



# Centralized Quality Service Model: How to Achieve the Impossible

Jen Ord, System Quality Director

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# Topics of Discussion

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- ✓ Who are We?
- ✓ Who am I?
- ✓ What is Quality to Us?
- ✓ What are the Challenges?
- ✓ What are the Solutions?

# Who are We?



Laboratory Sciences of Arizona, LLC

Management Group

Joint-Venture:  
Banner Health &  
Quest  
Diagnostics

Sonora Quest Laboratories, LLC

Laboratory Sciences of Arizona

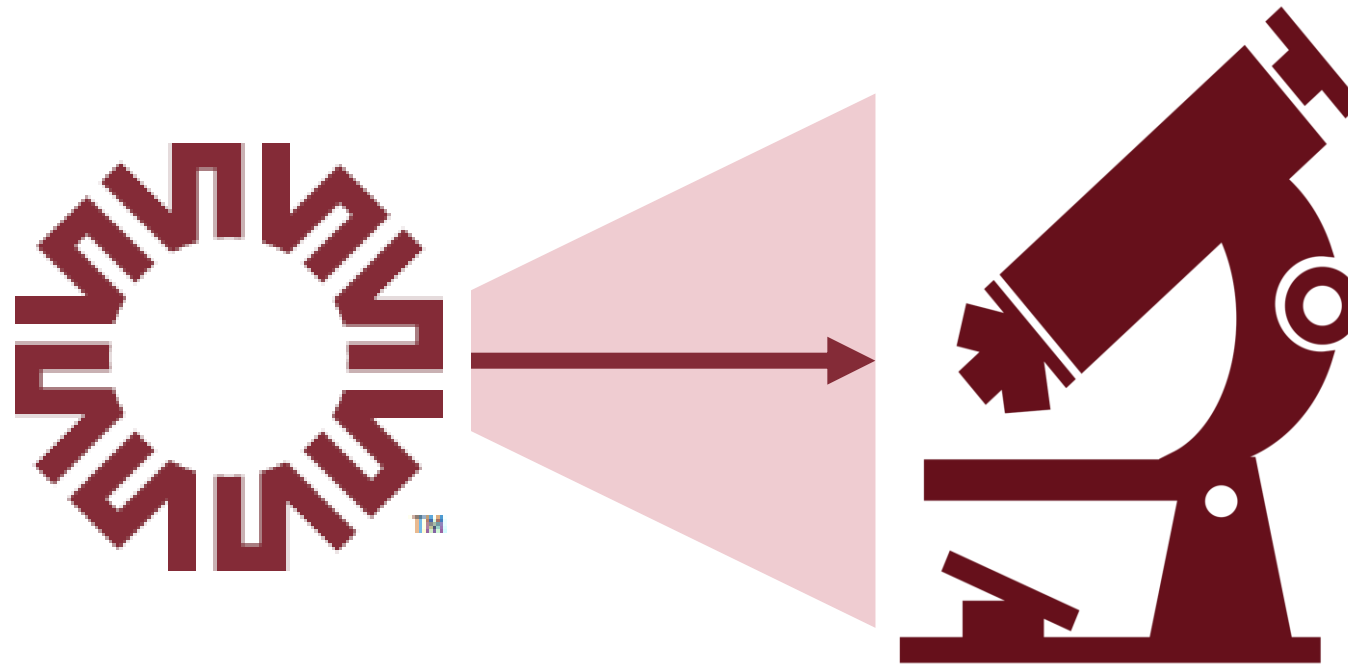
- 18 Commercial Laboratories
- 75+ Patient Service Centers
- 400+ Inter-Office Phlebotomy Locations

- 18 Hospital Laboratories
- *11 Hospital Laboratories + 1 Commercial Laboratory (Acquisitions in 2019)*



# Logo

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# Who am I?

