

Turnkey Laboratory Ownership

Turn Your Lab Work into a Revenue Stream.

Keep your patients. Keep your profits.

Glenn Hudson
Medical Sales Consultant
GlennHudson@logisticsbiolabs.com
678-823-3706



How does LaaS (Lab as a Service) work?

Operations are scheduled
24/7; 365 days a year.

Proximity offers a turnkey solution that allows practices of any size to operate their own lab—without the burden of high startup costs, staffing, or equipment.

Here's how it works:

- Off-site, Fully Equipped Lab Suite
- Climate-controlled, secure facility with HVAC, electricity, water, and high-speed internet
- Shared or Full Lease Options
- Ideal for both small (30–100 specimens/week) and large (100+ specimens/week) practices
- We Provide:
 - Instruments & maintenance
 - Trained staff
 - Analytes, calibrators & controls
 - Lab Information System (LIS)
 - Courier transport
 - CLIA/COLA/CAP compliance & inspection support

Result:

Your practice offers full diagnostic testing with no equipment to buy and no upfront cost, while capturing new revenue streams.

Additional Capabilities & Compliance Features:

- Access to ancillary lab equipment and disposables
- Secure access with 24/7 video monitoring
- Stability testing services
- Transportation testing solutions
- CAP proficiency management for quality assurance
- Built for high-complexity testing environments—ensuring accuracy, security, and ongoing compliance.

In House Laboratories with Equipment Are Impractical

Glenn Hudson 678-823-3706



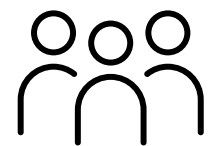
High Startup Costs

Establishing a lab can cost \$150,000+ in equipment and infrastructure



Space Requirements

Requires dedicated square footage many clinics don't have



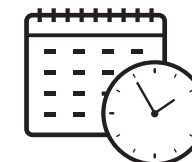
Staffing Burden

Extra lab techs and a lab manager must be hired



Compliance & Inspection Stress

CLIA/COLA/CAP certification and ongoing compliance required



Long Setup Timeline

Building and launching a lab can take 6 months or more



Ongoing Costs

Monthly maintenance, supplies, and payroll eat into profits

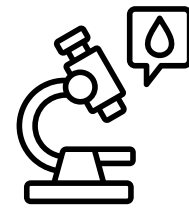
Glenn Hudson 678-823-3706

Don't Leave **Your Money** in the Lab Mailbox

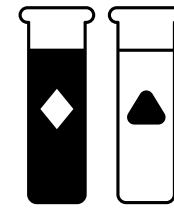
Every specimen sent to an external lab is money your practice isn't capturing.



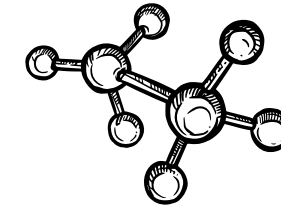
Next Gen
Sequencing



Hematology



Toxicology



Molecular



Biochemistry

- Generate \$100K–\$2M+ in new revenue annually
- You do the billing – you keep the profit
- We handle the processing, reporting, and compliance
- No staff to hire, no equipment to buy, no upfront fees
- CLIA, COLA & CAP certified setup—handled for you

Your lab. Your revenue. Our support.

Is This Right for Your Practice?

Great for:

Small Practices

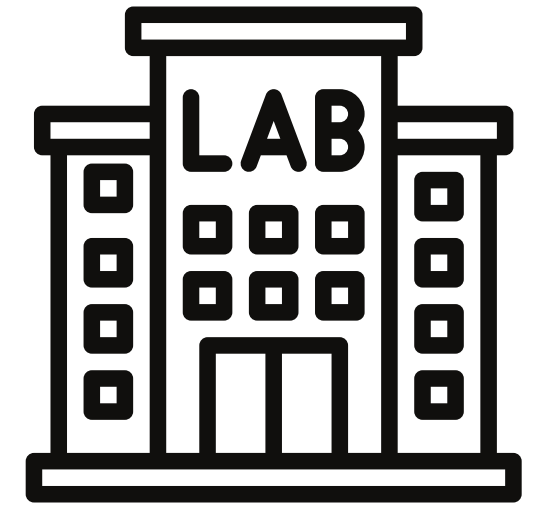
- 30–100 specimens per week
- No room for a full lab
- Want to increase in-house revenue
- Prefer a shared lease model

Larger Practices

- 100+ specimens per week
- Need a dedicated off-site lab suite
- Want to control quality and patient flow
- Seeking high reimbursement from toxicology, molecular, and hematology testing

Revenue Potential:

Earn \$100K to \$2M+ per year while improving patient care.



How?

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

Plus:

- ✓ Free training on diagnostic billing
- ✓ Free support to acquire your own high-complexity CLIA/COLA/CAP license

1

Order Tests

You request lab work directly from your office.

2

Collection

Your team collects specimens and sends them to us (at the lab).

3

Process

We handle access accession, prep, and testing in the lab.

4

Reporting

Our Clinical Scientists will release the results.

5

Payment

You pay a flat rate to us for the labs and bill the insurance for the testing.

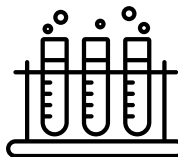
Quick Setup

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

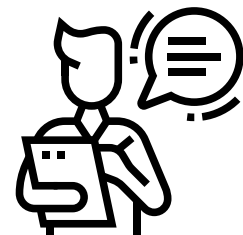
Clinic



Proximity



Tech Consultant



Week 1

Train personnel on LIS and procedures

Week 2

LCMS Validation

LIS Setup

Lab Director Signoff

Week 3

Submit CLIA Application

Prepare SOPs
and Log Books

CLIA issues certificate

Week 4



Quick Simple Easy to Get Started

- Complete client information onboarding form
- Complete Proximity Lab Services and Client Confidentiality Agreement
- Schedule on-boarding conference call
- Receive customized agreement tailored for the clinical requirements



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
Mitragynine 50 ng/mL
Norketamine 50 ng/mL

Illicit

6-MAM 20 ng/mL
Benzoylecgonine 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

Glenn Hudson 678-823-3706

Got Questions? We've Got Answers.

Glenn Hudson
Medical Sales Consultant
GlennHudson@logisticsbiolabs.com
678-823-3706