

How Does Your Pathology Laboratory Proposal Stack Up vs. In-Office Pathology?

Feature	IOP	vs.	Others	Don't Know
New Leica Laboratory Equipment?	(✓)		()	()
100% Financing at Competitive Rates?	(✓)		()	()
No Money Down and 90 Days Before Payments?	(✓)		()	()
Laboratory Design by an Architect?	(✓)		()	()
Design Review by IOP Histotech Consultant?	(✓)		()	()
Profitability Analysis? (NOT just costs)	(✓)		()	()
Policy/Procedure Manuals Provided?	(✓)		()	()
Laboratory Computer System Included?	(✓)		()	()
Non-Microwave Tissue Processing?	(✓)		()	()
Pathology Grossing Station with Vent Hood?	(✓)		()	()
Project Manager for 90 Working Day Finish?	(✓)		()	()
Mock Inspections to Insure Compliance?	(✓)		()	()
Blind Benchmarking Review vs. IOP Clients?	(✓)		()	()
Local Histotech Consultant for Support?	(✓)		()	()
Expert Pathology Billing Services Available?	(✓)		()	()
Histotech Recruitment?	(✓)		()	()
Pathologist Recruitment/Negotiating?	(✓)		()	()
Hot & Cold Tissue Embedding Center?	(✓)		()	()
Automated vs Manual Microtome?	(✓)		()	()
2 Microscopes (Pathologist & Tech)?	(✓)		()	()
2 Flammable Storage Cabinets?	(✓)		()	()
Managed Care Expert for Credentialing?/ Contracting?/and Reimbursement?	(✓)		()	()

IOP has spent over 10 years refining our turnkey solution to physician income compression. To have a successful and profitable in-office pathology laboratory you need to have all the items checked off above. Others will have only a few items checked off. With over 50 installations in 24 states, we are the market leaders. We created this business in 2004 and changed the paradigm in pathology forever. To join the IOP network of successful laboratories call 800.280.3785. Visit us at www.iopathology.com.

 **IOP**
IN-OFFICE PATHOLOGY
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