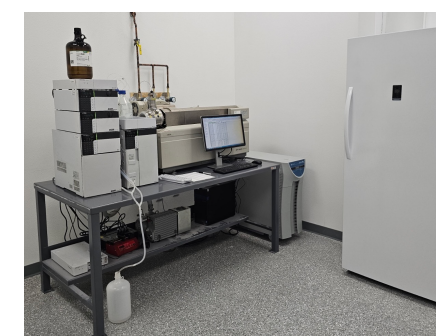




Turnkey Laboratory Ownership

- **Full Lab Suite:** Proximity's Houston Lab Suites offer multiple suites at an independent location, catering to practices seeking off-site laboratory facilities.
- Proximity ensures the provision of a fully-equipped lab location with essential amenities including HVAC, electricity, water, and high-speed internet connectivity.
- Ideal for larger practices with a specimen volume of 100 or more per week, benefitting from shared staffing resources at the Houston location.
- **Shared Instrument:** Proximity facilitates instrument sharing among smaller practices, with each practice conducting lab operations once or more per week on allocated days.
- Suited for small practices generating 30-100 specimens per week, this arrangement involves sharing both the Houston Lab Suite and instruments with other clinics.
- Typically, operations are scheduled for one day per week to optimize efficiency.
- **LaaS Service Options:** This innovative approach centralizes staff, inventory, and chemicals, streamlining operations and reducing overall service delivery costs for our esteemed clients.



In House Laboratories With Equipment Are Impractical!



High Startup Costs
\$150k+



Compliance
Inspections and certifications routinely updated



Space Requirements
Dedicated space needed



Time
Time to setup and launch can be 6 months or longer



Staff Requirements
Creates a staff burden and may need additional staff



Ongoing Costs
High ongoing operational costs



\$ NEW PHYSICIANS OWNED LABORATORY \$ **POINT OF CARE SERVICE**

Provides laboratories on a subscription or service basis Eliminating the need for significant upfront investment and operational complexity. Allows healthcare practices to access and operate a fully functional laboratory within their practice without the usual financial and logistical burdens.

Includes the provision of necessary equipment, supplies, and ongoing support, making it feasible for practices of all sizes to benefit from in-house lab capabilities that enhance patient care and streamline operations.

\$ DON'T LEAVE 'YOUR MONEY' IN THE LAB MAILBOX \$

**Customized Laboratory Services For Your Practice
With A Full-Service Laboratory**

Full-Service Laboratory



**Next Gen
Sequencing**

(Coming Soon)



Hematology

(Coming Soon)



Toxicology



Molecular



Biochemistry

(Coming Soon)

BRING LABORATORY SERVICES TESTING IN-HOUSE

X WITHOUT THE LABORATORY EQUIPMENT IN-HOUSE X

- ✦ **NO STOCK**
- ✦ **NO LAB TECH**
- ✦ **NO REAGENTS**
- ✦ **NO EQUIPMENT**
- ✦ **NO MAINTENANCE**
- ✦ **NOTHING TO BUY**
- ✦ **NO LAB MANAGER**
- ✦ **NO STAFF TO HIRE**
- ✦ **NO UP-FRONT FEES**
- ✦ **NO SPACE REQUIRED**
- ✦ **NO EQUIPMENT TO LEASE OR OWN**





Your Physician Office Laboratory

- ✦ YOU SEND IN THE SPECIMENS TO YOUR 'OWN' ADVANCED DIAGNOSTICS LAB
- ✦ THE LAB DOES THE PROCESSING
- ✦ THE LAB PROVIDES YOUR FREE PATIENT PORTAL
- ✦ THE LAB SENDS DIAGNOSTIC REPORTS TO YOUR FREE PORTAL WITHIN 17 HOURS
- ✦ YOU DO THE BILLING FOR THE DIAGNOSTIC PROCESSING=
- ✦ \$ YOUR REIMBURSEMENT\$/PROFIT\$
- ✦ YOU RECEIVE REIMBURSEMENTS/PROFITS (\$100K TO \$2M+)
- ✦ LAB PROVIDES FREE TRAINING ON THE DIAGNOSTIC PROCESSING BILLING
- ✦ THE LAB PROVIDES FREE CONTINUOUS BILLING SUPPORT
- ✦ THE LAB WILL PROVIDE FREE SERVICE TO RECEIVE YOUR OWN HIGH COMPLEXITY CLIA, COLA & CAP LICENSE

