

A Lab Saver Solution for All of America



- ► 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

- ► 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<sup>™</sup> 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.

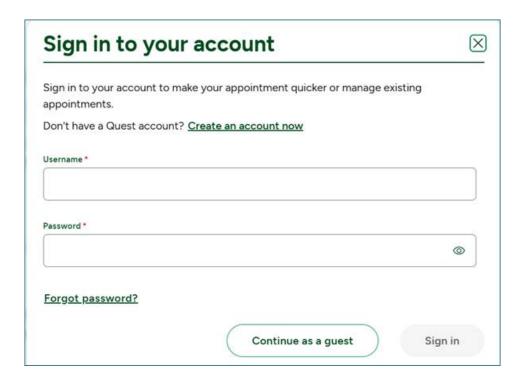
- No unbundling, meaning making one blood test become three to get paid 3x
- ► Comprehensive metabolic panel (CMP) includes electrolytes (eg, sodium, potassium), liver function, kidney function and calcium level. It is one test CPT code 80053.
- ► CMP unbundled is a basic metabolic panel (BMP: CPT code 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 **Quest**Select 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



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



▶ 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.				

► Once they choose the first option, they need to choose QuestSelect<sup>TM</sup>.



- ► Easy as 1, 2, 3!
  - ▶ Present your Member ID Card
  - ► Your client needs to say that have **Quest**Select<sup>TM</sup>
  - ▶ 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.

# Questions?

Bill Hennessey, MD

drbill@arkgroup.com

c: 724-787-3925

Don Hansen

Don@arkgroup.com

O: 866-725-0777

