



Switching to B&L Reference Laboratory

A practical two-page guide for veterinary practice owners and managers evaluating B&L as a diagnostic lab partner.

Typical lab-cost savings

15-30%

Exact savings depend on current volume, test mix, and contract terms.

One of the main reasons practices evaluate B&L is cost control.

B&L helps clinics compare current lab spend, common test volume, logistics, billing needs, and workflow requirements before making a larger transition.

1. Purpose of this guide

This guide shows the major items B&L reviews with a clinic before setup: lab fit, PIMS compatibility, test coverage, logistics, supplies, billing, and go-live planning.

Built for clinic decision makers

Use this to understand the practical path before committing to a major transition.

Phased use is possible

Many practices evaluate B&L first as a supplemental lab or for specialty testing while reviewing current agreements.

Details are confirmed in discovery

Exact timelines, service coverage, PIMS version requirements, and test-specific turnaround expectations are confirmed with B&L.

2. Why practices evaluate B&L

Switching labs does not have to happen all at once. Many practices already have a primary lab relationship or an existing contract. B&L can help determine whether supplemental testing, specialty testing, or a phased transition makes sense before a larger change.

Common reasons practices consider another diagnostic lab

- 15-30% lab-cost savings potential
- Lower annual price increases
- More flexible pricing or contract options
- Supplemental or specialty testing options
- PIMS integration and result delivery support
- Courier, national shipping, and supply support

Contract note

Some lab agreements may allow limited outside testing or specialty testing. Your team should review current terms. B&L can help evaluate whether supplemental use is a practical starting point.

3. The process

A practical path from review to setup.

Step	What happens	Why it matters
1. Review fit	B&L reviews current workflow, common tests, PIMS, billing needs, logistics, and expected testing volume.	Your practice can see whether B&L fits before committing to a larger transition.
2. Plan workflow	B&L confirms integration needs, courier or shipping options, supplies, test code needs, and result delivery preferences.	The clinic team gets a clearer picture of what setup would require.
3. Prepare go-live	B&L supports portal setup, LIS setup, PIMS integration, supply planning, billing setup, and go-live coordination.	Operational details are handled before the clinic begins routine use.



Setup Support, Logistics, and Next Steps

Practical details clinics often review before onboarding.

1. Setup support

B&L uses onboarding information to help your team understand the setup path before your clinic begins sending diagnostics through B&L.

✓ PIMS compatibility review	✓ Common test and code review	✓ Courier or shipping planning	✓ Supply and welcome kit setup
✓ LABGEN portal setup	✓ Billing and special pricing setup	✓ Go-live planning	✓ Result delivery preferences

2. PIMS compatibility

B&L integrates with several veterinary practice management systems. Compatibility and version requirements should be confirmed during discovery.

Covetrus Pulse	Covetrus ImproMed	AVImark
Digitail	VetBadger	ezyVet
IDEXX Cornerstone	Instinct	Shepherd, coming soon

3. Logistics

Courier, shipping, supplies, and turnaround.

Local pickup	B&L supports local courier coordination where available. Same-day, weekend, and holiday options may depend on scheduling and coverage.
National shipping	Practices outside the local courier area can use national shipping support.
Supplies	B&L can provide necessary collection materials, including tubes, containers, and shipping supplies.
Turnaround	Turnaround expectations vary by test. Many routine tests are typically available in about 1 day. Test-specific expectations should be reviewed in the B&L Test Guide.

4. Clinic checklist and common questions

Clinic checklist

A short discovery process helps B&L understand your current lab workflow and prepare the right setup path.

- Current PIMS and version
- Main onboarding contact
- Billing contact
- Commonly ordered tests
- Estimated daily testing volume
- Pickup or shipping needs
- Target onboarding timing
- Special supply needs

Common questions

Do I need to replace my current lab immediately?	No. Many practices start by using B&L as a supplemental lab while they review their current agreement.
Can B&L work with existing lab contracts?	Some agreements may allow limited outside testing or specialty testing. Your team should review current terms.
Does B&L provide supplies?	Yes. B&L can provide necessary collection materials, including tubes, containers, and shipping supplies.
How are results delivered?	Results can be delivered through supported PIMS integrations, email, fax, or B&L's online portal.

Request a switching review

Talk with B&L about your workflow, PIMS, logistics, supplies, turnaround expectations, billing needs, and next steps.

Contact B&L

Website: bandllabs.com
Email: info@bandllabs.com
Phone: 949-850-8515