

# Statewide Pricing Guideline

## Research Services

Version 2.1



for all of  
**US**



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## 1. Introduction

In ensuring NSW Health Pathology continues to deliver better services and outcomes, NSW Health Pathology has developed a standardised approach to pricing pathology services for external research, across all NSW.

The following is indicative pricing for NSW Health Pathology services to non-NSW Health Pathology research. The pricing is broken down into:

1. Non-commercial research – avoidable cost recovery.
2. Commercial research – full cost recovery for all activity surrounding the service.

In cases where NSW Health Pathology is a **collaborating partner**, or NSW Health Pathology **employees are involved as an investigator in a research project**, NSW Health Pathology views this as a research collaboration, not services for research.

For research collaborations, a NSW Health Pathology investigator must be added to the research ethics application (through REGIS) listing the site as NSW Health Pathology. This will create a site-specific assessment form for NSW Health Pathology's research governance office. For further information please go to our [Research Governance website](#).

## 2. Definitions

**Research Sponsor** means the company, institution or organisation, body or individual that takes overall responsibility for the conduct of the research undertaken for Non-Commercial or Commercial Research Purposes and usually initiates, organises and supports the research.

**Commercial Research Purposes** means the use of a product/process/subject matter for research or scholarly purposes under a commercial contract for commercial benefit or exploitation of Intellectual Property rights that includes, but is not limited to:

- (a) consulting arrangements;
- (b) contract research for government, non-government and/or private sector entities; or
- (c) collaborative research with government, non-government and/or private sector entities.

Please note in referring to 'Commercial' and 'Non-commercial' costings it is the Research Sponsor not the Funder that is being referred to.

### 3. Statewide Pricing Guide

The below costs are to be used for indicative pricing only. For a formal quote please contact your local NSW Health Pathology research service coordinator listed on page 12.

Description	Unit	Commercial	Non-Commercial
<b>PROJECT START-UP</b>			
	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
Site project establishment fee	Per application	\$500 (initial operational area) \$100 (each additional operational area)	\$100 (each operational area)
<b>PROJECT RELATED ACTIVITES</b>			
	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
<b>A. Specimen collection<sup>1</sup></b>			
	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
For research (children >5 years and adults)	Per case <sup>2</sup>	\$15	\$15
• Paediatric <sup>3</sup>			
- Babies age <1 year		\$40	\$40
- Children aged 1 to 5 yrs.		\$25	\$25
<b>B. Specimen retrieval</b>			
	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
I. Non-histological specimen retrieval:	Per sample	\$5	\$5
• Bloods (or other)			
II. Histological specimen retrieval (tissue):	Per visit	\$75	\$50
• Block & slide retrieval Access fee (off-site)			
• Block and slide retrieval <sup>4</sup> ≤ 50 cases <sup>2</sup>	Per case <sup>2</sup>	\$7.50	\$5
• Block and slide retrieval <sup>4</sup> > 50 cases <sup>2</sup>	Per case <sup>2</sup>	Contact local research service coordinator	
<b>C. Data Entry, Handling and Processing</b>			
	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
I. Data entry and handling only <sup>5</sup>	Per case <sup>2</sup>	\$11	\$11
II. Non-histological specimens:			
• Data entry, handling, and processing (Local Lab)	Per case <sup>2</sup>	\$20	\$15
• Data entry, handling, and processing (Central Lab)	Per case <sup>2</sup>	<b>Commercial</b>	<b>Non-Commercial</b>

-	Bloods (or other) - Simple (routine)		\$25	\$20
-	Bloods (or other) - Intermediate (non-routine)		\$35	\$25
-	Bloods (or other) - Complex		\$50	\$45
III.	Retrieve, culture, and supply microbic isolates	Per case <sup>2</sup>	\$110	\$42
IV.	Histology specimen processing			
	• Histology embedding	Per block	\$7.50	\$5
	• Histology (time-critical)	Per case <sup>2</sup>	\$80	Negotiable
V.	Microtomy	Per slide/scroll	\$7.50	\$5
VI.	Cryo sectioning	Per slide/scroll	\$30	\$20
VII.	Snap freezing of tissue	Per case <sup>2</sup>	\$15	\$10
VIII.	Fresh specimen triage	Per case <sup>2</sup>	\$35	\$30
<b>Histology staining (including microtomy)</b>		<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
I.	H&E Staining (including microtomy)	Per slide	\$10	\$7
II.	Special Staining	Per slide	\$30	\$20
III.	IHC staining			
	• Excluding Ab	Per slide	\$40	\$25
	• Including Ab	Per slide	\$100	\$70
IV.	IHC Antibody (Ab)			
	• Optimisation	Per Ab	\$200	\$100
	• Additional slides	Per Ab	\$40	\$25
V.	ISH staining			
	• Excluding probe	Per slide	\$100	\$70
	• Including probe	Per slide	\$200	\$120
<b>Specimen Testing</b>		<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>

