



**Quest**Diagnostics™ & The Ark Group  
present

**QuestSelect™**

A Lab Saver Solution for All of America



# QuestSelect™

- ▶ **Quest Diagnostics:** Fortune 500 company.
- ▶ **Headquarters:** Secaucus, New Jersey.
- ▶ **Staff:** Approximately 50,000 employees in over 2,600 locations
- ▶ **Market Capitalization:** Around \$19.2 billion as of March 10, 2025.
- ▶ **Operations:** They operate in the United States, Puerto Rico, Mexico, India, Ireland and Brazil.
- ▶ **Reach:** serves 1 in 3 adult Americans.
- ▶ **Lab Logistics:** Quest has a fleet of 25 aircraft and 3,750 courier vehicles to move specimens

# QuestSelect™

- ▶ Hospitals control over 90% of blood work revenue
- ▶ Hospitals control doctor referrals to only hospital facilities via electronic medical record (EMR)
- ▶ Hospital prices for blood work are often 2,000% of Medicare per carrier pricing (ie, Blue Shield)
- ▶ Subscription membership eliminates high pricing variation
- ▶ Quest enhances its market share with better priced lab care and no out-of-pocket for members

# Health Plan Claims Overview

- ▶ Two of the top 12 cost drivers for every health plan are blood tests
- ▶ Comprehensive metabolic panel (CPT 80053) & complete blood cell count (CPT 85025)
- ▶ Remove these two blood tests as cost drivers by eliminating pricing variability of over 2,000% in the same network
- ▶ Message: “no cost” care to plan members

# QuestSelect™

## Member Highlights

- ▶ No out-of-pocket lab care
- ▶ Includes blood, urine, pathology, cytology & cultures
- ▶ No surprise bill. In fact, no bill. \$0 Access Fee.

# QuestSelect™ Savings & ROI

Your Organization Name Here

Group Name	Member Count	2023 Spend	Quest Savings	Quest ROI
Organization X	22,000	\$7,868,618	\$6,812,618.00	596%

## QuestSelect™ Typical ROI Math

1. Take the number of health plan members and multiply by two to get # of blood tests per year, eg, 10,000 members means 20,000 blood tests.
2. Average commercial payer is \$60 per blood test for 20,000 tests is \$1,200,000
3. QuestSelect at a price of \$5 PMPM for 10,000 members equals \$600,000 for a 200% ROI and with *no out-of-pocket cost* for the members

# QuestSelect™ No bill. No Fraud.

- ▶ No unbundling, meaning making one blood test become three to get paid 3x
- ▶ Comprehensive metabolic panel (CMP) includes electrolytes (eg, sodium, potassium), liver function, kidney function and calcium level. It is one test CPT code 80053.
- ▶ CMP unbundled is a basic metabolic panel (BMP: CPT code 80048), liver panel (CPT code 80076) & calcium level (CPT code 82310)
- ▶ Note: there are no bills so no billing code fraud to be committed

# QuestSelect™ Implementation

- ▶ Health plan member ID becomes QuestSelect member ID
- ▶ QuestDiagnostics™ location link placed on each organization's website
- ▶ QuestSelect animated explainer video link or private labeled mp4 video file embedded on organization's website





# QuestSelect™ Member Journey

- When scheduling an appointment at a Quest location members can choose to Continue as Guest at the bottom of the following prompt.

Sign in to your account

Sign in to your account to make your appointment quicker or manage existing appointments.

Don't have a Quest account? [Create an account now](#)

Username \*

Password \*

[Forgot password?](#)

Continue as a guest

Sign in

# QuestSelect™ Member Journey

- ▶ If members are trying to schedule appointments on the Quest Diagnostics website, they are provided with the following choices...they need to choose the *1<sup>st</sup> option*.

**Insurance**

---

Would you like to provide insurance for the person being tested? \*

☐ I'll save time and provide it now.

☐ The person being tested will bring it to the appointment.

☐ The person being tested doesn't have insurance.

# QuestSelect™ Member Journey

- Once they choose the first option, they need to choose **QuestSelect™**.

The screenshot displays a web form titled "Primary Insurance". A dropdown menu is open, showing a list of options: "QUEST SELECT", "QUEST SELECT ALLIED BENEFIT SYSTEMS", "QUEST SELECT BENEFIT ADMIN SYSTEMS", "QUEST SELECT CORESOURCE", "QUEST SELECT CORESOURCE OP KS", and "QUEST SELECT FMH EXC CHS STL HLT CR NTW". The "QUEST SELECT" option is highlighted with a green border and two purple dots. To the right of the dropdown, there is a text input field with the placeholder text "g you out the door quicker. health insurance benefit plan?". Below this, there is a "Member ID" label and an empty text input field. At the bottom left, there is a "Group ID" label and an empty text input field.

# QuestSelect™ Member Journey

- ▶ Easy as 1, 2, 3!
  - ▶ Present your Member ID Card
  - ▶ Your client needs to say that have **QuestSelect™**
  - ▶ If your client receives a bill by mistake, simply upload the invoice to The Ark Group and we will have it fixed!

# QuestSelect™ Summary

1. No out-of-pocket for 1,200 lab tests
2. Access to the most common medical care prescribed by doctors
3. 2,600+ Quest Diagnostics locations
4. Remove 2 of the top 12 cost drivers of every health plan today, now & forever (blood tests)
5. No Claims. No Fraud. Elite Savings.

# QuestSelect™

## Questions?

Bill Hennessey, MD

[drbill@cgasaves.com](mailto:drbill@cgasaves.com)

c: 724-787-3925

Don Hansen

[Don@arkgroup.com](mailto:Don@arkgroup.com)

O: 866-725-0777

