



MASSACHUSETTS

# HELP YOUR PATIENTS SAVE MONEY

Many patients' health plans require them to pay a share of the cost for outpatient lab services and imaging. That includes more than one third of our membership—about 770,000 people—who have high-deductible plans. But most people don't know that they can choose where to go to get lab tests, X-rays, or high-technology radiology imaging.

Help your patients understand their options by letting them know they can choose a freestanding clinical lab or imaging center instead of the physician's office or hospital lab or imaging center. And that choosing a freestanding facility could save them money.



**Examples of freestanding clinical labs:**  
Quest Diagnostics, LabCorp

**Examples of freestanding imaging centers:**  
Shields Health Care Group,  
Premier Diagnostics

## Clinical lab services

Freestanding clinical lab services and imaging centers are typically the least expensive option.



Freestanding labs & imaging



Physician-based labs & imaging



Hospital-based labs & imaging

*Average test cost comparison*

## WORKING WITH FREESTANDING LABS AND IMAGING CENTERS IS EASY AND EFFICIENT

They may:

- Offer online test ordering
- Integrate with electronic medical records
- Reduce total medical expense
- Help patients save money