

# Slone Partners Meets Growing Demand as Industry Focuses on Reimbursement & Regulation

*Recruitment Firm Boosts Executive Placements in Critical Revenue Area by 120% Year-Over-Year*

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Slone Partners, a national recruitment firm for the Diagnostic, Clinical Therapeutics, Healthcare IT, and Laboratory Testing industries, reported a 120% increase in placements for reimbursement and regulatory positions at the director level and above from July 2013 to July 2014.

With payers struggling to stay on top of rapid breakthroughs in diagnostics, reimbursement has failed to keep pace. As a result, many diagnostic companies have been forced to fold, consolidate, or carry on without payment for long periods. Executives hope that a law passed earlier this year directing a transition to “market-based” or “value-based” pricing will facilitate faster and broader reimbursement.

Many diagnostic companies have focused on hiring reimbursement professionals who understand how to develop and implement strategic market access programs. The right people have experience educating, and redirecting, the thinking of government programs, private institutional payers and the commercial markets.

“Stakeholders are responding to these challenges differently,” said Tara Kochis, President of Slone Partners. “One company might be forced to slow innovation, and another might receive additional investment toward an area that is getting reimbursed. But in all cases, it’s time to be proactive about reimbursement strategy. Securing and protecting your revenue stream is a top priority.”

New regulatory changes are also affecting the diagnostics industry. In July, the Food and Drug Administration announced a guidance to regulate the clinical validity of certain diagnostic tests. For laboratories, the initiative will likely mean that management and senior-level regulatory roles, now in high demand, will become even more competitive.

“Over the past two years, we have adapted our services to this changing reimbursement environment,” said Leslie Loveless, Executive Vice President of Slone Partners. “With specialized knowledge of the industry, we have access to leaders in the reimbursement and regulatory fields. Slone Partners is fully committed to delivering talent that addresses the business challenges our clients face today and keeps them moving forward. Our numbers reflect that commitment.”

## **About Slone Partners:**

Slone Partners is a premier national recruitment firm that specializes in delivering board, executive, leadership, and scientific talent for the Diagnostic, Clinical Therapeutics, Healthcare IT, and Laboratory Testing industries. Since 2000, Slone has worked with cutting edge, demanding organizations to quickly attract and hire the best industry talent.

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