

From: Joseph Labash <jlabash@labtechdiagnostics.net>
To: Danny Varat DannyVarat@scstatehouse.gov
Date: 7/31/2017 10:17:52 AM
Subject: RE: CIGNA

Thank you Danny.

From: Danny Varat [<mailto:DannyVarat@scstatehouse.gov>]
Sent: Monday, July 31, 2017 9:32 AM
To: Joseph Labash
Subject: Re: CIGNA

Good news on Aetna. United has a regional lobbyist, and so I started with CIGNA because I know the local person. I'll keep you posted.

From: Joseph Labash <jlabash@labtechdiagnostics.net>
Sent: Monday, July 31, 2017 9:26 AM
To: Danny Varat
Subject: RE: CIGNA

If CIGNA would grant us in network status we would use them for our employees' health insurance .

Thank you very much, any luck from the others?

JFI we just got Aetna contract signed J .
One out of the way .
Cigna and United Health left.

My Best Regards,

Joseph Labash
Managing Director
Labtech Diagnostics, LLC



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From: Danny Varat [<mailto:DannyVarat@scstatehouse.gov>]
Sent: Monday, July 31, 2017 9:17 AM
To: Joseph Labash
Subject: Re: CIGNA
I'll keep working on it

From: Joseph Labash <jlabash@labtechdiagnostics.net>

Sent: Friday, July 28, 2017 11:27 AM

To: Danny Varat

Subject: RE: CIGNA

Good morning,

Hundreds of physicians has laboratories in side their practices and all accredited by CLIA or COLA and all contracted with Cigna without any issue.

As I mentioned the denial letters that we receive dose not state this as a reason.

Thanks

My Best Regards,

Joseph Labash

Managing Director

Labtech Diagnostics, LLC



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From: Danny Varat [[mailto: Danny Varat@scstatehouse.gov](mailto:Mailto: Danny Varat@scstatehouse.gov)]

Sent: Wednesday, July 26, 2017 12:30 PM

To: Joseph Labash

Subject: Re: CIGNA

Joseph, thanks. Can you please give me an example of CIGNA's recognition and acceptance of COLA? That will help me press the issue. Thanks

Danny

From: Joseph Labash <jlabash@labtechdiagnostics.net>

Sent: Wednesday, July 26, 2017 11:08 AM

To: Danny Varat

Subject: RE: CIGNA

Thank you,

We laboratories have a choice of whom to be accredited by .

Labtech Diagnostics is an accredit Laboratory and currently we are accredited by CLIA and COLA.

Even though Labtech Diagnostic's laboratory Director is the College of American Pathologists commissioner for the State of SC, at the moment we still choose COLA for expansion and education reasons .

Cigna or other may state that they established Laboratory relations in SC , but the fact is that relationship is between Cigna and LabCorp of NC and Quest of GA to service SC.

If we go to Cigna website this what we see.

Cigna dose except and recognize COLA accreditation, Thank you for your help.

We applied to them several time to Cigna and the denial was never based on who were accredited by . All accredited agencies are approved, recognized and acceptable by the Federal government and work along with COLA .

Thank you for your assistance as Cigna is one of the most important contracts that we are seeking.

See attachment please

My Best Regards,

Joseph Labash

Managing Director

Labtech Diagnostics, LLC



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From: Danny Varat [<mailto:DannyVarat@scstatehouse.gov>]

Sent: Monday, July 24, 2017 12:23 PM

To: jlabash@labtechdiagnostics.net

Subject: CIGNA

Joseph, I have received some feedback, and please give me your thoughts. CIGNA says that Labtech Diagnostics is not accredited by the College of American Pathologists. CIGNA already has established provider relationships in SC, and, they say, if Labtech were accredited by the College, then you could apply to CIGNA for consideration.

Does this explanation make sense to you? Please let me know your thoughts, and I will follow up. Thanks

Danny