

LABORATORY-PROVIDER LINKS SOFTWARE

Part 1 of 7	Atlas Medical Lisa Conley sales@atlasmedical.com 26679 W. Agoura Rd., Suite 200 Calabasas, CA 91302 800-333-0070/818-340-7080 www.atlasmedical.com	Blue Iris Division, Mitem Corp. Larry White info@blueiris.com 640 Menlo Ave. Menlo Park, CA 94025 650-323-1500 www.blueiris.com	Brunston Corp. Donald Butler, PhD sales@brunston.com 967 E. ParkCenter Blvd., #133 Boise, ID 83706 208-968-7770 www.brunston.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	ATLAS Physician Portal†	Blue Iris eLaborate	Brio/WEB
Configuration of LPL software	standalone product that can interface with any company's central LIS or EHR none — 1995/February 2017 fourth quarter 2016 (version 19)	standalone product that can interface with any company's central LIS or EHR none — 2005/December 2016 February 2017 (version 8.7.5.1)	standalone product that can interface with select vendors' LISs or EHRs Brunston's Securo/Exchange — 2002/— — (version 4.4c)
• Software modifications or enhancements required on host LIS to interface • Percentage of LPL software customers who use another company's LIS Year company began selling LPL software/Most recent LPL software installation* Last major release or update of featured LPL software			
No. of U.S. host or central labs using software clinically/No. of international host installs • No. of U.S. host labs that electronically transfer orders from physician or other client system, through LPL software, into LIS in host lab No. of contracts for host labs signed between January 2016–January 2017 No. of U.S. satellite or client location installations	200+ / — 150+ 13 64,000+ physician offices	— — — —	53/0 27 — ~20,000 physician offices
No. of employees in entire company Provide list of client sites to potential customers on request Ave. time to install, build files, train staff in physician offices/Other provider institutions** Human languages (other than English) supported by system	235 yes (a list of comparable sites) 1–2 hours/2–16 hours ABNs available in Spanish	— yes (a list of comparable sites) 2 hours/2 hours —	8 yes (a list of comparable sites) 2 hours/8 hours Spanish, Mandarin, Hindi, Vietnamese, with Brunston's www.physicianpatients.com
How demographics and billing information are transferred from EMR or physician office or clinic practice management system to LPL system	one-time batch download/file transfer, or in real time, or via host query (POPMS may push real-time changes to LPL without request)	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer, or in real time, or via host query
Tools for facilitating data transfer from EMR or other provider system to LPL system How results are returned to physician offices or other provider institutions**	use only software tools from Atlas block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG	use only software tools from Blue Iris/Mitem block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG	use only software tools from Brunston block of text, PDF, discrete data elements
Data interface standards operational	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, XML, custom when required	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), XML, custom when required, others	ASTM 1238, HL7 2.x, HL7 2.3.1, XML, custom when required
System supports LOINC for identifying lab result database elements Where patient test data are stored	yes central LPL system or cloud as part of LPL application (optional)	yes cloud as part of LPL application	no central LPL system, physician office system, provider institution system
Features/modules			
• Order entry			
- Medicare compliance checking using carrier-specific rules	installed	installed	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	installed	installed
- Local medical review policies can be viewed	installed	installed	—
- Automatic routing of order to different labs or hospitals according to payer rules	installed	installed	—
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	installed/installed	installed/installed
- Duplicate order checking	installed	installed	—
- Physician office-specific panels	installed	installed	installed
- Orders can incorporate multiple specimens or parts in a single accession	installed	installed	installed
- Software permits requests to run tests with specific test kits	installed	installed	—
- Physician office can electronically order supplies from host lab	installed	installed	—
- Automatic handling of scheduled or standing orders	installed	installed	installed
• Printing of barcoded specimen labels/2D barcode on printed requisition	installed/installed	installed/installed	installed/installed
• Software adapted for use in phlebotomy or collection stations	installed	installed	installed
• Result receipt			
- Stored as a block of text	installed	installed	—
- All items (result, reference range, units, etc.) stored as discrete data elements	installed	installed	installed
- Automatic parsing of report pages to extract results	installed	installed	—
- Inquiry mode that allows physician office to check specimen status with host	installed	installed	—
• Reporting			
- In exact format received from host lab/Cumulative	installed/installed	installed/installed	— /installed
- Integration of host and physician office lab results	installed	installed	—
- Display of new results for patient and/or clinic	installed	installed	installed
- Remote access available to on-call physicians	installed	installed	—
- Unattended printing of reports	installed	installed	installed
- Display current report with historical data on same screen	installed	installed	installed
- Graph historical results with current results for trend analysis	installed	installed	installed
• Physician can electronically sign reports to confirm review	installed	installed	—
