



## **Dramatically Increase Revenue With an In-House Laboratory**

**Customized plans and equipment set up allows your practice, no matter the size, to optimize your space and grow your clinic.**

**No two practices are the same;  
our solutions are custom fit to yours.**

**Get Started Today!**



## Customizing the Ideal In-House Laboratory

- Medical Source is a clinical laboratory consultancy and distributor of lab products, providing every client with unmatched expertise in the structure and function of a physician office laboratory.
- AMS and Medical Source will work with senior management to plan, implement, and optimize the most efficient and profitable clinical laboratory for the data and volume requirements of your patient base, while providing on-going support to ensure the solutions deployed deliver long-lasting value.
- The start-up costs and instrumentation needed vary greatly depending on a number of variables, such as the data and volume requirements of the laboratory.
- The majority of clients lease the instrumentation for 5 years and defer the payments for 6 months, as it takes approximately 90 – 120 days to set-up and begin generating revenues.
- The first step is a discussion regarding the data requirements to determine financial feasibility. A Pro Forma based these parameters and ordering patterns is generated which is also use for financing.

## The Key Components

- Clinical laboratory start-up
- Licensing and credentialing
- Regulatory and compliance
- Staffing
- Equipment selection
- Test menu selection
- Instrument setup and calibration
- Analytical & method validation
- Writing procedural manuals
- Preparing laboratory for inspection

