

# Strategic Collaboration at work

A hybrid lab management collaboration to drive quality and efficiency at Barnabas

## Situation

Barnabas is New Jersey's largest not-for-profit integrated healthcare delivery system, with 7 hospitals in the northern part of the state. Like other large systems, Barnabas was looking for creative solutions to deliver high-quality, cost effective services and to expand their scale while consolidating their offering and standardizing their platforms.



## Challenges

Northern New Jersey is a competitive marketplace, especially for esoteric tests, and that's where Barnabas wanted help managing their test menu and operations. In addition to the high-cost and increased overhead associated with esoteric testing, it's challenging to standardize and manage utilization. The question was how could Barnabas be efficient yet offer the high quality required to appeal to physicians?



**One way to evaluate a partnership like the one we have with Quest** is to sit and wait for all the complaints from the medical staff and incumbent pathologists. But I have to tell you something. **I've gotten none.**

—  
Barry H. Ostrowsky  
President & CEO

## Solution

Quest Diagnostics presented data-driven, strategic answers to this tough question. A multidisciplinary team collaborated on a model that focused on test utilization and operational efficiency, leveraging combined assets within the geography. The offering now includes access to a wider range of tests, and the development of a microbiology center of excellence.

## Results

The collaboration has driven cost reductions and standardization across the Barnabas footprint. Moving forward, the partners will continue to expand their esoteric and next generation sequencing test menu offering.



**Learn more about how Quest serves health systems.**

Visit [QuestForHealthSystems.com](http://QuestForHealthSystems.com) or contact your health systems representative today.