

New Clients Lead To Significant Growth For NSMC Labs

With the recent addition of Spaulding Rehabilitation Hospital - a fellow member of Partners HealthCare -- and the South End Community Health Center to its ever-expanding roster of clients, the NSMC Laboratory will soon be processing 4.6 million billable tests per year, up five hundred thousand tests from last fiscal year. Over a dozen significant new clients have started sending their lab work to NSMC in the past year, including McLean Hospital, another Partners member, this past December.

"McLean has served as a great reference for building our client base in the greater Boston area," says Bob Page Administrative Director of Laboratory Services. "With their endorsement, we've been able to add a number of new medical facilities, physicians and health clinics, as well as long-term nursing facilities, community health centers and visiting nurses associations."

Also helping generate new business has been the Partners Laboratory Committee (formerly the Lab Send-Outs Committee) that was formed last year to better understand lab utilization throughout the Partners system and create efficiencies through cooperative efforts. Lou Woolf, NSMC Executive Vice President and Chief Operating Officer, is the former co-chair of this group and continues to play a key role in advocating for the NSMC Lab within Partners.

A fully accredited, state-of-the-art facility, the NSMC Lab was one of the first labs in the state to install and implement a fully automated system for preparing blood specimens for testing. In addition to servicing all NSMC facilities and Shaughnessy-Kaplan Rehabilitation Hospital, the Lab also provides services to 35 nursing homes and 80 physician practices

"We are very pleased to have been selected to provide our services to Spaulding and South End Community Health Center," says Page. "What sets the NSMC lab apart is that we are able to combine the custom service of a community hospital laboratory with the breadth and technology and efficiency of a commercial laboratory."

Spaulding Rehabilitation Hospital is one of the largest rehabilitation facilities in the United States, providing comprehensive rehabilitation and complex medical management services. A teaching hospital of Harvard Medical School, it is a member of Partners HealthCare and its 170-bed main campus is located in Boston.

The South End Community Health Center (SECHC) was established in 1969 and is an independent community-based comprehensive care organization. SECHC serves a diverse population of over 13,000 patients who average 60,000 visits per year.