

# COVID-19

Offering expanded capacity and increased diagnostic capabilities during this time of crisis.



May 1, 2020

## COVID-19 Testing Supply for Kentucky's Hospitals

The week of May 4, is important to Kentucky's hospitals. This is the week that hospitals will be assessing their comprehensive need for COVID-19 testing capacity and considering what, if any, shortages they are facing. The reason this is so important is Mako Medical Laboratories has reserved a portion of their daily testing capacity for Kentucky's hospitals (5,000 COVID-19 RT-PCR tests per day for Kentucky).

If you would like access to this testing reserve, please review this article carefully and take note of the "Begin Implementing Today" section below. Your timely response is imperative if Kentucky hospitals wish to keep the COVID-19 test capacity that Mako has reserved for Kentucky hospitals.

### **With Mako, Kentucky's Hospitals get:**

- ✓ Faster Test Results
- ✓ Greater Reliability
- ✓ Reserved Testing Capacity
- ✓ 100% Transparency with pricing that is less than the CMS Reimbursement Rate

### **Rapid Turnaround Time**

Mako maintains a 24-36 hour turnaround time for all COVID-19 testing from the time they receive the specimen at their lab. However, their goal is to return a test result back to the ordering provider in under 24 hours.

## Solid Supply Chain

Mako maintains stock of collection kits with ten sources under contracts. Test kits are available with an intact supply chain. Mako is designated as a preferred partner of ThermoFisher, therefore, Mako will receive priority service for reagents and laboratory supplies.

## FDA Approved

The Mako COVID-19 test is FDA approved under ThermoFisher's EUA. Mako successfully completed studies with the North Carolina State Health Laboratory and American Esoteric Laboratories, and received 100% reconfirmation and no discordance in the results.

**To learn more, watch KHA's recorded webinar with the founder of Mako Medical.**

*Actual meeting starts at 14:30.*

<https://join.onstreammedia.com/play/41054140/29950-mako-presentation-khsg>

## **Begin Implementing Today**

If you want to begin testing today, please contact Ryan Nibert of Mako Medical via [rnibert@makomedical.com](mailto:rnibert@makomedical.com) or phone at **(304) 261-0072** to quickly receive the draft agreement language for your hospital's review and execution with Mako.

Or, if you have other questions, Pam Kirchem, of KHA Solutions Group, can be reached directly at (502) 220-8430.

To get started:

1. Hospital needs to reach out to Ryan Nibert as the Mako Team Leader for this initiative in Kentucky – [rnibert@makomedical.com](mailto:rnibert@makomedical.com) or via (304) 261-0072.
2. He will forward the draft agreement for hospital review/editing/approval/executing, or the hospital can send their own pre-approved agreement and Mako will quickly review.
3. Hospital needs to assign a **COVID Testing Coordinator** to be a single point of contact for coordination
4. While the agreement draft is being reviewed, hospital should assess the following:
  - a. What is the number of COVID test kits they project will be needed for the next 30 days?
    - i. Internally for their staff, inpatients, outpatients
    - ii. Externally for community partners like nursing homes, other provider groups, and employers – the hospital should be the hub

- b. How many test kits does the hospital have on hand or can source through other methods?
  - c. The difference between the first two numbers should represent what the hospital needs to commit to ordering from Mako. This is the hospital's "Test Kit Commitment."
  - d. This commitment should be documented and signed by the hospital leader who is authorized to make commitments.
5. The goal should be to have the following completed by Friday, May 8:
  - a. Execute the Mako Agreement
  - b. Make the commitment for Test Kits needed from Mako for the next 30 days
6. Each hospital's COVID Testing Coordinator will work with Ryan Nibert to schedule delivery of test kits and a logistics plan for getting specimens to Mako Labs.
7. Mako's commitment in this Kentucky Initiative:
  - a. 5K COVID-19 RT-PCR tests per day for Kentucky
  - b. If demand is robust and moves quickly, Mako is open to increasing that reserve capacity for Kentucky hospitals to 10K/day

### **Finally: The Cost**

Mako Medical is offering \$85 per specimen through this agreement. This includes all collection kits, logistics and interpretation. The Mako partnership with each hospital will be a normal laboratory agreement. This allows each hospital to be able to bill all payors for this test and capture the revenue difference between Mako's cost and your reimbursement. This allows your hospital to be able to see profits from testing and still receive dedicated service.

The KHA Solutions Group Partnership with Mako Medical Laboratories is an important step in getting the state's hospitals back to business serving patients as quickly as possible.