



MESH Network Labs Letter for Providers

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Labs have become exorbitantly more expensive for many patients to obtain. If they are drawn in the office and sent off to a national or locally independent lab, they are subjected to whatever charge and expense the lab passes on to them. Most commonly they have no way to know what that expense might be ahead of time. Neither does their healthcare provider. These labs are almost always steep / overpriced.

If they go to a hospital those typical lab charges are an even significantly higher expense to the patient. In the past, people with 'good health insurance' had excellent coverage for lab work. These days, business employees and individuals frequently have plans that require meeting a significant deductible before the plan will pay for laboratory services, or the payor only pays for certain services and not others. Self-pay patients are simply at the mercy of the labs' business practices and fees.

This is what they typically receive some time after the lab services have been drawn and performed:

"After your claim is processed, you'll receive an Explanation of Benefits (EOB) from your insurance company. The EOB will tell you how much your insurance will pay for your lab services. You will be responsible for the balance." *Vague at best*

It is frustrating for many healthcare providers to see their patients suddenly battling unavoidable yet expensive laboratory bills. These financial burdens all-too-often have patients deciding to not have the services performed. You don't want that. **MESH Network** helps remove those financial frustrations for you both.

MESH brings **DRAMATIC** financial savings with up front transparent pricing. Because of MESH's significant volume of testing in the past, we have received preferred pricing from a national laboratory which we can pass on to patients and providers. This is especially impactful for self pay patients. Our typical savings to date average **72% - 80%** less than the usual expected expense.

The process is straightforward. As their provider, you decide what labs you want performed and staff fill out the "Provider Lab Referral Order Template". The pricing (and savings) is obvious to staff and to patients. They immediately know exactly how much their labs will cost. The order template is sent to MESH. We review the form and contact the patient for payment and instructions. All communications are HIPAA compliant. Results are the next day (after the lab draw), and the results are provided to the patient and to your practice.

Paying for their invoiced labs is simple and affordable. We have multiple options for payments. MESH accepts credit cards, allows PayPal "PayIn4" and Affirm "buy now pay later" plans. We even have links for Quick2Lend and RocketLoans for patients to easily finance their lab payments and have easy lower monthly payments on our already low prices. These options provide even lower monthly payments because they can be spread out over a longer period. Their financial information is destroyed immediately after processing fees.

DEEP discounts! **EASY** payment arrangements! Patients finally get a financial **WIN** in the system!

Give us a call to help your practice start saving your patients money on their lab tests!

We are always more than happy to answer any questions you may have about the process or MESH itself.

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