Laboratory Strategic Point-Of-Care Services

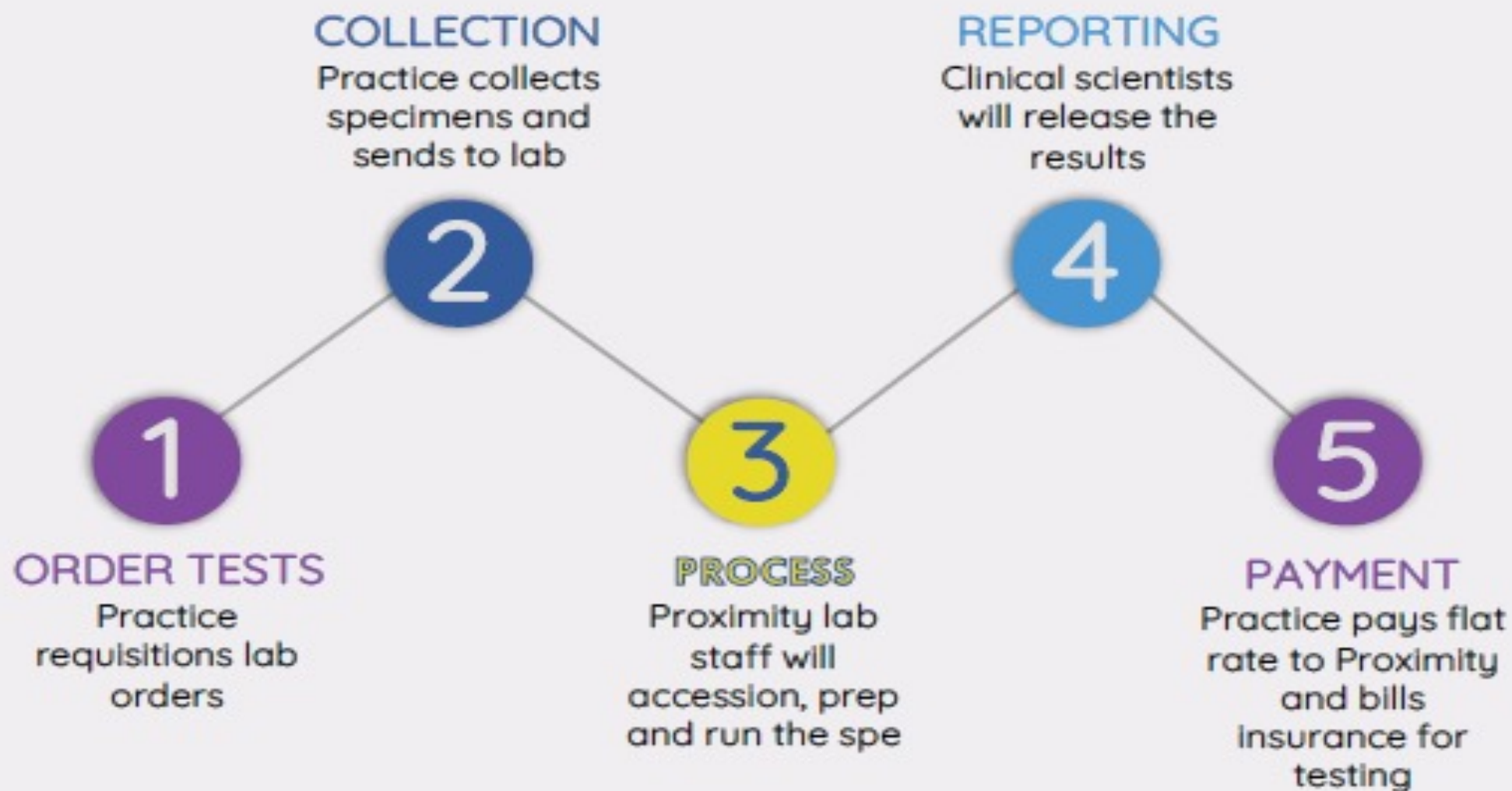
Provide Optimum Patient Care

Build Up And Increase Patient Referral Base

Receive \$100,000 To \$1,000,000+ Of Profit For The Clinic Yearly

