Time for a Reality Check
Hospital-Based Lab Programs and Outreach Programs

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Introduction

- Why are hospital-based outreach labs in this business?
- What keeps them there?
- Advantages/Disadvantages vs Academia
- Advantages/Disadvantages vs Industry
Current Status

• Hospitals with labs
  – Some have an Outreach Program
    – Some know what they are doing
      – Some have a parent that helps
        – Some will take advantage of technology
          - Some will still be around in a few years
Predictions

• 1-3 year predictions
  – Overstate impact of change

• 5-10 year predictions
  – Understate impact of change
    – Linear extrapolation of present
    – Miss disruptive technologies
Predictions & Implications – Economic

• Long term pressures
  – Knowledge drives down cost per unit
  – Market dynamics prevail eventually
  – Protectionist tactics temporary at best

• “Wal-Mart effect”
  – Is size always beneficial?

• What value is actually being added?
Predictions & Implications – Personnel

- Technologists
- Pathologists
- Physicians
Predictions & Implementation - Technology

- Ability to provide diagnostic information across fields
- Convergence of technology does not imply convergence of individuals
- Difference
  - Telepathology and teleradiology
  - Telediagnosis vs teleconsultation
Predictions & Implementation
– Clinical Discipline

• Distinctions
  – Anatomic vs Clinical
  – Molecular vs traditional
  – Screwtop vs pushtop
  – Cells in liquid: Suspended vs sinking
  – Photons vs electrons vs impedance wave
  – Whole patient vs part of a patient
Predictions & Implementation – Barriers & Potential Solutions

• Information Technology
  – Hospitals vs Banks
  – GE vs Siemens
Next Generation Disruptive Technologies

• Cross-discipline biomarkers
  – “Molecular imaging” ?

• Paradigm changes
  – Drug development
  – Biomarker development

• Intellectual property and patent law

• Advent of true “AI” with unattended machine learning