• Physician can compose and send secure electronic messages to patients via email	available but not yet installed	available via another of company's products	installed
• Physician can compose and send secure electronic messages to patients via PHR	available via another of company's products	available via another of company's products	installed
• User-defined, rule-based system	installed	under development	—
• Alerts in physician office module	installed	available via another of company's products	—
• Electronic transfer of data to another physician office via email (not encrypted)	—	not available	—
• Electronic transfer of data to another physician office via encrypted email	available but not yet installed	available via another of company's products	installed
• Electronic transfer of data to another phys. office via Web reference or pointer to website	available but not yet installed	not available	installed
• Electronic transfer of data to another physician office via fax	installed	not available	—
• Physician office can send requests for specimen pickup or courier service to host lab	installed	installed	—
• Financial			
- Billing, collections, accounts receivable	available via another of company's products	not available	—
- Electronic claims transfer/Interfaces to billing systems	not available/installed	not available/available but not yet installed	—
• Electronic medical record interface	installed	installed	installed
• Interfaces to physician office lab instruments	available via another of company's products	available but not yet installed	—
• Entry of physician office lab results with edit checks	available but not yet installed	installed	—
User group that meets on an established schedule Client receives copy of source code	yes (meets in person and via webinar) placed in escrow	no no	no no
LPL software functionality provided via ASP or cloud-based data center	available as a local server or an ASP or cloud-based product (client's option)	yes (only available as an ASP or cloud-based product)	available as a local server or an ASP or cloud-based product (client's option)
System cost: one-time or initial charges/Monthly subscription fees • Basis for increasing fees as additional referring sites are added • Situations where fees increase with additional services System priced on a cost-per-transaction basis	— — — capital- and transaction-based models available	— — — —	— based on No. of practices/groups or physicians of record no increase no
Distinguishing product or company features (supplied by vendor)	<ul style="list-style-type: none"> optimized test routing/sharing between labs for multi-lab networks using same or different LISs/EHRs support for EMR/EHR/LIS integration and workflow augmentation, advanced physician EMR connectivity, and test utilization more than 26 years of helping labs 	<ul style="list-style-type: none"> complete noninvasive outreach solution for clinical data integration integrates with company's eVigils secure mobile coordination-of-care solution more than 30 years of integration experience; single-vendor platform for integrating hospital-based systems to physician offices 	<ul style="list-style-type: none"> Web/PC based and Android mobile access to richly functioning ordering/resulting application multi-lingual patient voice reporting; secure exchange of results as documents or voice serious about data security; strong encryption and authentication methods
*based on February 2017 survey deadline **provider institution=hospital, surgery center, other nonphysician office site Note: a dash in lieu of an answer means company did not answer question or question is not applicable	†formerly ATLAS LabWorks, LabWorks Physician Portal software also marketed by Sunquest Information Systems		

LABORATORY-PROVIDER LINKS SOFTWARE

Part 2 of 7	CareEvolve, an ELLKAY company Brian Jones brian.jones@ellkay.com 259 Cedar Lane Teaneck, NJ 07666 888-322-5222 www.careevolve.com	CompuGroup Medical Gene Williamson gene.williamson@cgm.com 10715 Red Run Blvd., Suite 101 Owings Mills, MD 21117 800-359-0911 www.cgmus.com	Epic Melissa Hunter mhunter@epic.com 1979 Milky Way Verona, WI 53593 608-777-9000 www.epic.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	CareEvolve	CGM LABNEXUS	EpicCare Link
Configuration of LPL software	standalone product that can interface with any company's central LIS or EHR HL7, PDF, or equivalent export module	standalone product that can interface with any company's central LIS or EHR none 0	dedicated module for Epic's LIS and EHR none 67%
• Software modifications or enhancements required on host LIS to interface	—	—	—
• Percentage of LPL software customers who use another company's LIS	—	—	—
Year company began selling LPL software/Most recent LPL software installation*	1997/February 2017	2012/February 2017	2001/February 2017
Last major release or update of featured LPL software	January 2017 (version 3.7.5)	June 2016 (version 15.3)	November 2016 (Epic 2017)
No. of U.S. host or central labs using software clinically/No. of international host installs	126/0	122/1 (Dubai)	295 organizations (labs not tracked)/0
• No. of U.S. host labs that electronically transfer orders from physician or other client system, through LPL software, into LIS in host lab	119	113	—
No. of contracts for host labs signed between January 2016–January 2017	9	31	not tracked
No. of U.S. satellite or client location installations	10,000+ physician offices/190 provider institutions**	not tracked	not tracked
No. of employees in entire company	—	270	9,500
Provide list of client sites to potential customers on request	yes (a list of comparable sites)	yes (a list of comparable sites)	yes (a complete list with no restrictions regarding its use)
