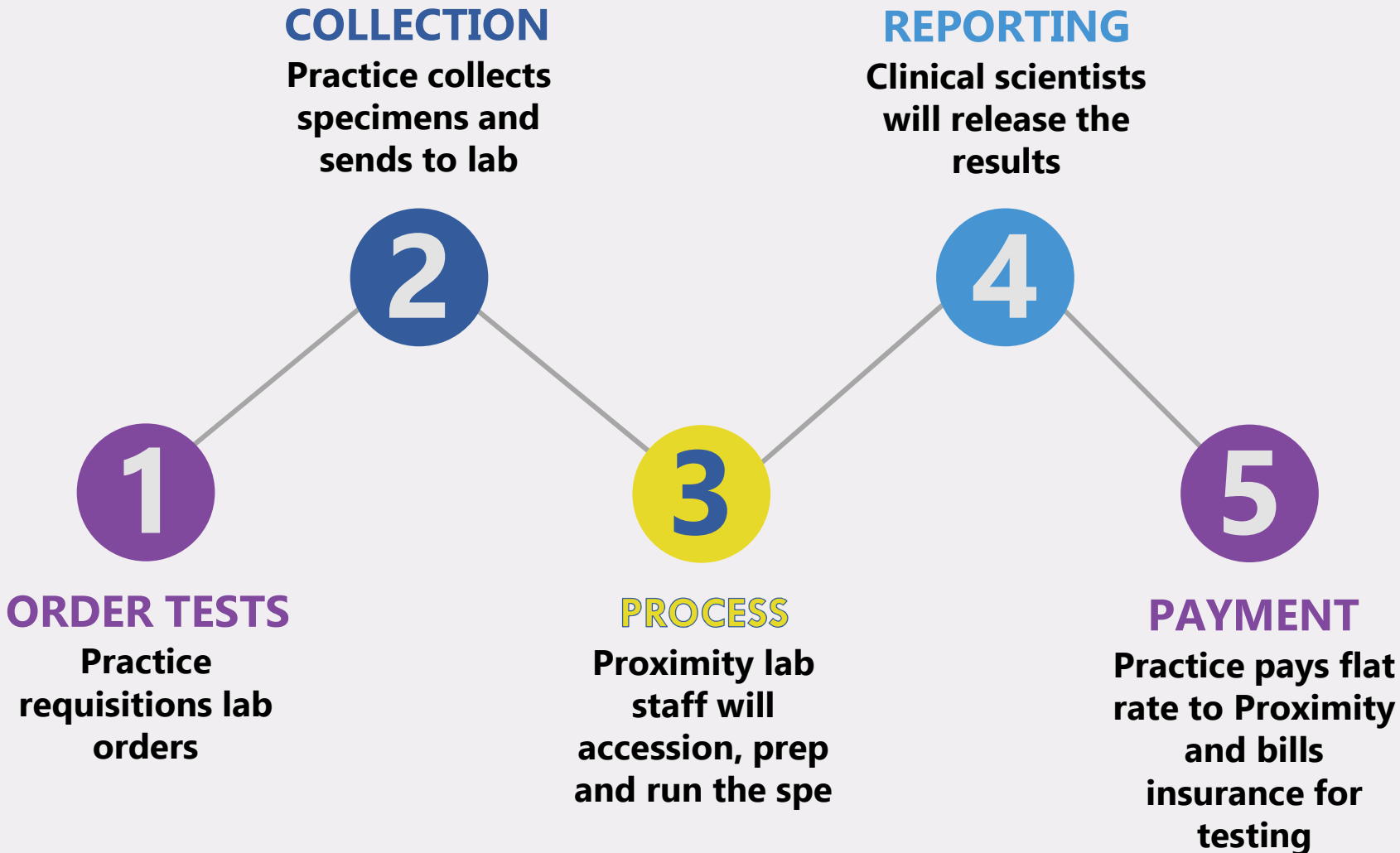
# How it Works

Full or shared lease in a fully-staffed and equipped, licensed and credentialed clinical laboratory