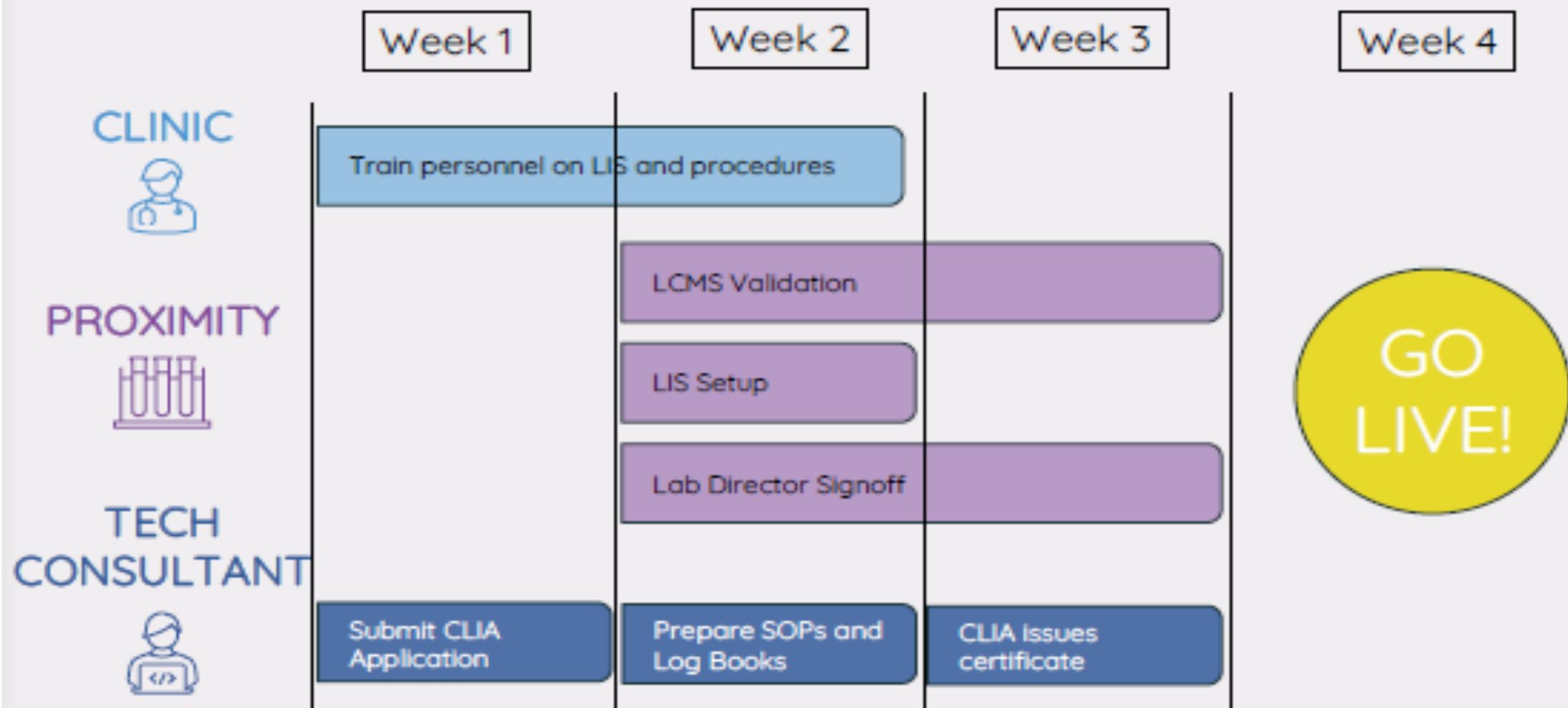
How it Works

Full or shared lease in a fully-staffed and equipped, licensed and credentialed clinical laboratory



Quick Setup

Set up your full lab suite or share instruments in just 3 weeks!