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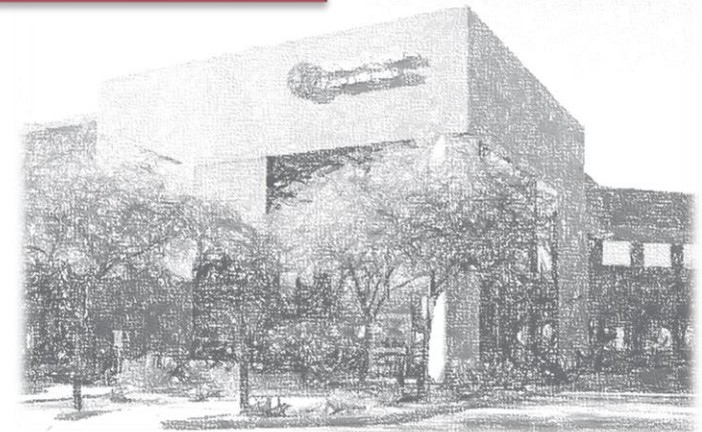
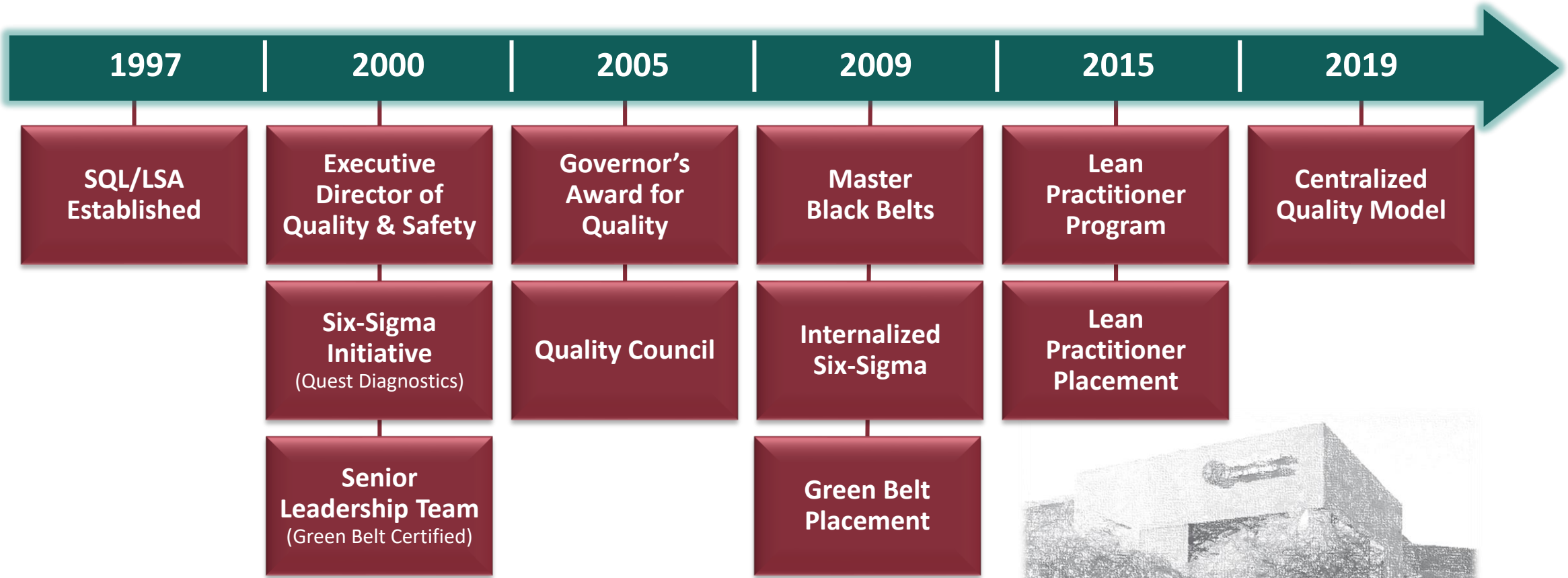
## Career Highlights

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- Medical Laboratory Scientist for 18 years
- Core/Blood Bank/Microbiology
- 14 Military & Civilian Laboratories
- 5 States
- Favorite Food: Bacon
- Management Roles:
  - Non-Commissioned Officer In Charge
  - Quality Informatics Coordinator
  - Director of Laboratory Services



# What is Quality to Us?





# What is Quality to Us?



## “Differentiate Through Value”



### Drive Performance Excellence

- Measure & Manage the Right Things
- Continuously Improve Performance
- Safeguard Diagnostic & Information Assets



QUALITY

INNOVATION



### Invest in Innovative Solutions

- Relocate SQL/Papago Campus On Time & On Budget
- Execute Business Excellence Strategies
- Launch Lab Future State 2.0

### Engage & Inspire Each Other

- Attract, Develop & Retain the Best People
- Connect All Employees Via Technological Solutions



