

Advanced Diagnostics Management™ Solution Suite



Supporting Point-of-Care Decision-Making

Molecular and genetic diagnostic tests have reached \$6.2 billion in the U.S. in 2010 and are growing 15-20% per year. While these diagnostics hold great promise for improving diagnosis, treatment and care management, they also present challenges to payors, providers and labs.

Health plans find it difficult to measure utilization as there are just a handful CPT codes for the more than 2,000 molecular and genetic tests available today. McKesson data from plans covering 50M lives indicates 30% of molecular diagnostic tests are unidentifiable due to the generic nature of the CPT codes. As a result, plans pay claims without knowing which tests they are paying for and in what quantities. Without these measures, their ability to manage utilization is limited.

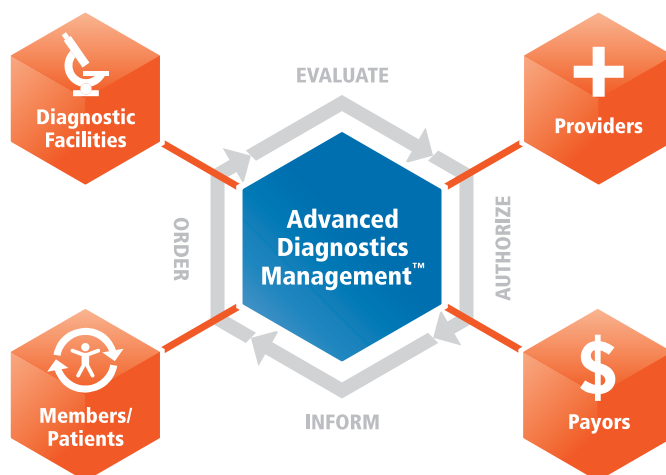
Providers lack the decision support tools to understand if a molecular test is appropriate, if it is covered by their patient's plan, and which is the best facility to perform the test.

Labs are often unable to check coverage to ensure orders are covered before the test is performed. These deficits can drive up denial rates and re-working of insurance claims, which increases costs. All these issues contribute to a perplexing environment for healthcare stakeholders, one that all too often puts them at odds with each other.

McKesson's Advanced Diagnostics Vision

McKesson created the Advanced Diagnostics Management suite of solutions to enable health plans, labs and ordering physicians to collaborate on making the best test choices at the right cost. Our transparent, intelligent, evidence-based and fully automated advanced diagnostics marketplace connects payors, labs and physicians to simplify administration and selection of tests.

Our point-of-care clinical and financial decision support for advanced diagnostics provides significant value by determining which diagnostic test is medically appropriate, whether it is covered and where it can be performed – all in real time.



The Advanced Diagnostics Management Solution Suite connects payors, labs, network providers and members to promote administrative simplification and selection of the best test at the right cost.

Advantages for Health Plans

- **Automated intelligence at point of care** – Provides the technology, evidence-based content and analytics to create the backbone for informed, automated molecular testing programs at all points of care: physician setting, lab and payor organization.
- **Strategic platform** – Scalable software-as-a-service (SaaS) IT platform serves as the backbone for managing molecular testing programs that help reduce administrative expense, hassles for physicians and inappropriate medical spend as well as ensure the right test decisions.
- **Seamless integration with partner services** – Technology platform allows partners such as genetic counseling providers to quickly and easily merge into the plan's workflow, enabling a complete turnkey molecular and genetic testing program.
- **Neutral, trusted advisor** – McKesson has been connecting healthcare stakeholders for generations. We can partner closely with health plans and labs to foster engagement and collaboration.

Advantages for Labs

- **Get paid for work performed** – Ensures clean, complete and covered orders so labs get paid for the tests they perform or send out.
- **Automated lab network** – Offers an automated lab-to-lab network to meet growing esoteric testing needs.
- **Enhance payor relationships** – Enables labs to build a healthy, profitable relationship with payors.

- **Integrated order management** – Provides labs with an integrated order management system for orders from physician offices, PSCs, SNFs and referring labs.

Advanced Diagnostics Management Solutions

- **Clear Coverage™** – An SaaS platform that automates coverage communication, notifications and authorizations and provides encounter-specific benefits, medical and network policies in real time at the point of care.
- **InterQual® Molecular Diagnostics Criteria** – Evidence-based clinical criteria for over 450 molecular and genetic tests delivered via interactive decision trees to guide appropriate clinical decisions. Developed by in-house clinical content experts and consultants, this set of criteria is the most comprehensive of its kind.
- **Clear Orders™** – An SaaS platform that embeds the functionality of Clear Coverage into orders for lab tests so physicians can select the optimal covered test and labs can create, aggregate and manage orders from all sources. It cleans orders for accuracy; applies coverage policies in real time; and delegates orders to LIS, other production systems and reference partners.
- **McKesson Diagnostics Exchange™** – An online research and ordering service that allows labs to expand their test offerings through easy-to-manage send-out relationships. Diagnostics Exchange brings all pertinent test information to labs, saving time and reducing risk for labs and physicians.

For more information, please contact your McKesson Health Solutions Sales or Account Executive.

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