



Implementing PCR Testing at your Primary Care Practice

Maryland Department of Health - Testing Adoption Project

Agenda

- Who We Are (MDH TAP) & Why We're Here
- Possible Testing Implementation Methods
- Labs and Test Kits
- Questions?

Who We Are

Maryland Department of Health (MDH) Testing Adoption Project (TAP)

- Team consisting of staff across multiple different offices in MDH
- Goal is to encourage the implementation of COVID-19 PCR testing in the ambulatory care setting
- Achieve this by:
 - meeting with Primary Care Practices
 - sharing information about testing and implementation options
 - fielding/answering questions you may have
 - assisting with overcoming hurdles preventing COVID-19 testing adoption

Why We're Here

COVID-19 case counts, positivity rate, and mortality rate
are all on the rise in both the U.S. and Maryland.

Why We're Here

Our best defenses against COVID-19 are mitigation strategies (mask wearing, social distancing, etc.), **testing**, contact tracing, hospital treatment modalities, therapeutics, and vaccinations.

Ultimately, our job is to help you navigate implementing COVID-19 PCR testing at your Primary Care Practice through information sharing, fielding and answering questions you may have, and helping you overcome obstacles preventing you from testing.

Possible Testing Implementation Methods

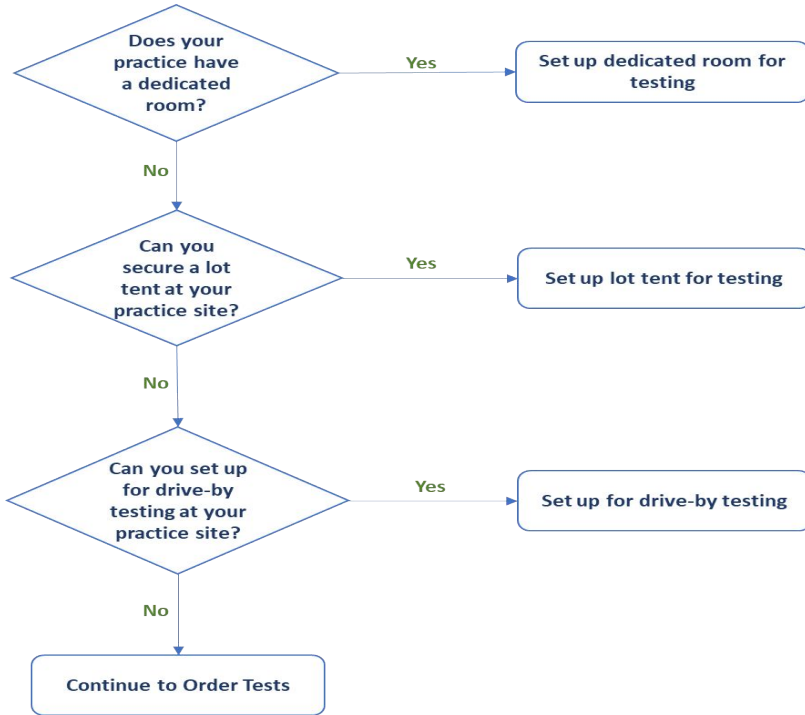
Possible Testing Implementation Methods

- In-Office
- Drive-Up/Parking Lot
- Patient Pick-Up and Take Home
- At-Home/Telehealth

In-Office Testing

- Testing patients for COVID-19 directly at your primary care practice provides several benefits:
 - **Likelihood of timely testing** - when patients are tested immediately on-site, you can guarantee they will be tested without delay. Without in-office testing, patients may not get tested that day or at all, either from choice or circumstance.
 - **Tracking patient status** - in-office testing ensures the testing provider is notified of positive result rather than seeking a result from another source.
 - **Can Reduce PPE Usage** - If test is self-administered by the patient, less PPE is needed.

