

B2B Reference Lab Tie-up Plan

Diagnostics, Labs & Imaging

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Plans B2B business — becoming a reference lab for smaller labs and clinics, or feeding samples to a larger one — with targeting, pricing, logistics and service. Use it to build institutional volume. For the contract use the B2B Reference Lab Agreement.

Purpose of this tool & output

Win B2B and reference-lab business

How the output is used

Use it to win B2B and reference-lab business — the tie-ups, rate cards and service levels that bring in institutional test volume.

Important cautions

B2B brings volume at lower prices and on credit — protect margins and cash flow with clear rate cards, slabs and credit discipline. You remain responsible for quality. Formalise terms in a reference-lab agreement.

Companion documents

- Collection Centre Network Plan
- Franchise / Collection-Centre Model Design
- Hospital Lab Management (PPP) Proposal
- Corporate Wellness Tie-up Program
- Home Sample Collection Model
- Sample Logistics & Routing Plan

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.