

# PRESSURES DRIVING LABS TOWARD AUTOMATION

Lab workloads are growing quickly



## 66%

increase in healthcare consumption per capita since 2000<sup>1</sup>

Estimated shortage of



## 8,000

techs per year<sup>2</sup>

Top 5 metrics used to assess lab performance<sup>5</sup>

1. Productivity (cost-per-test)
2. Total Cost to Hospital
3. Quality of Results
4. Speed of STAT TATs
5. Consistency of TATs

Labs make up



## 3-5%

of a hospital's annual operating budget<sup>3</sup>

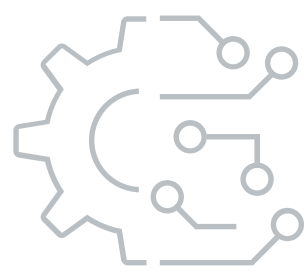
LabCorp & Quest promise C-suites up to



## 20%

savings if labs are outsourced<sup>4</sup>

## 70%



of hospitals surveyed in 2018 were planning to acquire automation to help improve performance<sup>5</sup>

## 50%



increase in automation-adoption rate of small-to-medium hospitals since 2016<sup>5</sup>

Top 3 reasons labs are seeking automation<sup>5</sup>



Improve STAT Turnaround Times



Reduce Errors



Improve Productivity

Discover how Beckman Coulter is bringing the benefits of automation to laboratories of every size.

Visit [beckmancoulter.com/en/products/automation](https://www.beckmancoulter.com/en/products/automation)

<sup>1</sup> [www.healthsystemtracker.org/chart-collection/u-s-spending-healthcare-changed-time/#item-nhe-trends\\_total-national-health-expenditures-us-per-capita-1970-2018](http://www.healthsystemtracker.org/chart-collection/u-s-spending-healthcare-changed-time/#item-nhe-trends_total-national-health-expenditures-us-per-capita-1970-2018)

<sup>2</sup> American Society for Clinical Laboratory Science. Clinical laboratory personnel shortage. [www.ascls.org/advocacy-issues/workforce](http://www.ascls.org/advocacy-issues/workforce).

<sup>3</sup> Beckman Coulter analysis of randomized hospital financial statements.

<sup>4</sup> [www.modernhealthcare.com/article/20140830/MAGAZINE/308309895/outsourcing-lab-services-can-save-money-but-it-s-not-that-simple](http://www.modernhealthcare.com/article/20140830/MAGAZINE/308309895/outsourcing-lab-services-can-save-money-but-it-s-not-that-simple)

<sup>5</sup> Laboratory Automation Marketing Monitor Report (LAMM), 2018.