Drive-Up/Parking Lot Testing



- Testing patients for COVID-19 in a drive-up/parking lot setting has several benefits:
 - **Spacing** - Since individuals are in their own vehicle, you do not need to supply a separate space for testing
 - **Reduce PPE Usage** - Fewer staff are interacting with the patient, less PPE would be used
 - **Faster** - Potentially see more patients since intake paperwork can be done in advance

At-Home Testing/Telehealth

- Testing patients for COVID-19 using At-Home Testing/Telehealth has several benefits:
 - **Control the Spread** - the initial patient visit and results follow-up visit can be via telemedicine, whether the patient is symptomatic or asymptomatic
 - **Access to Homebound** - if your patient is homebound, they are still able to receive testing
 - **Flexible with Patient Comfort Level** - if your patient is not homebound but is not comfortable being at a doctor's office, they are still able to receive testing
 - **No Additional PPE Required**

Labs & Test Kits

Labs & Test Kits

- MyLAB Box, LabCorp, and Quest offer COVID-19 anterior nares test kits
- The most cost effective ordering and shipping process is bulk shipping to the provider, and bulk shipping back to the lab
- Minimums vary from 5-10 kits
- Another alternative is at-home testing with direct-to-home (of the patient) shipping

Office-based Testing Option - MyLAB Box

- 2 office order options via web form: <https://forms.gle/VTQuWpUrH6v44zjf8>
 - Option 1: myLAB Box bulk ship test kits to practice, practice will bulk ship samples to the lab. No shipping costs.
 - Option 2: myLAB Box bulk ship test kits to practice, PCP will supply test kit to patient, and the patient will ship their sample to the lab. NOTE: PCP will be charged \$16 for individual overnight shipping per kit. Can bill patient for cost.
- 10 kit minimum order to practice and to lab
- Patient results can be accessed
 - By PCP: by provider portal
 - By patient: MyLAB Box patient portal

myLAB



Office-based Testing Option - LabCorp



- Can bulk order by contacting your LabCorp account representative
- 10 kit minimum order to practice and return to lab
- No shipping costs
- Patient results can be accessed
 - By PCP: by eHR interface, phone, provider portal
 - By patient: LabCorp patient portal

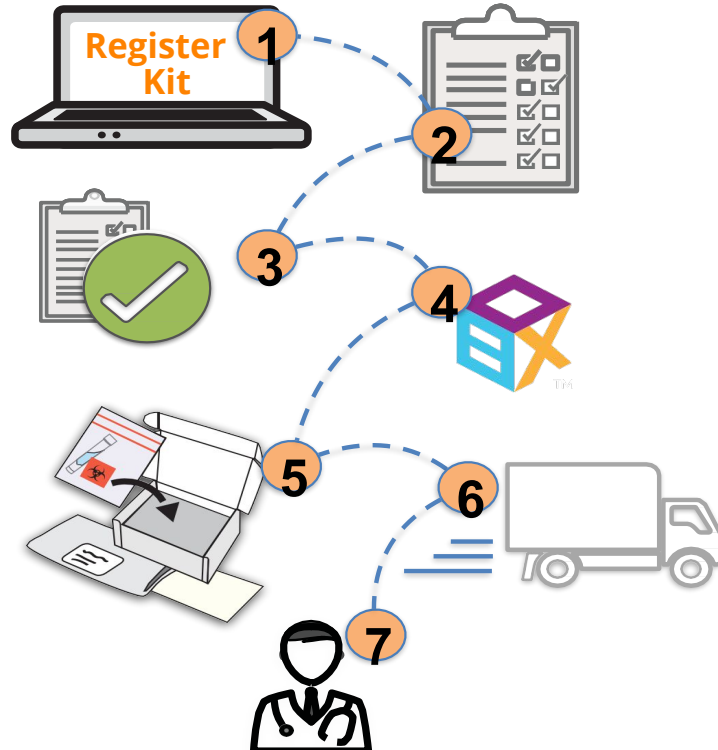
Office-based Testing Option - Quest

- Can order by contacting your Quest account representative
- No minimum number of kits to order or ship back to lab
- No shipping costs
- Patient results can be accessed
 - By PCP: by eHR interface, phone, provider portal
 - By patient: MyQuest patient portal



At-Home Testing Option - MyLAB Box

myLAB Box - COVID-19 Testing Program for Maryland Clinicians



1. Provider/patient orders test
 2. Patient fills out survey
 3. Survey is reviewed & test is shipped to patient
 4. Patient receives and self-administers test
 5. Patient packages administered test and follows return shipping instructions
 6. Test is shipped to MyLAB Box
 7. Test is processed, and results can be reviewed with PCP
- Portal is HIPAA-compliant & viewable by PCP & patient
 - Services are billable to insurance except direct-to-home shipping costs (about \$30).
 - Can do kit shipments to and from Primary Care Practice. Shipping cost varies.



