

Setting up COVID-19 testing capabilities for one of the largest reference labs in the United States



Client Challenge

Our client, one of the largest reference labs in the U.S., sought a consulting partner with extensive experience in growth strategy, performance improvement, and project management capabilities as well as a deep understanding of diagnostic tests to help them setup and scale up their COVID-19 testing capabilities – KPMG was engaged to support these efforts during such a critical time

Project Phases

Planning and execution – deployed senior KPMG leaders in healthcare and life sciences strategy, HR, IT, operations, and procurement to support our client with the planning and execution needed to acquire the equipment and consumables and hire the people needed to conduct hundreds of thousands of COVID-19 tests within 6 weeks

Operationalization and documentation – as the team stood up operations, they created and documented a sustainable process to ensure operations would be maintained upon conclusion of the engagement, allowing for further improvement and expansion of the client's COVID-19 testing capabilities

Outcome For The Client

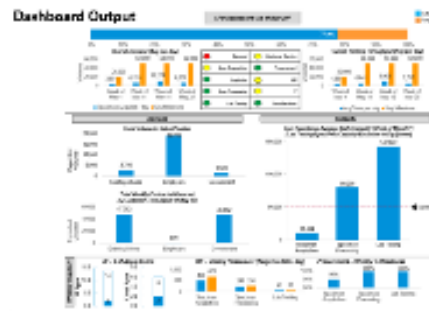


Our work enabled the client to offer large scale, end-to-end COVID-19 PCR (polymerase chain reaction) and serology testing services and to identify and prioritize key business development targets



With these offerings, the client has been able to win major COVID-19 testing contracts with the largest U.S. cities, major sports teams, school districts, universities, and employers, resulting in a significant increase in their revenue

Key Performance Indicator Dashboard



Detailed Activity Summary

Process Documentation