Ave. time to install, build files, train staff in physician offices/Other provider institutions**	1 hour/1.5 hours	4 hours/4 hours	1 day/2 days
Human languages (other than English) supported by system	Spanish (others on request)	—	Danish, Dutch, Finnish
How demographics and billing information are transferred from EMR or physician office or clinic practice management system to LPL system	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer or in real time	in real time
Tools for facilitating data transfer from EMR or other provider system to LPL system	use only software tools from CareEvolve/ELLKAY	use only software tools from CompuGroup Medical	use only software tools from Epic
How results are returned to physician offices or other provider institutions**	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG	block of text, PDF, discrete data elements	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG
Data interface standards operational	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), HL7 FHIR, CDA, XML, others	HL7 2.x, HL7 2.3.1, HL7 2.5.1, XML, custom when required	HL7 2.x
System supports LOINC for identifying lab result database elements	yes	no	yes
Where patient test data are stored	cloud as part of LPL application	cloud as part of LPL application, physician office system, provider institution system	central LPL system
Features/modules			
• Order entry			
- Medicare compliance checking using carrier-specific rules	installed	installed	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	installed	installed
- Local medical review policies can be viewed	installed	installed	installed
- Automatic routing of order to different labs or hospitals according to payer rules	installed	not available	installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	installed/not available	installed/installed
- Duplicate order checking	installed	not available	installed
- Physician office-specific panels	installed	installed	installed
- Orders can incorporate multiple specimens or parts in a single accession	installed	installed	installed
- Software permits requests to run tests with specific test kits	installed	not available	installed
- Physician office can electronically order supplies from host lab	installed	not available	installed
- Automatic handling of scheduled or standing orders	installed	installed	installed
• Printing of barcoded specimen labels/2D barcode on printed requisition	installed/installed	installed/not available	installed/installed
• Software adapted for use in phlebotomy or collection stations	installed	installed	installed
• Result receipt			
- Stored as a block of text	installed	installed	installed
- All items (result, reference range, units, etc.) stored as discrete data elements	installed	installed	installed
- Automatic parsing of report pages to extract results	not available	installed	not available
- Inquiry mode that allows physician office to check specimen status with host	installed	installed	installed
• Reporting			
- In exact format received from host lab/Cumulative	installed/installed	installed/installed	installed/installed
- Integration of host and physician office lab results	installed	installed	installed
- Display of new results for patient and/or clinic	installed	installed	installed
- Remote access available to on-call physicians	installed	installed	installed
- Unattended printing of reports	installed	not available	installed
- Display current report with historical data on same screen	installed	installed	installed
- Graph historical results with current results for trend analysis	installed	installed	installed
• Physician can electronically sign reports to confirm review	installed	installed	installed
• Physician can compose and send secure electronic messages to patients via email	installed	not available	installed
• Physician can compose and send secure electronic messages to patients via PHR	installed	not available	installed
• User-defined, rule-based system	installed	not available	installed
• Alerts in physician office module	installed	installed	installed
• Electronic transfer of data to another physician office via email (not encrypted)	not available	not available	not available
• Electronic transfer of data to another physician office via encrypted email	under development	not available	not available
• Electronic transfer of data to another phys. office via Web reference or pointer to website	under development	not available	installed
• Electronic transfer of data to another physician office via fax	installed	not available	not available
• Physician office can send requests for specimen pickup or courier service to host lab	installed	not available	installed
• Financial			
- Billing, collections, accounts receivable	not available	not available	installed
- Electronic claims transfer/Interfaces to billing systems	not available/installed	not available/not available	installed/installed
• Electronic medical record interface	installed	installed	installed
• Interfaces to physician office lab instruments	not available	not available	installed
• Entry of physician office lab results with edit checks	not available	not available	not available
User group that meets on an established schedule	yes (meets in person)	yes (meets in person and via webinar)	yes (meets in person and via webinar and conference call)
Client receives copy of source code	no	placed in escrow	yes
LPL software functionality provided via ASP or cloud-based data center	yes (only available as an ASP or cloud-based product)	yes (only available as an ASP or cloud-based product)	available as a local server or an ASP or cloud-based product (client's option)
System cost: one-time or initial charges/Monthly subscription fees	0–\$50,000/\$1,200–\$7,000	\$6,000–\$15,000/\$100–\$1,500	—