EMPLOYEES

CUSTOMERS



### Provide an Exceptional Experience

- Build a Customer-Obsessed Culture
- Simplify Customer Interactions Through Technology

### Accelerate Growth

- Establish Value Added Revenue Streams
- Support Banner Health & Quest Diagnostics Growth Strategies
- Minimize Cost & Reduce Waste



GROWTH

#### Our Mission

Drive Exceptional Customer Value Across the Continuum of Care

#### Our Vision

Be the Trusted Leader in Diagnostic and Information Services

#### Our Values

Accountability, Collaboration, Compassion, Integrity, Quality

#### Our Ethical Behaviors

Decent, Fair, Honorable, Truthful

#### OUR FOUNDATION

PROPRIETARY INFORMATION - FOR INTERNAL USE ONLY

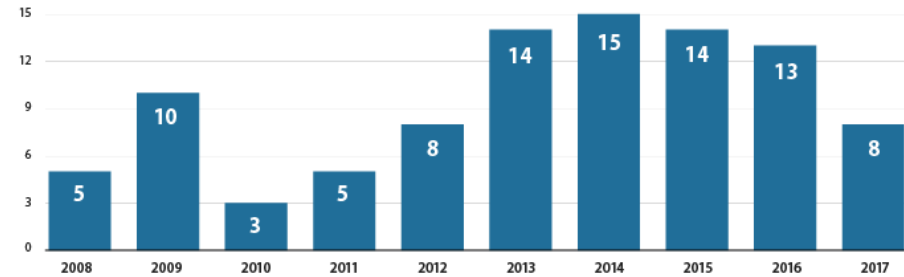


# Challenge: Healthcare Environment

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FIGURE 1  
Rural hospitals closures have increased  
Nationwide rural hospital closures, 2008–2017



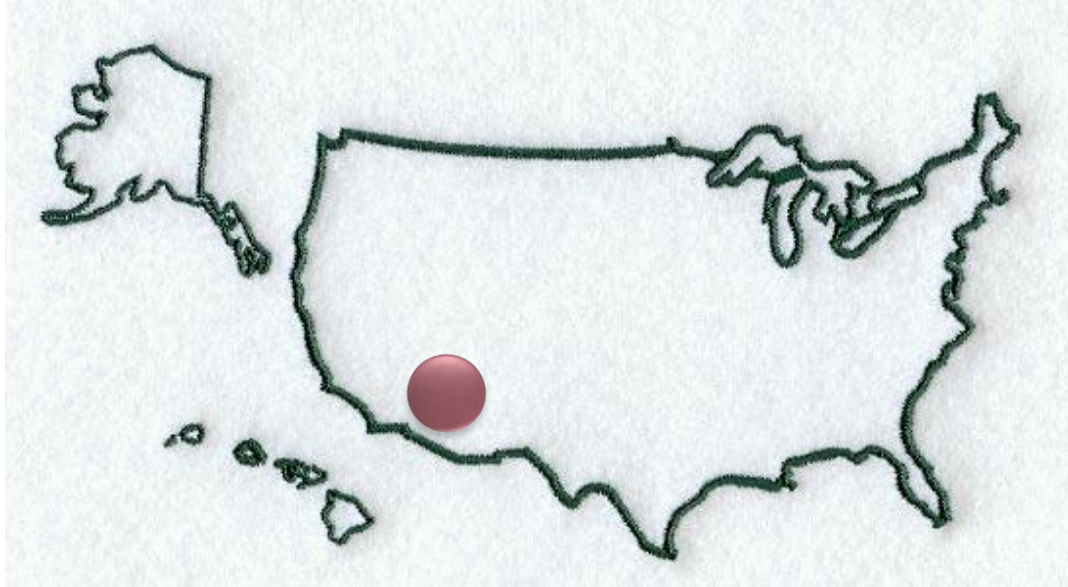
Source: U.S. Government Accountability Office, "Rural Hospital Closures: Number and Characteristics of Affected Hospitals and Contributing Factors" (Washington: 2018), available at <https://www.gao.gov/assets/700/694125.pdf>.



