

# Pinpoint Clinical Laboratory

## Overview

Pinpoint Clinical Laboratory is a non-profit, free-standing, tertiary clinical laboratory under the tertiary category and is a specialist healthcare institution that concentrates on providing HIV diagnostic services. The laboratory is dedicated to helping teenagers since they are the age group most vulnerable to HIV infection and transmission. Pinpoint Clinical Laboratory gives an oration to commenting on public health needs by providing specialized and free services to vulnerable age groups. The organization's main goals are to encourage safe sexual practices, healthy lifestyles, and awareness of HIV and the hazards that go along with it. Moreover, the dedication of the laboratory to promote safe sexual practices and healthy lifestyles align with the wider desired result of reducing HIV transmission and ameliorating overall health outcomes. Pinpoint Clinical Laboratory is making a significant contribution to the fight against HIV and helping to improve the lives of adolescents in the community through its efforts.

The Pinpoint Clinical Laboratory offers a wide variety of testing services, including HIV screening tests (Enzyme-Linked Immunosorbent Assay, Rapid Tests) and a confirmatory test (Western Blot), viral load testing to monitor the amount of virus in the bloodstream, CD4/T- cell count testing to monitor immune function, and resistance testing to determine which medications will be most effective in treating the virus. Modern technology and state-of-the-art equipment are used in the laboratory to produce accurate and dependable test results. All patients will receive compassionate and private care from the laboratory's team of skilled healthcare experts, which includes doctors, nurses, and laboratory technicians. The laboratory strives to enable teenagers and young adults to take charge of their sexual health and make educated decisions to stop the transmission of HIV through its community outreach activities and educational efforts. The laboratory intends to work closely with healthcare providers and community organizations to ensure that individuals living with HIV have easy and fast access to the care and support they need to manage their health and prevent the spread of the virus. Lastly, the laboratory provides access to PrEP (Pre-Exposure Prophylaxis) for individuals at high risk of HIV infection, as well as a wide variety of therapy for individuals living with HIV.

## Tagline

**“Discovering Accurate Diagnoses with Pinpoint Precision”**

## Vision

A leading freestanding clinical laboratory dedicated to transforming healthcare delivery by providing top-notch laboratory services and empowering patients and healthcare providers with

reliable and innovative solutions for better health outcomes while maintaining the highest standards of excellence and compassion through our skilled and compassionate team.

### **Mission**

- To provide accurate and reliable results through the use of state-of-the-art equipment and rigorous quality control measures.
- To collaborate closely with healthcare providers to ensure that test results are used to make informed decisions that improve patient care.
- To continuously expand our capabilities and stay at the forefront of scientific and technological advancements in laboratory medicine.
- To create a culture of learning and development, empowering our employees to achieve their full potential and deliver exceptional service.

### **Capital needed for Pinpoint Clinical Laboratory**

A standard tertiary clinical laboratory in the Philippines requires a significant amount of capital to establish. The estimated breakdown of capital of Pinpoint Clinical Laboratory has been broken down into five categories. This includes the cost of renovation, permits, and licenses, equipment and supplies, salaries of the employees, and operational costs. Overall, the capital required for a Pinpoint Clinical Laboratory which is a standard tertiary clinical laboratory in the Philippines ranges from **Php 4.09 million to Php 9.945 million**. Found below is the breakdown of each component.

#### ***Renovation (building and land)***

According to the location, the price of land can also differ greatly, with rates per square meter ranging from Php 10,000 to Php 50,000. The price of constructing a laboratory can also vary depending on the size and complexity of the facility, with prices for a laboratory building ranging from Php 30,000 to Php 50,000 per square meter. If we were to multiply the size of our laboratory which is 80 square meters by the cost of land and renovations we would get a range of **Php 3.2 million to Php 8 million**.

#### ***Permits and licenses***

In the Philippines, the price of acquiring a license and authorization to run a tertiary clinical laboratory can differ depending on a number of variables, including the lab's location, size, and kind. The laboratory must adhere to the rules and specifications established by the Philippine Health Insurance Corporation and the Department of Health. Obtaining the required licenses and permissions can run anywhere from **Php 50,000 and Php 100,000**, including processing and inspection fees. This estimate takes into account the costs associated with

obtaining a license to operate, being accredited by the PAASCU, and registering with PhilHealth. Nonetheless, it is crucial to keep in mind that extra expenses can be paid if any renovations or upgrades are required to match the legal specifications for accreditation and licensure.

#### *Equipment and supplies*

The equipment and supplies required for HIV testing include laboratory machines, test kits, and personal protective equipment (PPE). Clinical laboratories also require various supplies and consumables such as reagents, chemicals, and laboratory materials. The cost of laboratory machines, reagents, chemicals, and consumables for HIV testing can range from Php 300,000 to Php 600,000. For the cost of HIV test kits about Php 500 to Php 700 is needed per kit so if we were to obtain at least 200 kits for start-up, we will need a total of Php 100,000 to Php 140,000. And finally, the prices of PPE can range from Php 200,000 to Php 400,000 depending on the number of patients that the laboratory handles. This would cost the laboratory a total of **Php 600,000 to Php 1,140,000**.

#### *Salaries (RMTs and utility personnel)*

In the Philippines, the cost of paying employee salaries might vary based on a number of variables, including the size and complexity of the laboratory, the personnel's training and experience levels, and local wage rates. The overall monthly cost of paying salaries for all staff, including technicians, medical technologists, and laboratory management, could vary from Php 150,000 to Php 500,000 for a typical tertiary clinical laboratory. Additionally, the salary range for utility personnel in the Philippines can range from PHP 10,000 to PHP 15,000 per month. If we were to have 5 utility personnel at the Pinpoint Clinical Laboratory this would give us a range of PHP 50,000 to PHP 75,000. Bringing us to a total of **PHP 200,000 to PHP 575,000**. It is also worth remembering that additional elements like perks, bonuses, and incentives may also have an impact on the overall expense of paying employee salaries.

#### *Operational costs (facilities)*

There are a number of operational costs involved in setting up a clinical laboratory. The charges of utilities like energy, water, gas, and internet, which are required for the laboratory's activities, can add up to a significant amount between PHP 20,000 to PHP 30,000 a month. In addition, laboratory equipment needs regular maintenance and repair to ensure optimal performance, and the cost of hiring professional technicians that can perform these routine checkups can vary based on the type and number of equipment used. Generally, it can cost around PHP 10,000 to PHP 15,000 per month. This includes regular cleaning, calibration, and minor repairs. However, if there are major repairs needed, the cost can increase significantly and can range from PHP 20,000 to PHP 50,000 per month. Moreover, quality control and quality assurance procedures are crucial for guaranteeing the accuracy and reliability of laboratory results, and the budget for such procedures can change depending on the size of the laboratory and the range of services provided, ranging between PHP 10,000 to PHP 50,000. To sum it all

up, the operational costs of a clinical laboratory can reach up to **PHP 40,000 to PHP 130,000** in order for the laboratory to continue providing pinpoint and accurate results.