



## Customer Spotlight: Mako Medical Laboratories



### ▲ CASE STUDY

In the summer of 2014 a small lab in Raleigh, NC put their trust in ApolloLIMS, and the ApolloLIMS team, to help with the inception and eventual expansion of their lab. That lab is Mako Medical, and today they are one of the fastest growing laboratories in the United States.

Mako offers Pharmacogenetics (PGx), Next Gen Sequencing (specifically for women's health), cancer, urine, oral fluid and blood testing. This year, they have recently outgrown their space and opened a second lab in Albuquerque, NM, and a third in Henderson, NC. Now servicing eight states, Mako's specialty testing areas include general practice, pain management, substance abuse, mental health, and clinical.

We were able to sit down with Josh Arant and Chad Price, co-founders of Mako Medical, to discuss the lab's journey to success and how ApolloLIMS has helped along the way. Mako Medical prides itself on their skilled, sophisticated testing methods, automation and quick turnaround time.



**“ApolloLIMS has helped bring a superior level of automation to Mako. By using ApolloLIMS’ Instrument and HL7 interfaces, our workflow is completely streamlined.”**

- Josh Arant  
Co-Founder, Mako Medical Laboratories



Utilizing over 30 interfaces (including instrument, robotics, HL7 and billing) and the Web Outreach Portal, Mako has become a well-oiled machine that clients can count on for their testing needs. Mako recently adopted ApolloLIMS' Auto-Verification tool to decrease their turn-around time even more.

Mako also stands out from the competition by offering customized reporting to their clients. "The ApolloLIMS team has been very successful with tailoring the reports exactly to our client's needs," mentioned Price. "It has been great to be able to have multiple reports set up in Apollo." These custom reports allow Mako to showcase the test results in an aesthetically pleasing way to their clients while still providing a comprehensive, easy to read report.

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**“We are grateful the ApolloLIMS team has been so flexible with our needs. The customization of features and processes in the LIMS have helped us along the way and continue to allow us to grow at a fast pace.”**

- Chad Price  
Co-Founder Mako Medical Laboratories

**“I would recommend ApolloLIMS to labs currently searching for a LIMS The team is nimble and customer-centric.”**

- Josh Arant  
Co-Founder, Mako Medical Laboratories

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