



As part of an ongoing marketing effort to attract new business, NSMC Laboratory has recently finalized an agreement to provide all laboratory services to McLean Hospital. A Harvard-affiliated psychiatric facility and fellow member of Partners HealthCare, McLean will add an additional 100,000 tests to the NSMC Lab for processing on an annual basis.

“Not only will this new relationship utilize resources within the Partners system more efficiently—McLean previously outsourced all of its lab services—but it will also improve clinical quality since NSMC adheres to the very highest JCAHO and College of American Pathologists (CAP) standards,” says Bob Page, Administrative Director of Laboratory Services.

“This is a great example of two Partners hospitals working together to everyone’s benefit.” From McLean Hospital’s perspective, working with NSMC will be beneficial on many levels. “Along with a positive financial impact, I’m looking forward to improvements in clinical quality, results reporting and service that I’m confident NSMC can provide,” says Tom Welenc, McLean’s Director of Administrative Services. “It has been a pleasure working with Bob Page and his clinical laboratory team during the very successful implementation process here at McLean.” Connectivity between NSMC and McLean will further enhance operations by making test results available online.

The laboratory services relationship between NSMC and McLean was initiated in March 2005 when Page, Tony Guidi, M.D., NSMC Chairman of Pathology and Wendy Daigle, Sales and Marketing Manager for the Lab, met with senior leadership at McLean Hospital. NSMC and McLean reached a final agreement this fall and services officially began on December 17, 2005. With this kind of collaboration in mind, Partners has since formed the Lab Send-Outs Committee, co-chaired by Lou Woolf, NSMC Executive Vice President and Chief Operating Officer, to better understand lab utilization throughout the system and create efficiencies through cooperative efforts.



A fully accredited, state-of-the-art facility, the NSMC Lab was one of the first labs in the state to 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. Over 4.2 million billable tests were processed last year and the goal for 2006 is to grow the annual volume to more than 4.5 million tests.

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