

## Phase2 Labs Implements ApolloLIMS in under Four Weeks

### CASE STUDY

PHASE2 LABS is the nation's first commercial molecular laboratory dedicated to the diagnostic management of acute and chronic respiratory diseases, including Acute Respiratory Distress Syndrome (ARDS), Chronic Obstructive Pulmonary Disease (COPD), moderate to severe asthma, interstitial lung disease, cystic fibrosis, and COVID-19.

To manage these complex disease states, the lab integrates microbiologic, immunologic, and genomic testing into relevant clinical pathways. Phase2 performs molecular testing with an average turnaround time of 24-48 hours, and its current menu includes saliva-based SARS-CoV-2 testing which eliminates the need for uncomfortable nasal swab collection. In the near future, the lab intends to build antibody testing (IgM and IgG) as well as respiratory pathogens, focusing initially on Influenza A/B and Respiratory Syncytial Virus.

### The Search for a LIMS to Support COVID-19 Testing and Beyond

From its inception, Phase2 Labs identified a need for a laboratory information management system (LIMS) to support both its COVID-19 testing service line in 2020, as well as future service lines. The lab had originally selected a LIMS vendor in early 2020 to implement a solution that could purportedly accommodate the lab's unique needs, but when the vendor could not meet the necessary requirements or timeline for implementation, Phase2 began looking elsewhere.



<https://www.phase2laboratories.com/>

**LOCATION:**

Nashville, TN

**LAB FOCUS:**

Clinical, Molecular

**COVID-19 APPROACH:**

High-throughput, extraction-free diagnostic saliva test to quickly and accurately process thousands of pain-free tests per day; molecular process enables testing for flu and other pathogens.



**“The implementation of ApolloLIMS in our laboratory was the best I have been involved with in my laboratory career. I have been doing this for a long time, and I understand what it takes to bring up a new LIMS. The team at Apollo was up to the challenge!”**

- Jeff Wisotzkey, PH.D., HCLD, CC, Chief Scientific Officer and Laboratory Director, Phase2 Labs

The lab required a LIMS that could scale with its business over time and reduce the overall IT burden on its organization through utilizing a hosted solution. It also needed a LIMS that could streamline its workflow, automate processes for building instrument plate maps and integrate results from instruments. Further, and specific to COVID-19 testing, Phase2 had a requirement to incorporate a patient digital intake/registration tool into its workflow prior to January 2021 to accommodate a new, large customer and needed a LIMS partner that easily and quickly manage the interface requirements and exchange of data.

Ultimately, Phase2 decided to partner with ApolloLIMS, given the company's experience in the industry and the depth of its product offering, and turned to the LIMS provider to implement COVID-19 testing in just under one month. The project included:

- Custom report workflow
- Repeat testing custom workflow
- Quality assurance/testing
- Two instrument interfaces (Fluidigm - BioMark)
- Two liquid handler interfaces (Tecan Freedom EVO®)
- State reporting interfaces
- Provider portal ordering and reporting

## ApolloLIMS Moves Into Overdrive

To kick off the expedited implementation project, the Apollo team conducted an on-site discovery visit with Phase2 and subsequently developed a project plan and target go-live date given the lab's immediate business needs. Next, web-based training sessions were held to familiarize the lab staff with ApolloLIMS prior to initiating the system build. Importantly, and critical to the success of the project, Apollo worked with a dedicated project lead from Phase2 who served as a point of contact for all key information and decisions.

To configure the system in such a short period of time, Apollo assigned multiple team members to different facets of the system build, such as: online ordering, interface development, system definition, and report creation. The Apollo team also performed alpha testing to speed up application delivery.

## Project Scope

### TIME INVESTMENT:

300+ hours

### TEAM:

4-5 Apollo employees

### TIMELINE:

November 20-December 18, 2020



**“We needed to move fast, establish the framework for a complex laboratory information system and have it completed and validated in record time. We did it! The Apollo team was super responsive, and they were able to quickly understand our scope of work and develop the systems we needed to hit the ground running. I enjoy working with them.”**

- Jeff Wisotzkey, PH.D., HCLD, CC, Chief Scientific Officer and Laboratory Director, Phase2 Labs

Throughout the course of the four-week engagement, Apollo completed the following steps to get the system live:

- Built the unique laboratory test configuration
- Developed a laboratory-specific results report
- Created a billing report
- Deployed a range of interfaces, including:
  - Two instrument interfaces
  - Two state reporting interfaces
  - A patient ordering and results delivery interface for community-based testing

Apollo initiated the final patient orders/results interface during the last two weeks of the project. The team immediately established contact with the third-party vendor and set up regular communication touch points, creating a parallel project plan without sacrificing the target go-live date for the LIMS.

The system implementation was a round-the-clock effort with team members working nights, weekends, and over the Thanksgiving holiday to meet Phase2's go-live date.

## Initial Work Positions Phase2 for Future Growth

As a result of Apollo's well-executed implementation plan, effective communication, and efficient decision-making from Phase2, the lab went live with the system and all desired interfaces by the target date.

Through the project with Apollo, Phase2 achieved:

- End-to-end system training and validation
- Frictionless online ordering and reporting
- Automated COVID-19 result reporting to individual states
- Complete billing reports to facilitate payment/reimbursement

Since go live, Phase2 has seen an increase in testing volume and has deployed additional state interfaces to accommodate expansion into new markets. And importantly, the lab now has the technology and LIMS partner it needs to bring on new testing lines, as it continues to grow its capabilities and offerings.



**“Both teams leveraged their unique skills, while leveraging a passion to prepare for patient testing for COVID-19. Apollo demonstrated an understanding of our needs, the ability to adapt amidst a fluid situation, and the ability to work well with other vendors. This will shape up to be an incredible partnership as we forge forward into the laboratory arena for clinical care of patients.”**

- Hema D'souza, Vice President Of Lab Operations

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