Process

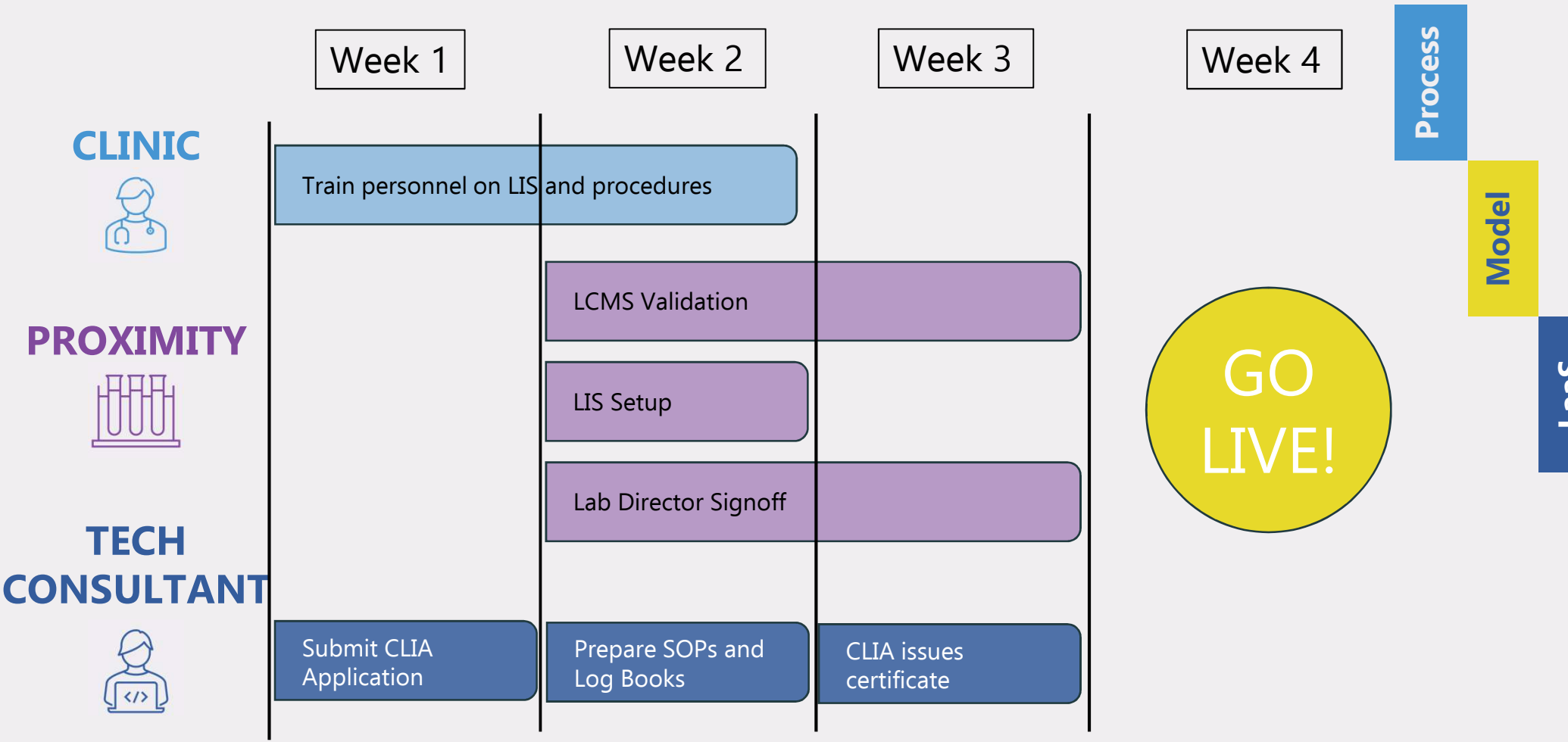
Model

Laas



# Quick Setup

Set up your full lab suite or share instruments in just 3 weeks!



# Financials

Add ancillary revenue without overhead or increased staff burdens

Medicare identifies **36 Drug Classes** per the AMA

Commercial carriers at minimum identify **24 drug classes**

## Billing Codes

**80307** Presumptive Screening

**G0480** 1-7 Drug Classes

**G0481** 8-14 Drug Classes

**G0482** 15-21 Drug Classes

**G0483** 22 or More Drug Classes

Drug Screening tests average about **\$50 per test**

High complex confirmations average **over \$200**

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