How Does LaaS Work?



Proximity Lab™ offers a Lab-as-a-Service (LaaS) designed to eliminate financial and functional obstacles for practitioners seeking ownership of a laboratory within their practice or provider group. Historically, only mid to large practices could sustain a lab due to patient volume requirements. However, Proximity's LaaS model effectively eliminates this barrier, enabling smaller practices to participate **as well**



How does LaaS work?

- **Proximity facilitates the leasing of a comprehensive suite, instruments, and services.**
- **Our services include providing laboratory instrumentation, equipment, lab staff, consumables, analytes, process management, lab information systems, and operational oversight.**
- **Each suite is meticulously set up with essential utilities such as HVAC, electricity, water, and high-speed internet connectivity.**

In summary:

- **Practitioners initiate lab orders.**
- **Practices collect specimens and send them to the lab.**
- **Proximity's lab staff handle specimen accessioning, preparation, and analysis.**
- **Results are released by Proximity's clinical scientists.**
- **The practice invoices insurance for lab fees.**
- **Practices remit payment to Proximity for the services rendered.**

Services



Full Lab Suite:

- **Proximity's Houston Lab Suites offer a tailored solution for practices seeking off-site laboratory facilities.**
- **Proximity ensures a seamless setup by providing a fully equipped lab location complete with essential amenities such as HVAC, electricity, water, and high-speed internet.**
- **Ideal for larger practices with a significant specimen volume of 100 or more per week, benefiting from shared staffing resources at the Houston location.**
- **Shared Instrument: Proximity facilitates instrument sharing among smaller practices, promoting efficiency and collaboration.**
- **Tailored for small practices capable of generating 30-100 specimens per week, this arrangement involves sharing both the Houston Lab Suite and instruments with other clinics.**
- **Operations are strategically scheduled for one day per week, maximizing utilization and minimizing overhead costs.**



Laboratory Services

What we offer:

- **Compliance-Compliant Lab Suite**
- **Comprehensive Instrumentation and Methods**
- **Ongoing Instrument Maintenance**
- **Access to Ancillary Lab Equipment and Disposables**
- **Secure Access with Video Monitoring**
- **CLIA Documentation and Standard Operating Procedures (SOPs)**
- **Oversight and Management of CLIA Inspections**
- **CAP Proficiency Management for Quality Assurance**
- **Stability Testing Services**
- **Transportation Testing Solutions**
- **Supply of Analytes, Calibrators, and Controls**
- **Integration with Lab Information Systems**
- **Dedicated Courier Service for Instrument Transportation**



Services We Provide

What we provide:

- **Compliant Lab Suite**
- **Instruments and Methods**
- **Instrument Maintenance**
- **Ancillary Lab Equipment**
- **Disposables**
- **Secure Access**
- **Video Monitoring**
- **CLIA Documentation / SOPs**
- **CLIA Inspection Oversight and Management**
- **CAP Proficiency Management**
- **Stability Testing**
- **Transportation Testing**
- **Analytes / Calibrators / Controls**
- **Lab Information System**
- **Courier Service for Dedicated Instruments**

Proximity's Lab Suite Timeline

The typical timeline for a Toxicology installation, from contract signing to go-live, is approximately 3 weeks, contingent upon CLIA certification and specific instrument requirements for each laboratory.

	Week 1	Week 2	Week 3	Week 4
Clinic	Train Personnel on LIS and Procedure			GO LIVE
Proximity		LCMS Validation		
		Setup LIS		
		Lab Director Sign-off		
Tech Consultant	Submit CLIA Application	Prepare SOP's and Log Books	CLIA Issues certificate / Go-Live	