• Basis for increasing fees as additional referring sites are added	no increase—flat fee per host lab or based on multiple other fee options	no increase—flat fee per host lab or based on No. of physicians of record	—
• Situations where fees increase with additional services	if order entry is added to result transmission or vice versa, or if special billing functions are added, or if additional interfaces are added, or no increase	if order entry is added to result transmission or vice versa	—
System priced on a cost-per-transaction basis	no	no	no
Distinguishing product or company features (supplied by vendor)	<ul style="list-style-type: none"> CareEvolve now an ELLKAY company, which provides customers access to ELLKAY's connectivity and conversion services chronic disease management analytics enable providers to identify patients with care gaps or outside PQRS quality ranges customer support and implementation management provided by U.S. employees 	<ul style="list-style-type: none"> more than 25 years' experience developing lab software; connectivity experts on staff software-as-a-service model with low start-up costs, quick implementations, and affordable monthly fees instrument-ready barcode labels can be generated at physician offices when placing orders software also marketed by McKesson, Henry Schein, Medline, others 	<ul style="list-style-type: none"> fully integrated solution for the lab's outreach operation that generates instrument-ready barcodes iPad/tablet-friendly mode for clinician order entry downloadable mobile apps for result delivery and critical acknowledgement to iPhone, iPad, and Android devices
*based on February 2017 survey deadline			
**provider institution=hospital, surgery center, other nonphysician office site			
Note: a dash in lieu of an answer means company did not answer question or question is not applicable			

LABORATORY-PROVIDER LINKS SOFTWARE

Part 3 of 7	4medica Gregg Church gchurch@4medica.com 13160 Mindanao Way, Suite 350 Marina Del Rey, CA 90292 310-438-4108 www.4medica.com	Liaison Healthcare Pat Wolfram pwolfram@liaison.com 10300 S.W. Greenburg Rd., Suite 560 Portland, OR 97223 971-255-9282 www.liaison.com/emr-link	Lifepoint Informatics Vincent Gryscavage sales@lifepoint.com 65 Harristown Rd., Suite 305 Glen Rock, NJ 07452 201-447-9991 www.lifepoint.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	4medica Laboratory Suite (Lab4 and Path4)	EMR-Link	LPI Web Provider Portal and EMRHub
Configuration of LPL software	standalone product that can interface with many vendors' central LISs or EHRs	available as a standalone product that can interface with any company's central LIS or EHR and as a dedicated Liaison module depends on client capability	standalone product that can interface with any company's central LIS or EHR
<ul style="list-style-type: none"> Software modifications or enhancements required on host LIS to interface Percentage of LPL software customers who use another company's LIS 	none	—	none
Year company began selling LPL software/Most recent LPL software installation*	1998/January 2016	2008/January 2017	2000/February 2016
Last major release or update of featured LPL software	December 2016 (version 1610)	March 2015 (version 2)	December 2016 (version 15.1)
No. of U.S. host or central labs using software clinically/No. of international host installs	100+/-	355/0	349/4 (U.K., Canada, Puerto Rico, Virgin Islands)
<ul style="list-style-type: none"> No. of U.S. host labs that electronically transfer orders from physician or other client system, through LPL software, into LIS in host lab 	90+	186	289
No. of contracts for host labs signed between January 2016–January 2017	8	88	35
No. of U.S. satellite or client location installations	40,000+ physician offices/1,000+ provider institutions**	788 physician offices/2,373 provider institutions**	10,500+ physician offices/550+ provider institutions**
No. of employees in entire company	75	300	56+
Provide list of client sites to potential customers on request	yes (a list of comparable sites)	yes (a list of comparable sites)	yes (a list of comparable sites)
Ave. time to install, build files, train staff in physician offices/Other provider institutions**	2–4 hours/1–3 hours	14 hours/8 hours	less than 1 hour/less than 1 hour
Human languages (other than English) supported by system	Spanish	Spanish, Chinese, Russian (for patient lab reporting)	Spanish
How demographics and billing information are transferred from EMR or physician office or clinic practice management system to LPL system	one-time batch download/file transfer or in real time	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer, or in real time, or via host query
Tools for facilitating data transfer from EMR or other provider system to LPL system	use only software tools from 4medica	use only software tools from Liaison Healthcare	use only software tools from Lifepoint Informatics
How results are returned to physician offices or other provider institutions**	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG, others
Data interface standards operational	HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), HL7 FHIR, CDA, XML, custom when required	HL7 2.3.1, HL7 2.5.1, HL7 FHIR, CDA, XML	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), HL7 FHIR, CDA, XML, others
System supports LOINC for identifying lab result database elements	yes	yes	yes
Where patient test data are stored	cloud as part of LPL application	cloud as part of LPL application, physician office system, provider institution system	cloud as part of LPL application
Features/modules			
<ul style="list-style-type: none"> Order entry 			
- Medicare compliance checking using carrier-specific rules	installed	installed	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	installed	installed
- Local medical review policies can be viewed	installed	installed	installed