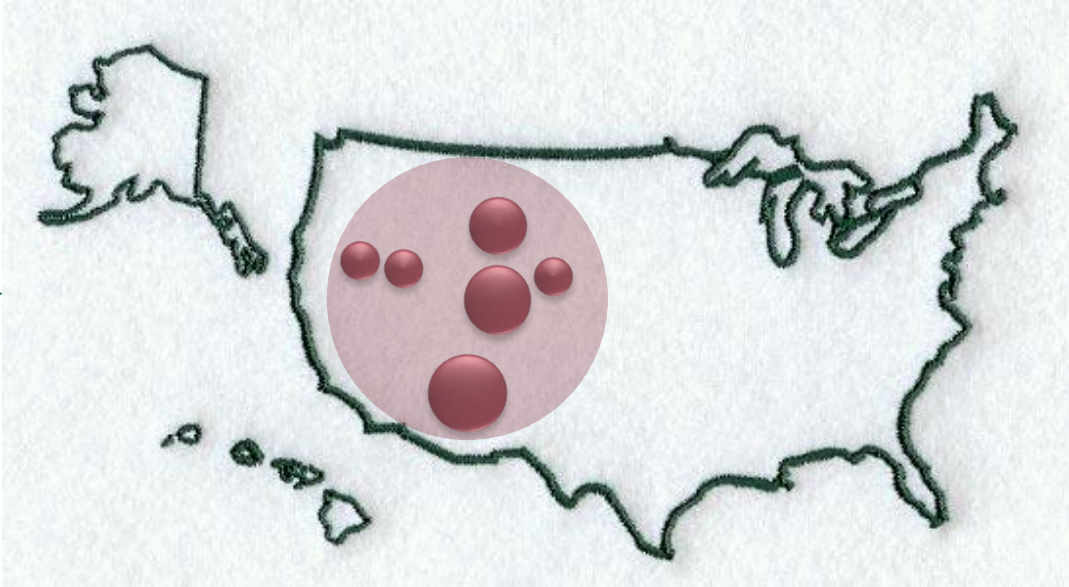


# Challenge: Acquisitions

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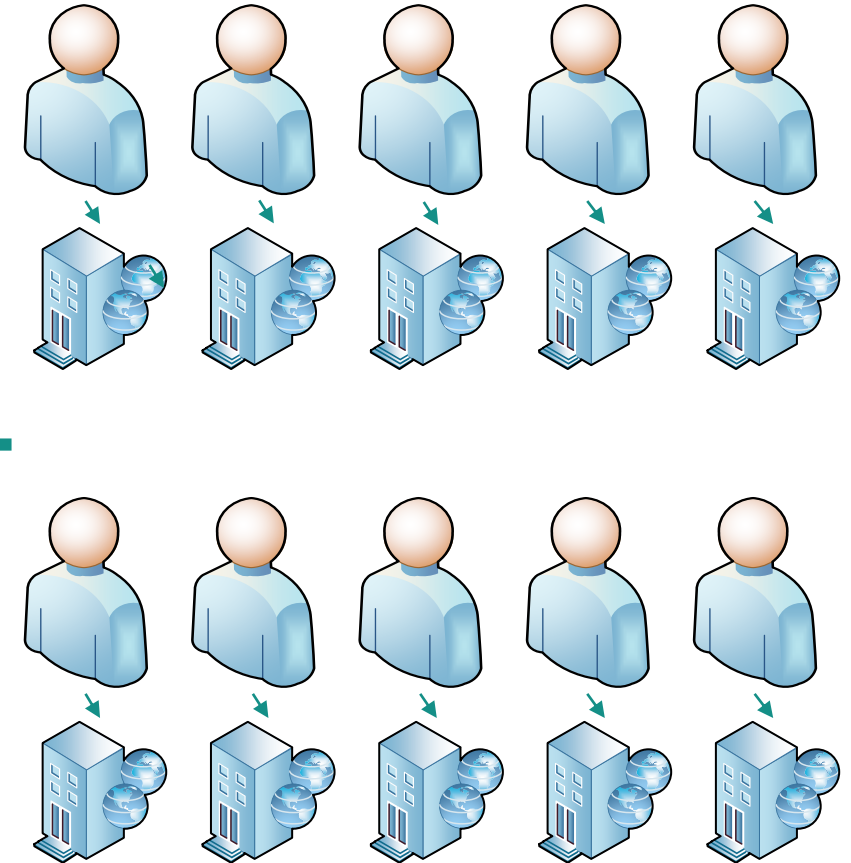
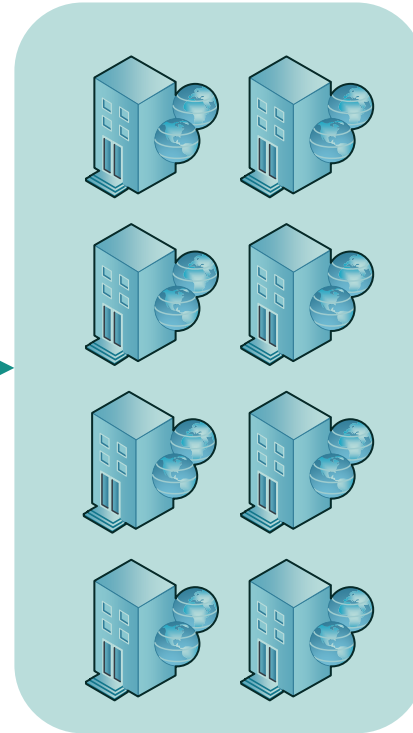
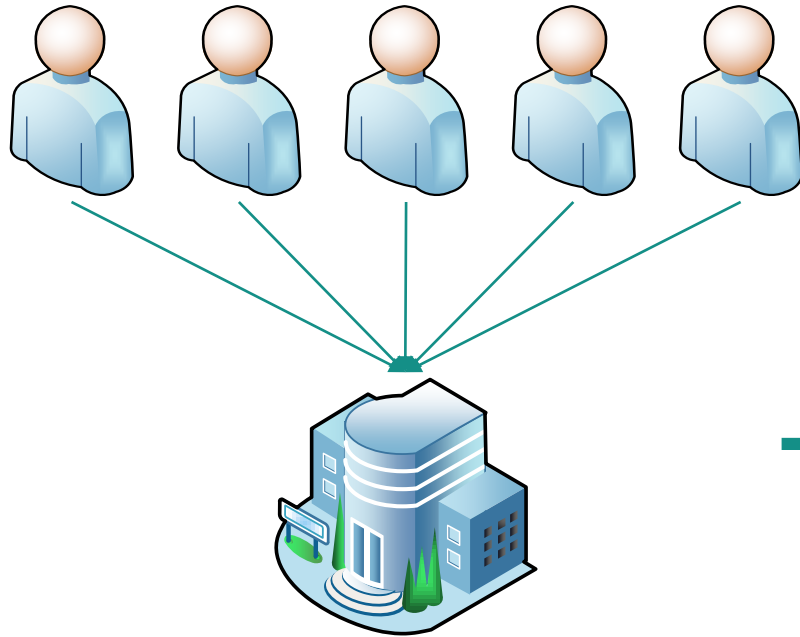


**2018 State:**  
**36 CLIA Licenses**  
**1 State**



**2019 State:**  
**48 CLIA Licenses**  
**6 States**

# Challenge: Personnel Structure



- Highlights:
- Different Job Functions
  - Different Job Scopes
