

# Diasorin

## ***Flex*<sup>™</sup> Testing on the LIAISON PLEX<sup>®</sup> System – FAQs**

### **1. What is *Flex* Testing?**

*Flex* Testing is the only commercially available tiered pricing approach for multiplex infectious disease testing. This unique model offers clinical lab professionals the functionality and ease of a syndromic panel, combined with the value and customizability of targeted and mini-panel tests. Labs can choose to run and report the entire panel, or they may create custom panels to report a subset of targets from the full panel. Pricing is based on the number of targets reported, allowing users to save money when the full panel is not needed. With *Flex* Testing, users pay only for the results they need.

### **2. What is the rationale behind *Flex* Testing?**

Clinical laboratories are under more pressure than ever to generate results quickly while complying with clinical guidelines, reimbursement plans, and diagnostic stewardship programs. *Flex* Testing is an innovative approach that aims to achieve these objectives by enabling customization of test targets, reducing testing costs, and providing rapid results for both mini panels and/or the full syndromic panel. Customization makes it easier for laboratories to respond to changing demands such as seasonality, local epidemiological trends, patient demographics, and a dynamic reimbursement landscape.

### **3. Why not just use a full syndromic panel for every patient? Wouldn't that be more efficient?**

There are two compelling reasons—one clinical and one economic. Clinical guidelines typically do not recommend syndromic testing for all patients but rather recommend specific pathogens based on patient presentation, demographics, history, and recent travel. On the economic side, payors often do not reimburse for syndromic testing that does not adhere to clinical guidelines. Testing based on a patient's specific situation will likely comply with reimbursement guidelines and maximize test coverage.

### **4. How does *Flex* Testing work?**

The LIAISON PLEX<sup>®</sup> platform runs each sample against all targets in the full syndromic panel. However, the software performs data analysis only for the targets chosen by the user. If additional results are required, the software will analyze the additional raw data as needed.

When a user runs a custom panel and the selected targets yield negative results, they have the option to report additional targets from the full syndromic panel without the need to rerun the test or provide additional sample volume. The user can simply select more targets in the LIAISON PLEX<sup>®</sup> System software, and the results will be reported immediately. The total cost of the test will be determined by the final number of targets reported.

### **5. How does *Flex* Testing reduce healthcare costs?**

The tiered pricing offered with *Flex* Testing enables clinical labs to pay only for the specific targets they select and report. By opting for a subset of targets rather than the full panel, labs can obtain the necessary results while reducing their testing costs.

### **6. What are *Flex*<sup>®</sup> Credits?**

*Flex* Credits function like tokens, allowing users to easily add more tiers to their testing when necessary. Mini panels included in the first pricing tier are billed at the base rate of the test. If additional targets are required, pushing the test into the next pricing tier, the user simply applies digital *Flex* Credits to unlock more results from the software. *Flex* Credits can be purchased in increments of 100 and are loaded into the system by scanning a unique barcode that is included in the order.

### **7. How does *Flex* Testing fit into a diagnostic stewardship program?**

*Flex* Testing with the LIAISON PLEX<sup>®</sup> System advances diagnostic stewardship by empowering labs to customize assay targets to specific clinical scenarios, patient populations, and institutional needs in one easy-to-use format. This flexibility enhances the precision and efficiency of the diagnostic process, aligning with the core goals of diagnostic stewardship: improved patient outcomes, reduced resource utilization, and optimized use of diagnostic tools.

## 8. How does *Flex* Testing help clinical laboratories work more closely with ordering physicians?

This model offers a unique opportunity for labs to collaborate with physicians to select the most useful targets for specific clinical situations. By developing mini panels together, physicians are more likely to order these tailored tests instead of automatically defaulting to a full syndromic panel for every patient. Ultimately, this approach enhances compliance with diagnostic stewardship programs.

## 9. Do I need to apply the *Flex* Testing approach to use the LIAISON PLEX® System?

No, the choice is entirely up to each user. The system can be run in *Flex* Testing mode or in a fixed mode that charges a flat fee, but still allows the customization of mini panels, if desired.

Want to learn more about a new flexible approach to syndromic testing? Check out the **LIAISON PLEX Product page** for more information.

Check out our latest **LIAISON PLEX® press release** and learn how Diasorin is seeking to expand the *Flex*™ Testing approach into another high-impact disease area: Infectious Gastrointestinal.

**Join our mailing list** to receive updates and watch Dr. Pride's presentation on the importance of flexibility in GI infectious disease testing.

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