

**Biotech Beach**

## **XIFIN Releases New Research Detailing Labs' Role as Profit Catalysts for Health Systems to Support Value-Based Care, Compliance and Risk Mitigation**

November 6, 2019 | 3 min read



With the shift to value-based care and a realization that pre-existing enterprise solutions are suboptimal for laboratory revenue cycle management (RCM), the market is moving toward next-generation, end-to-end revenue cycle solutions with greater value propositions.

SAN DIEGO--([BUSINESS WIRE](#))-- With the shift to value-based care and a realization that pre-existing enterprise solutions are suboptimal for laboratory revenue cycle management (RCM), the market is moving toward next-generation, end-to-end revenue cycle solutions with greater value propositions. To provide decision-makers with greater insight, [XIFIN](#) commissioned IDC Health Insights to examine enterprise systems and laboratory-specific RCM, a previously overlooked area by many major IT analyst firms. In the recently published IDC White Paper, "Making a Case for Purpose-Built RCM: How Actionable Data and Lab Visibility Benefits Health Systems," IDC analyzes how laboratory RCM can improve the value of existing electronic medical records (EMRs), while maximizing reimbursements and supporting compliance efforts in the laboratory and reducing risk for health systems.

Hospital-based outpatient laboratories and outreach programs can be bogged down by high-cost structure and suboptimal volume models. Remote registration, complex workflows, and dirty or siloed data are too often commonplace, leading to vast inefficiencies and dissatisfactory experiences. For health systems to establish laboratories as a profit catalyst and data provider, rather than simply a cost center, the operational model must take the uniqueness and challenges of laboratory RCM into account.



better patient outcomes and experiences,” said Mitalaz Gregewi, Research Director, Provider IT Strategies, Lead Analyst, IDC. “Laboratories have the ability to become catalysts that positively impact the profitability of a health system, but to do that, these elements must be propelled across the operational model to benefit all stakeholders – including patients.”

The IDC White Paper emphasizes that the ideal end state for laboratories is a future-ready, high performance and service-oriented diagnostic profit center. To get there, next-generation and purpose-built laboratory RCM solutions are capable of handling larger data assets and proactively responding to new emerging market drivers, trends and challenges. The report also features:

A review of RCM specializations that benefit hospitals by maximizing reimbursements and supporting compliance and risk mitigation efforts.

Key findings from IDC interviews with four laboratories, drawing upon their learnings and experiences while seeking to transform their laboratories.

A balanced solution profile of XIFIN RPM as an example of a purpose-built laboratory RCM and business intelligence platform.

“Pre-existing enterprise systems like EHRs put forth the argument that they can solve laboratory problems with no additional cost beyond the original investment,” said Sandra Greefkes, Associate Vice President of Product Marketing at XIFIN. “For the last number of years, health IT teams have been focused on becoming data-rich, and they are now challenged to help their organizations be data-driven. Given the exponential growth of healthcare data, we need to shift away from the status quo of enterprise system data silos and enable data integrity and accessibility by embedding intelligent technology solutions within healthcare operations with data as a currency.”

To download the White Paper, please visit [www.xifin.com/resources](http://www.xifin.com/resources).

### **About XIFIN, Inc.**

XIFIN is a healthcare information technology company that leverages diagnostic information to improve the quality and economics of healthcare. The company's cloud-based technology facilitates connectivity and workflow automation for accessing and sharing clinical and financial diagnostic data, linking healthcare stakeholders in the delivery and reimbursement of care. To learn more, visit [www.XIFIN.com](http://www.XIFIN.com), follow XIFIN on [Twitter](#) and [LinkedIn](#), or subscribe to the [XIFIN blog](#).



## CONTACTS

Julie Sculley, 617.986.5730

[xifin@fleishman.com](mailto:xifin@fleishman.com)

Source: XIFIN, Inc.



View this news release online at:

<http://www.businesswire.com/news/home/20191106005661/en>

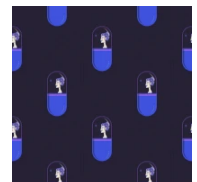


## LATEST

### PSYCHEDELICS

**With Lykos MDMA Rejection Letter Out, MAPS Founder Decries 'Change of the Goal Posts'**

Dan Samorodnitsky



### GOVERNMENT

**Senate Hearing Devolves Into Theater as Kennedy Accused of Breaking Vaccine Promises**

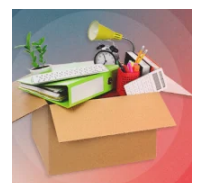
Dan Samorodnitsky

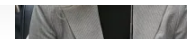


### LAYOFF TRACKER

**AC Immune To Cut 30% of Workforce**

BioSpace Editorial Staff





## IMMUNOLOGY AND INFLAMMATION

### Sanofi's Anti-OX40 Blocker Falls 'Well Below Expectations' in Phase III Eczema Study

Tristan Manalac

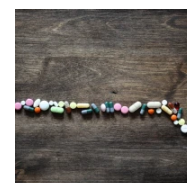


## FEATURED STORIES

### OPINION

#### DMD Gene Therapy's Inflection Point and the Case for Small Molecules

David Craig



### OPINION

#### Gene Therapy Should Not Be a Luxury

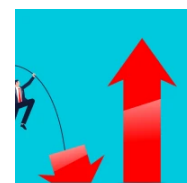
Dennis Sponer



### IPO

#### SPACs Line Up To Clear Biotech's IPO Backlog

Annalee Armstrong



### IPO

#### After 2021 SPAC Bubble, How Did These 6 Biotechs Fare?

Tristan Manalac



### IPO

#### After Short Stint as a Private Company, BBOT Leaves SPAC Process Ready To Execute

Annalee Armstrong





Email Address

\*Includes breaking news emails. By signing up you agree to our [Terms](#) and [Privacy Policy](#).

Subscribe

## MORE ON THIS TOPIC



**GENETOWN**

### The Best Way to Answer Salary Interview Questions

June 11, 2024 · 4 min read · Lorenzo Soliman



## JOB TRENDS

### Life Sciences R&D, Manufacturing Talent Becoming More Difficult to Find: Report

June 6, 2024 · 3 min read · Greg Slabodkin



## BIOTECH BEACH

### The ABCs of Biopharma This Week: ASCO, BIO and Cancer





## BUSINESS

### BIO24 Kicks Off in San Diego as City's Biotech Hub Gets Hit with Jobs Downturn

June 3, 2024 · 5 min read · Tyler Patchen

**Discover** the latest in life science news and jobs. BioSpace is the digital hub for life science news and jobs. We provide essential insights, opportunities and tools to connect innovative organizations and talented professionals who advance health and quality of life across the globe.

BioSpace is the digital hub for life science news and jobs. We provide essential insights, opportunities and tools to connect innovative organizations and talented professionals who advance health and quality of life across the globe.

## EXPLORE

News

Jobs

Newsletters

Podcasts

## MORE

Events

Reports

Career Advice

NextGen



Companies

Archive

ABOUT

About BioSpace

Editorial

Join Our Team

Support

Terms & Conditions

Privacy Policy

RSS Feeds

ADVERTISE

Employer Login

Post Jobs

Talent Solutions

Advertise

Submit a Press Release

Submit an Event

© 1985 - 2025 BioSpace.com. All rights reserved.