PALMETTO LIKELY TO REVISE MDx TEST PRICING

There is good news for molecular diagnostic laboratories! In recent meetings with The California Clinical Laboratory Association (CCLA), Medicare carrier Palmetto GBA has indicated that their new gap-fill rates for 100+ new molecular diagnostic test codes are preliminary and could be revised before being submitted to CMS.

“We are now cautiously optimistic that Palmetto will engage in a more transparent process going forward. We have submitted additional data to Palmetto on behalf of CCLA and individual labs will be submitting additional data,” says Mike Arnold, executive director of CCLA.

“The original pricing we have seen is an initial foray and they are open to receiving comments and supporting cost data, which apparently they have been getting a lot of,” adds Rina Wolf, vice president at the billing management firm XIFIN Inc. Continued on page 3.

AURORA DIAGNOSTICS HIRE “CRISIS MANAGEMENT” EXPERT

Jon Hart has resigned as the president and CEO of Aurora Diagnostics (Palm Beach Gardens, FL) effective March 11. Aurora has hired Daniel Crowley, age 65, as its new president and CEO. Crowley is the founder and principal of Dynamic Healthcare Solutions (DHS-Sacramento, CA), a consulting firm that specializes in corporate turnarounds, managing crises and restructuring debt. Continued on page 2.

BIO-REFERENCE BUYS TWO LABS IN FLORIDA

Bio-Reference Laboratories Inc. (BRLI-Elmwood Park, NJ) has purchased two small clinical labs in Florida: Florida Clinical Lab and Meridian Clinical Lab. The acquisitions coincide with the launch of BRLI’s new laboratory service, Laboratorio Buena Salud, aimed at the Spanish-speaking population. The Hispanic population in Florida is the third largest in the nation. More than 4.2 million Hispanics reside in Florida, representing 23% of the state’s population. “We’re buying in Florida because we really thought it was a good place to build out a Spanish-first service,” Marc Grodmann, MD, chief executive of BRLI, told investors on a February 28 conference call. In addition, Grodmann noted that with the Affordable Care Act, tens of thousands of people in Hispanic communities across the country will have access to health insurance, and Bio-Reference will now have an infrastructure in place to deal with this new demand. Continued on page 2.
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