  - Same Knowledge Base

# Solution: Plan

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## Creating a Successful Plan

- 1) Observations
- 2) Voices of the Customer
- 3) Voices of the Team
- 4) Understanding History
- 5) Timeline
- 6) Establish Goals

## Executing a Successful Plan

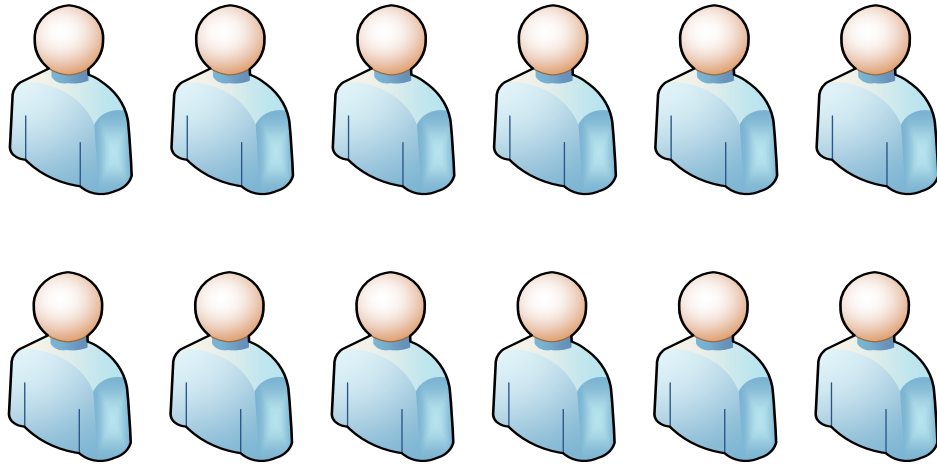
- 1) Communication
- 2) Visual Representation
- 3) Presence
- 4) Follow Timeline
- 5) Reflection
- 6) Again...Communication