Specimen testing <sup>6, 7, 8, 9</sup>	MBS	120%	85%
	Non-MBS	Contact local research service coordinator	
<b>NSW Health Statewide Biobank<sup>10</sup></b>	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
Biobanking (end to end) Specimen collection, data entry & transport to NSW Health Statewide Biobank	Per case <sup>2</sup>	\$25	\$25
Whole Slide Imaging	Per image	\$4.35	\$2.90
<b>PROJECT CLOSE</b>			
	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
Storage <sup>11</sup>	Per case <sup>2</sup>	\$15	\$10
Transport (Local Courier)	Per case <sup>2</sup>	At cost	At cost
Packaging &/ Dispatch	Per case <sup>2</sup>	Contact local research service coordinator	
<b>SPECIALISED RESEARCH SERVICES</b>			
<b>FORENSIC</b>	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
I. Forensic toxicology and therapeutic drug monitoring on urine, blood, serum, and oral fluids.	Per test	Contact local research service coordinator	
II. Environmental testing in water and other environmental samples.			
III. Drug and pharmaceutical screening, identification, and purity.			
IV. Chemical and unknown materials identifications and comparisons.			
V. Biological fluid and DNA testing, and expert systems.			
VI. Forensic medical imaging			
VII. Other forensic & analytical science services for research			
<b>CHEMICAL PATHOLOGY</b>			
	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>

Toxicology and therapeutic drug monitoring on urine, blood, serum, and oral fluids	Per test	Contact local research service coordinator	
<b>Liquid chromatography (LC), Liquid Chromatography-Mass Spectrometry (LC-MS) and Gas Chromatography-Mass Spectrometry (GC-MS)</b>			
<b>Analysis using established methods</b>	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
a. Data acquisition, analysis, and report	Per case <sup>2</sup>	Contact LC-MS/MS research coordinator	
b. Sample Preparation	Per case <sup>2</sup>	Contact LC-MS/MS research coordinator	
<b>Analysis requiring method development</b>	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
a. Pilot acquisition, analysis, and report	Per project	Contact LC-MS/MS research coordinator	
b. Sample preparation (pilot investigation)	Per project	Contact LC-MS/MS research coordinator	
c. Method validation	Per project	Contact LC-MS/MS research coordinator	

<b>GENOMICS</b>			
Whole Exome Sequencing (WES)	Per case <sup>2</sup>	Contact Clinical Genomics Operations Manager	
Whole Genome Sequencing (WGS)	Per case <sup>2</sup>	Contact Clinical Genomics Operations Manager	
Genomics Panels undertaken by Statewide Sequencing Service	Per case	Contact Clinical Genomics Operations Manager	
Data Storage and Transfer	Per case or project	Contact Clinical Genomics Operations Manager	
Other genomics services		Contact local research service coordinator	
<b>POINT OF CARE TESTING (PoCT)</b>			
New or established technology: technology verification, validation, and pilot evaluation		Contact local research service coordinator	
<b>ADDITIONAL SERVICES</b>	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
<b>Data Management</b>	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>

Data management	Per hour	\$100	\$100
Data analytics/informatics	Per hour	\$130	\$110
<b>Reporting</b>	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
Assessment of adequacy by pathologist	Per case <sup>5</sup>	Contact local research coordinator	
Macroscopic dictation (Project-based, no images)	Per case <sup>5</sup>	\$75	\$50
Microscopic report (Project-based)	Per case <sup>5</sup>	\$450	\$300
<b>Staff time (consultation, analytical work and/or administration)</b>	<b>Unit</b>	<b>Commercial</b>	<b>Non-Commercial</b>
Senior Staff Specialist	Per hour	\$220	\$220
Senior Scientist	Per hour	\$150	\$150
Scientific Officer	Per hour	\$100	\$100
Out of hours	Per hour	Contact local research coordinator	

<sup>1</sup>Collection fee is for NSWHP to collect samples. If the collection is piggy backing off a standard of care test, then this fee may be reduced, or waived, depending on consumables. This is up to the discretion of the local NSWHP clinical research coordinator. Paediatric blood collection may attract an addition cost.

