

A Year of Successful Tribal Outreach and Partnerships

Nearly a year ago, [Dawn M. Coley](#) joined [Tribal Diagnostics](#) as the Director of Tribal Relations with the mission of partnering with tribes, connecting with rural communities and building partnerships with national and regional American Indian organizations. In just a year, Tribal Diagnostics, a premiere high complexity diagnostics laboratory, secured contracts with [12 state Medicaid programs](#), partnered with six tribes and urban Indian health clinics and gained the support of several organizations.

“Tribal Diagnostics’ outreach has increased and will continue to grow with Dawn leading the company’s agenda to connect with tribal leadership, share our work and services, and build fruitful relationships with potential clients,” said Tribal Diagnostics [CEO Cory Littlepage](#). “Our tribal outreach is integral to the company’s work as we strive to support providers working in tribal and rural communities across the country.”

Tribal Diagnostics meets face-to-face engagement with tribal leaders, health directors and laboratory personnel to help them understand the services and benefits the company provides and its [ongoing fight against the opioid epidemic in Indian Country](#). The Tribal Diagnostics team also attends conferences and supports tribal resolutions. This significant work has led to contracts with six tribes and urban Indian health clinics.

“The most fulfilling part of my job is working with tribal communities and providing education on the difference between prescribed and illicit drugs, and which drugs are used for pain management and which are used for recreational use,” said Ms. Coley who has an extensive background in health care administration and over 30 years of impressive experience working in Indian Country. “Tribal Diagnostics helps clients, which includes a handful of tribes, with detection beyond a point of care by using science to determine if an individual is taking prescribed medication or other substances that could cause a drug interaction or overdose.”

By partnering with Tribal Diagnostics, [tribes have access to lab services](#) at Medicare-like rates, which may help with a tribes’ budget. As overall health funding is decreasing, every dollar saved is valuable. Tribal Diagnostics works respectfully with tribes and the approach is always culturally sensitive. “We know that each tribe has different and varying needs in relation to location, region and community connection. A tribe in the northeast has a distinct set of community issues with drug abuse than a tribe in the southwest,” added Ms. Coley.

To ensure health care providers and patients have access to Tribal Diagnostics lab services at a low cost, Tribal Diagnostics has contracted with many regional and national insurance carriers, is a national Medicare provide, and is contracted with 12 state Medicaid programs. The 12 states include: [Arizona](#),



Tribal Diagnostics Director of Tribal Relations Dawn Coley with Lumbee Tribal Council Member Terry Hunt.

[Arkansas](#), [Louisiana](#), [Maine](#), [Missouri](#), [New Mexico](#), [Oklahoma](#), [Ohio](#), [Oregon](#), [Texas](#), [Utah](#) and [Washington](#).

“It is important for Tribal Diagnostics to contract with the state Medicaid programs as 90 percent of tribal members are Medicaid eligible. For many services, Tribal Diagnostics can bill Medicaid, Medicare and insurance carriers to help cover the costs of those services,” said Mr. Littlepage.

Organization partners include: [Association of American Indian Physicians](#), [American Indian Cancer Foundation](#), [Baltimore Native American Lifelines Foundation](#) and [United South and Eastern Tribes](#).

Tribal Diagnostics is a Native American owned business with 60 percent of its employees are American Indian. Learn more about Tribal Diagnostics at: www.tribaldiagnosics.com.