# Solution: Personnel Structure

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Complete Restructure for Quality



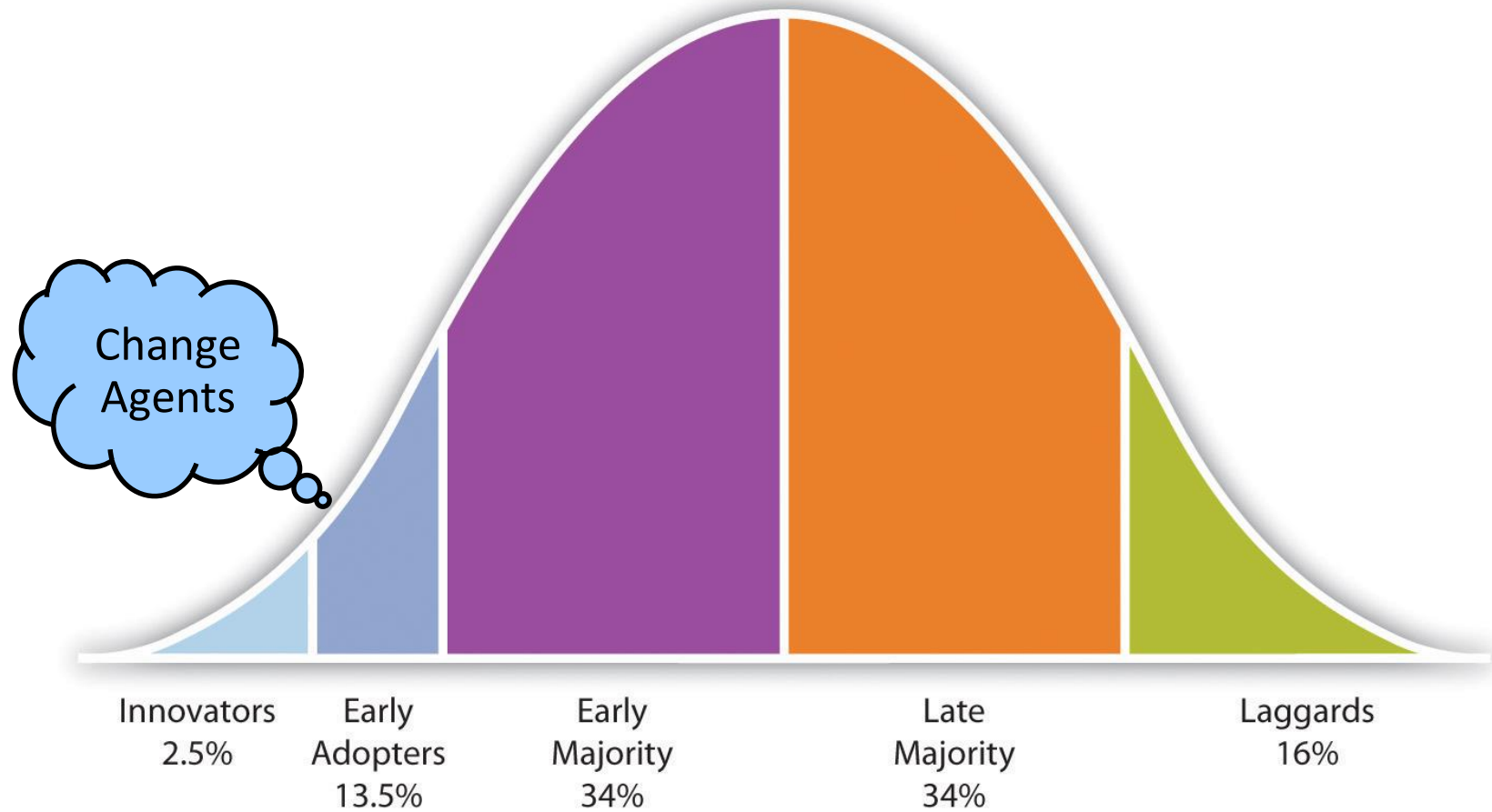
- Highlights:
- Same Job Functions
  - Same Job Scopes
  - Focused Tasks