Additional information regarding testing options is being shared daily. Information will be updated as we obtain it

At-Home Testing Option - LabCorp at Home

LabCorp At Home



- Provider orders test
- Provider and patients see results
- Free Shipping
- Billable to insurance in full
- \$19 fee to PCP if patient does not use and return ship in 60 days



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At-Home Testing Option - pixel (LabCorp)

[pixel by LabCorp](#)

How It Works



1. Complete a short eligibility* survey

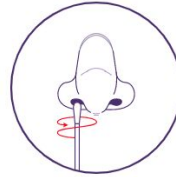
*Test requests are evaluated and, if appropriate, authorized by an independent physician.



2. Choose a billing option. We can bill your insurance, utilize federal funds to cover the cost of this test on your behalf if you're uninsured, or you can pay with a credit card. Learn more [here](#).



3. Receive your sample collection kit via FedEx



4. [Collect your sample](#) and send it back to our world-class lab for testing



5. Access your results online

- Patient orders test via outlined process
- Only patient sees results
- Free Shipping
- Billable to insurance in full

NOTE: Only available to individuals who qualify (see step 1 & link)



Additional information regarding testing options is being shared daily. Information will be updated as we obtain it

At-Home Testing Option - QuestDirect

[QuestDirect](#)

COVID-19 Active Infection \$129.00

Receive At-Home Kit (\$129.00) ▼

ADD TO CART

+ \$9.30 Physician Fee ⓘ

- Patient orders test via outlined process
- Only patient sees results
- Free Shipping

In-Person at Quest Patient Service Centers

COVID-19 Active Infection Tests at Drive-Thru Locations

COVID-19 Active Infection At-Home Kits

At-Home Kits



Step 1

Select and purchase your test online with a credit card



Step 2

Receive your kit via FedEx



Step 3

Collect your nasal swab sample by carefully following the included instructions



Step 4

Return your kit via FedEx in its prepaid packaging



Step 5

Access your results online via MyQuest™

NOTE: This option is **not** billable to insurance



Additional information regarding testing options is being shared daily. Information will be updated as we obtain it

Baltimore City COVID-19 Testing Distribution Program

- Only available to Baltimore City Primary Care Practices
- Partnership with Baltimore City Health Department (BCHD)
- [Becoming a Designated COVID-19 Testing Partner](#)
- Two options:
 - BCHD provides test kits, and samples are processed at their Baltimore Disease Control (BDC) laboratory.
 - BCHD provides test kits through a third-party vendor. Samples are processed at the third-party vendor.
- Email Address: COVIDTesting.BDCLab@baltimorecity.gov



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Recap: Labs and Testing Options

	Office or home administered	Patient or Clinician ordered	Costs not covered by insurance?	Results access
myLAB Box	Office or Home	Clinician	Provider-to-lab: No fee. Patient-to-lab: \$16 per kit.	Clinician and Patient
LabCorp	Office	Clinician	No fees	Clinician and Patient
Quest Diagnostics	Office	Clinician	No fees	Clinician and Patient
myLAB Box Home Tests	Home	Patient or Clinician	\$28 shipping fee per kit	Clinician and Patient
pixel by LabCorp	Home	Patient	No fees	Patient only
LabCorp at Home	Home	Clinician	No fee. If patient does not return sample: \$19 fee billed to clinician.	Clinician and Patient
QuestDirect	Home	Patient	\$138.30 per kit	Patient only

Additional information regarding testing options is being shared daily. Information will be updated as available.

Key Takeaways

- Choose the strategy that works best for you, your care team, your patients
- All of the test kits referred to today are PCR tests with anterior nares, nasal swabs
- Access your test results in a timely-manner
- Offer the level of care you expect to deliver to your patients



Thank you for your time!

Questions?

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