EXAMPLE High Complexity Toxicology Lab

- Urinary Drug Screening and Drug Confirmation:
- This LC/MS-MS test analyzes urine samples collected from patients prescribed controlled substances that require monitoring.
- Drug testing plays a crucial role in enabling providers to ascertain whether patients are using prescription or illicit drugs that could potentially interact negatively with their prescribed medications, thereby preventing drug abuse and potentially saving lives.
- While Drug Screening tests typically cost around **\$50** per test, the high-complexity confirmations necessary to validate drug screening average over **\$200**, rendering drug testing a highly profitable aspect of any laboratory operation.= **\$250 PROFIT**

**PROXIMITY LAB SERVICE WILL
PROVIDE FREE TRAINING ON ALL THE
DIAGNOSTICS PROCESSING BILLING
AND CONTINUOUS BILLING SUPPORT**



Standard Drug Panels

Urine Validation

Drug Screen

Opiates Screen: 150 ng/mL
Benzodiazepines Screen: 150 ng/mL
Amphetamines Screen: 600 ng/mL
Cocaine Screen: 150 ng/mL
Methadone Screen: 150 ng/mL
6-MAM Screen: 60 ng/mL
Methamphetamine Screen: 600 ng/mL
Fentanyl Screen: 9 ng/mL
Tricyclic Antidepressants Screen: 150 ng/mL
Buprenorphine Screen: 75 ng/mL
Cannabis Screen: 150 ng/mL

RESULT: Negative or Quantitative Positive

PRESCRIPTION: **CONSISTENT** or
INCONSISTENT

FLAG: **Positive** or blank

LC-MS/MS History Provided

Benzodiazepine

7-Aminoclonazepam 50 ng/mL
a-Hydroxyalprazolam 50 ng/mL
Alprazolam 50 ng/mL
Clonazepam 50 ng/mL
Diazepam 50 ng/mL
Lorazepam 50 ng/mL
Nordiazepam 50 ng/mL
Oxazepam 50 ng/mL
Temazepam 50 ng/mL
Desalkylflurazepam 50 ng/mL
Flunitrazepam 50 ng/mL
Flurazepam 50 ng/mL

Other

Gabapentin 200 ng/mL
Pregabalin 200 ng/mL
Ketamine 50 ng/mL
Mitragnine 50 ng/mL
Norketamine 50 ng/mL

Illicit

6-MAM 20 ng/mL
Benzoyllecgonine 50 ng/mL
MDMA 50 ng/mL
THC 50 ng/mL
PCP 25 ng/mL

Muscle Relaxant

Carisoprodol 50 ng/mL
Cyclobenzaprine 50 ng/mL
Meprobamate 50 ng/mL

NonBenzo Hypnotic

Carboxyzolpidem 100 ng/mL
Zaleplon 20 ng/mL
Zopiclone 20 ng/mL

Stimulant

Amphetamine 50 ng/mL
Methamphetamine 200 ng/mL
Methylphenidate 50 ng/mL
Ritalinic Acid 50 ng/mL
Phentermine 50 ng/mL

Opioid/Synthetic

Buprenorphine 25 ng/mL
Codeine 50 ng/mL
EDDP 50 ng/mL
Fentanyl 3 ng/mL
Hydrocodone 50 ng/mL
Hydromorphone 50 ng/mL
Methadone 50 ng/mL
Morphine 50 ng/mL
Naloxone 50 ng/mL
Naltrexone 50 ng/mL
Norbuprenorphine 25 ng/mL
Norfentanyl 10 ng/mL
Norpropoxyphene 50 ng/mL
Oxycodone 50 ng/mL
Oxymorphone 50 ng/mL
Propoxyphene 50 ng/mL
Tapentadol 50 ng/mL
Tramadol 50 ng/mL
o-Desmethyltramadol 50 ng/mL
Meperidine 50 ng/mL
Norhydrocodone 50 ng/mL
Normeperidine 50 ng/mL
Noroxycodone 50 ng/mL

QUICK-SIMPLE-EASY TO GET STARTED

COMPLETE CLIENT INFORMATION ONBOARDING FORM

COMPLETE PROXIMITY LAB SERVICES & CLIENT CONFIDENTIALITY AGREEMENT

SCHEDULE ONBOARDING CONFERENCE CALL

RECEIVE CUSTOMIZED AGREEMENT TAILORED FOR THE CLINICAL REQUIREMENTS