<sup>2</sup>Per case” refers to a specific patient episode

<sup>3</sup>Only available at a few sites

<sup>4</sup>If AP blocks are supplied for research it is expected that they will be returned at the cost of the applicant.

<sup>5</sup>Should you require data entry and handling out of normal business hours, please contact local research coordinator to discuss fees and possibility for this.

<sup>6</sup>No research activity can be funded in any part by the MBS.

<sup>7</sup>Costs outlined in this table *‘for research tests only’*.

<sup>8</sup>Tests for research activity that are part of standard of care are billable to MBS and will not be charged back to the applicant (not applicable to research activity initiated by commercial companies).

<sup>9</sup>Trials may include tests not defined in the MBS. These tests will be assigned non-MBS item numbers (NSWHP assigned numbers) with fees based on actual cost recovery.

<sup>10</sup>NSW Health Statewide Biobank offers a range of additional research services incl. slide imaging, PBMC preparation & DNA extraction, please see contact [NSWPATH-biobanking@health.nsw.gov.au](mailto:NSWPATH-biobanking@health.nsw.gov.au) for further information.

<sup>11</sup>Storage is only available in some laboratories. For laboratories where storage is available, the annual fee for storage of samples held past 6 months are up to the discretion of local laboratory manager.

**Please note:** Pricing may be negotiable at local level, to cater for large scale opportunities with discounts for economies of scale. Batched studies can also be negotiated at local level. AP blocks are supplied for research it is expected that they will be returned at the cost of the applicant.



## 4. Description of inclusions in pricing

DESCRIPTION	INCLUSIONS
<b>PROJECT START-UP</b>	
Site project establishment fee	Protocol, ethics and laboratory manual review, discussions with clinical directors and lab managers, request form development, billing system setup. Ongoing administration including access to current Accreditation documents (NATA, Medicare, IATA), access to current Reference Interval documentation, monitoring and troubleshooting, as well as laboratory access for site visits & audits.
<b>PROJECT RELATED ACTIVITIES</b>	
Central lab – Kit supplied; collection, processing & storage (may be additional charges for PK sampling)	This is the total cost for specimen collection, processing, and storage.
Data analytics/informatics	Includes data extraction and cleaning of test results.
Data entry & processing	Administration costs involved in tracking sample from collection to supply and return (if appropriate), including putting in place a MTA. Also includes any routine processing such as a spinning or aliquoting. Non-routine is when the protocol involves more complex or time critical processing.
Data Management	Includes data extraction, collation, and cleaning of test results.
Handling	Sample handling that is not processing.
Histological	Microscopic anatomy of biological tissue; the study of tissues and cells under a microscope.
Non-Histological	Samples other than biological tissue and cells, i.e., blood, urine, microbes, etc.
Processing	The performance of a mechanical or chemical operation on a sample in order to change or preserve it.
Specimen collection	Blood collection by NSW Health Pathology phlebotomists. Other sample collections e.g., swabs, urine or stool samples including directing patients to collect samples. Application of collection fee when collecting in addition to standard care samples will be at the discretion of the NSWHP Research Coordinator.
Specimen testing	Cost to perform the test and is based on the MBS item rebate.
Specimen collection, data entry & transport to NSW Health Statewide Biobank	Specific to the Statewide Biobank collections. Samples to be collected by NSWHP collection staff, tracked, and transported to the Statewide Biobank.

