



## **MESH Network Lab Broker Patient Letter**

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Labs have become significantly 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 patients have no way to know ahead of time what that expense will be. Neither do their healthcare providers. These labs are necessary, but almost always overpriced.

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

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, which too often negatively affects their health. **MESH Network** helps remove those financial frustrations.

**MESH** brings **DRAMATIC** financial savings with up front transparent pricing for standard lab testing.

Because of MESH's significant volume of testing in the past, we have received deeply discounted pricing from national laboratories which we pass on to patients and providers. This is especially helpful for self pay patients. Our typical savings to date average **73% to 80%** less than the usual expected expense.

The process is straightforward. The provider decides what labs will be needed and staff fills out the "Provider Lab Referral Order Template". The pricing (and savings) is obvious to providers and to patients. Patients immediately know exactly how much their lab evaluations will cost. The order template is sent to MESH via text, email, or fax. MESH reviews the form and contacts the patient for payment and to provide instructions. All communications are HIPAA compliant.

Paying for invoiced labs is simple and affordable. We have multiple options for payments. MESH accepts credit cards, allows PayPal "PayIn4" and "buy now pay later" plans. We even have links for Quick2Lend and RocketLoans for patients to easily finance their lab payments. These options provide even lower monthly payments because they can be spread out over a longer period.

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

**Give us a call to help you start saving your money on 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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**Print the Provider Lab Referral Order Template** page below, have it filled out, and send it to MESH. We will quickly contact you and get the process moving. Results are next business day after blood draws