X 48 Laboratories

# Solution: Change Agents

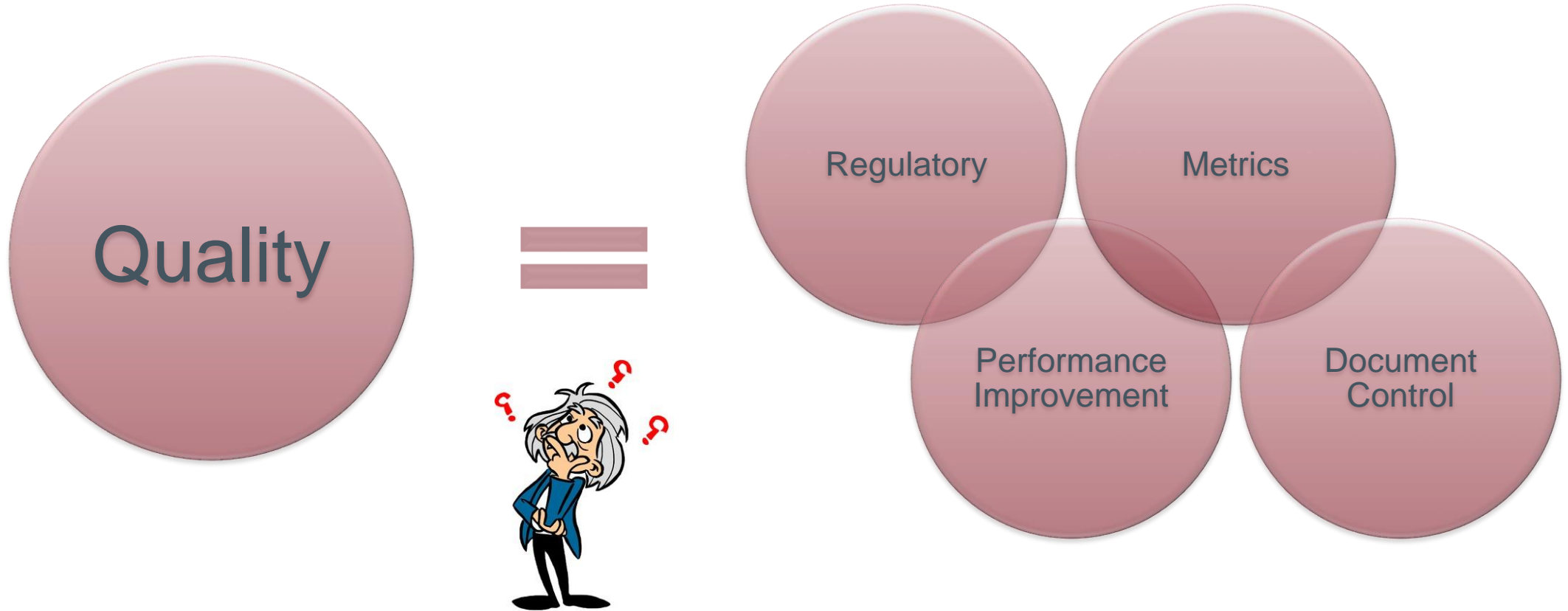
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# Solution: Simplicity

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# Solution: Details

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## Regulatory

- Inspection Readiness
- CAP/COLA Resource
- Inspection Oversight
- System Inspection
- Peer Inspection
- Report Content Review
- Change in Medical Director
- Investigation Audit



## Performance Improvement

- Quality Site Walkthroughs
- Hospital Event Reporting
- Commercial Event Reporting
- Lean/Six-Sigma Project Management
- Root Cause Analysis
- Critical Client Concerns



## Metrics

- Annual Quality Management Plan
- Key Indicator Report
- Action Plan Management
- Client Quality Report
- Proficiency Testing Performance



## Document Control

- Centralized Electronic Document Control Program
- Training Reports
- Program Back-Ups
- Quality Policy & Procedure Review
- Delegation of Responsibilities Management
- Laboratory Testing Personnel List Management

# Achieving the Impossible!

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What does it take?



# Achieving the Impossible!

What does it take?



Thank you!

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Q & A