

Molecular Testing Launch - First 90 Days Readiness Roadmap

Launching molecular testing requires alignment across clinical, operational, revenue cycle, and compliance teams. This structured 90-day roadmap highlights key considerations to support a smooth implementation.

Note: Billing and coding decisions are determined independently by each laboratory in accordance with applicable laws, payor policies, and professional guidance.



DAYS 1-30

Foundation & Readiness

- **Establish Internal Ownership** - Clinical lead, revenue cycle lead, compliance oversight, LIS/IT support.
- **Understand Your Payer Landscape** - Identify your Medicare Administrative Contractor (MAC), review applicable Local Coverage Determinations (LCDs), identify top commercial payers mix & review applicable coverage and billing policies, review CPT code descriptors via American Medical Association, review Medicare policy resources from Centers for Medicare & Medicaid Services.
- **Operational Preparation** - Validate LIS code mapping capability, confirm charge master setup, align documentation workflows.



DAYS 31-60

Workflow Validation & Controlled Go-Live

- **Documentation Readiness** - Confirm medical necessity capture, validate requisition completeness, align reflex/add-on workflows (if applicable).
- **Revenue Cycle Testing** - Conduct test claim submissions, monitor clearinghouse acceptance, validate remittance workflows, identify potential rejection triggers.
- **Denial Preparedness** - Establish appeal process framework, implement denial tracking dashboard, identify documentation retrieval process.



DAYS 61-90

Monitor, Optimize, & Stabilize

- **Early Performance Monitoring** - Clean claim rate, denial rate by payer, payment turnaround time, appeal overturn trends.
- **Policy Surveillance** - Monitor LCD updates, track commercial payer policy revisions, stay current on coding education resources (e.g., American Academy of Professional Coders).
- **90-Day Review** - Financial performance vs expectations, operational bottlenecks, education needs for ordering providers, scale readiness assessment.

Governance best practices

Many successful molecular programs implement:

- Monthly revenue cycle review meetings.
- Quarterly payer policy reviews.
- Annual coding education refresh.
- Ongoing compliance oversight.

How we can support

We provide:

- Educational resources on molecular reimbursement frameworks.
- Public policy navigation guidance.
- Market landscape insights.
- Connections to independent reimbursement experts upon request.

Note: All billing and coding determinations remain the responsibility of each laboratory.