Toxicology and therapeutic drug monitoring	The cost to conduct toxicology testing or therapeutic drug monitoring in urine, blood, serum, or oral fluid samples.
<b>MICROBIOLOGY/VIROLOGY</b>	
Microbic isolation	Separation of a strain from a natural, mixed population of living microbes as present in a patient sample.
Retrieval of isolates	Retrieval of isolates for patients on a research project (based on estimated hours required to retrieve results).
<b>TISSUE PATHOLOGY</b>	
There is no policy yet to the supply of blocks without return.	
<b>Administration</b>	
Block & slide retrieval (on-site or off-site)	This includes the time it takes to locate and retrieve a block or slide. Off-site means from a location different to where you are requesting the service from.
<b>Processing</b>	
Cryo sectioning	Cutting of frozen tissue sections.
Cytology processing	Processing of non-gynaecological samples onto glass slides, stained and covered or cytology samples for cell block. May be direct smears from samples or smears prepared via cytocentrifugation or centrifugation.
Bone marrow in formalin	Bone marrow is placed in formalin for preservation.
Microtomy	Cutting thin sections of tissue from the block
Snap freezing of tissue	Selection of fresh tissue and snap freezing via individual laboratory processes e.g., liquid nitrogen, CO2 etc. To include short term storage until collection arranged.
Time-critical sample	Means a sample that has requirement so important that if it is not met immediately, the outcome will become or approach a state of material risk.
Tissue processing & embedding	The process to prepare and embed tissue into a paraffin block.
<b>Staining</b>	
H&E Staining	Hematoxylin and eosin stain includes cutting and mounting thin sections of tissue from the block and staining with haematoxylin and eosin stain. H&E is the most used stain.
IHC Ab Optimisation additional slides	Immunohistochemistry (IHC) involving anything outside standard IHC staining requires specialised skills for optimisation / value-add. This is time it takes a specialist to optimise the antibody.

IHC staining - including Ab - excluding Ab	Immunohistochemistry (IHC) is dependent on antibody / clone repertoire. The costs in the pricing are only for a standard test repertoire.
ISH staining - including probe - excluding probe	In situ hybridization (ISH) staining preparation depends on the probe being used. The probe is a high-cost consumable and in some cases, researchers may supply their own probe. This price enables with or without NSWHP probes.
Special Staining	Includes staining of tissue as part of slide preparation with a non-routine stain
<b>Slide scanning</b>	
Whole Slide Imaging (at NSW Health Statewide Biobank)	Imaging of clean, good quality slides. Note: additional costs apply if slides are poor quality (e.g., dirty, broken cover slips etc).
<b>Reporting</b>	
Assessment of adequacy by pathologist	For a pathologist to review the block or slide to ensure there is adequate tissue available for the research project and is charged per hour.
Macroscopic dictation (Project-based no images)	Cut-up of the fresh tissue and dictation of the description of the collected sample including measurements etc.
Microscopic report (Project-based)	Review of the tissue slide and description of the pathology present at the cellular level. This may include microscopic photography at extra costs.
<b>PROJECT CLOSE</b>	
Packaging & preparation for dispatch	Costs to package the sample and prepare it for transport. Does not include courier fees.
Storage	Storage of research samples for a maximum of 6 months after which time there is an annual fee to hold the samples. NSWHP has limited space available to store samples in local laboratories. If long-term storage is required NSWHP encourages sample storage within the Statewide Biobank.
Transport (Local Courier)	Cost to courier the sample(s) to the research group.
<b>ADDITIONAL SERVICES</b>	
Data management (retrieval of test results)	Retrieval of test results for patients on a research project (based on estimated hours required to retrieve results).
Data analytics/informatics (data extraction and collation)	Manual extraction and collation of routine patient care data based on a predefined dataset.

## 5. NSW Health Pathology Research Service Coordinators

Our Research Coordinators will be processing submitted [Access Request](#) forms which has to be submitted for NSW Health Pathology to provide you with access to biospecimens, data and/or research services. If you need to contact any of them, please check out their contact details on our website [here](#).

## 6. Version History

The approval and amendment history for this document must be listed in the following table.

Version No	Effective Date	Approved By	Approval Date	Document Author	Risk Rating	Sections Modified
1.0	01/01/2021	Roger Wilson	01/07/2020	Amanda Koegelenberg	Low	New pricing model for research services
2.0	05/09/2022	Robert Lindeman Paul Dunn	12/08/2022	Bente Talseth-Palmer	Low	Updated pricing guideline
2.1	03/01/2023	Shaun Roman	31/03/2023	Bente Talseth-Palmer	Low	Minor updates to section 3 and 5
2.2	09/01/2024	Shaun Roman	09/01/2024	Bente Talseth-Palmer	Low	Minor updates in section 4 and 5