- Automatic routing of order to different labs or hospitals according to payer rules	installed	installed	installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	installed/installed	installed/installed
- Duplicate order checking	installed	not available	installed
- Physician office-specific panels	installed	installed	installed
- Orders can incorporate multiple specimens or parts in a single accession	installed	installed	installed
- Software permits requests to run tests with specific test kits	installed	not available	installed
- Physician office can electronically order supplies from host lab	installed	not available	installed
- Automatic handling of scheduled or standing orders	installed	installed	installed
• Printing of barcoded specimen labels/2D barcode on printed requisition	installed/installed	installed/installed	installed/installed
• Software adapted for use in phlebotomy or collection stations	installed	installed	installed
• Result receipt			
- Stored as a block of text	installed	installed	installed
- All items (result, reference range, units, etc.) stored as discrete data elements	installed	installed	installed
- Automatic parsing of report pages to extract results	installed	installed	installed
- Inquiry mode that allows physician office to check specimen status with host	installed	installed	installed
• Reporting			
- In exact format received from host lab/Cumulative	installed/installed	installed/installed	installed/installed
- Integration of host and physician office lab results	installed	installed	available but not yet installed
- Display of new results for patient and/or clinic	installed	installed	installed
- Remote access available to on-call physicians	installed	installed	installed
- Unattended printing of reports	installed	installed	installed
- Display current report with historical data on same screen	installed	not available	installed
- Graph historical results with current results for trend analysis	installed	installed	installed
• Physician can electronically sign reports to confirm review	installed	installed	installed
• Physician can compose and send secure electronic messages to patients via email	available but not yet installed	installed	installed
• Physician can compose and send secure electronic messages to patients via PHR	installed	installed	installed
• User-defined, rule-based system	installed	installed	installed
• Alerts in physician office module	installed	installed	installed
• Electronic transfer of data to another physician office via email (not encrypted)	available but not yet installed	not available	not available
• Electronic transfer of data to another physician office via encrypted email	installed	not available	installed
• Electronic transfer of data to another phys. office via Web reference or pointer to website	installed	installed	installed
• Electronic transfer of data to another physician office via fax	installed	not available	installed
• Physician office can send requests for specimen pickup or courier service to host lab	installed	not available	installed
• Financial			
- Billing, collections, accounts receivable	available via another of company's products	not available	under development
- Electronic claims transfer/Interfaces to billing systems	available via another of company's products/installed	not available/installed	under development/installed
• Electronic medical record interface	installed	installed	installed
• Interfaces to physician office lab instruments	not available	installed	not available
• Entry of physician office lab results with edit checks	installed	not available	installed
User group that meets on an established schedule	advisory council with select customers	special interest group meetings at EMR conferences	yes (meets in person)
Client receives copy of source code	placed in escrow	no	no
LPL software functionality provided via ASP or cloud-based data center	yes (only available as an ASP or cloud-based product)	yes (only available as an ASP or cloud-based product)	available as a local server or an ASP or cloud-based product (client's option)
System cost: one-time or initial charges/Monthly subscription fees	\$5,000–\$30,000, based on complexity/variable transaction based	\$2,000–\$20,000/\$25–\$150 based on No. of practices/groups or No. of physicians of record	\$2,000–\$15,000/\$100–\$1,500 based on No. of practices/groups or No. of physicians of record
<ul style="list-style-type: none"> Situations where fees increase with additional services 	if special billing functions are added	if order entry is added to result transmission or vice versa or if special billing functions are added	if order entry is added to result transmission or vice versa or if special billing functions are added
System priced on a cost-per-transaction basis	yes (offer transaction and practice models)	no	no
Distinguishing product or company features (supplied by vendor)	<ul style="list-style-type: none"> 100% Web-based lab outreach application for ordering and reporting results real-time analytics and customer relationship management capabilities enhance client retention, new customer development, and key metric targeting master patient index and data-management software ensure data integrity, RCM efficiency, and patient safety 	<ul style="list-style-type: none"> EMR and clinic workflow experts 10 major EMR vendors partnered with Liaison for their ordering/reporting solution create patient-friendly lab reports annotated by clinical staff and forward them to patients via portal or paper software also marketed by PointClickCare, Answers On Demand, American HealthTech, Sigmund Software, SigmaCare 	<ul style="list-style-type: none"> experience and proficiency in EMR interfacing offers customers strong service and value focus on customer service and customer satisfaction utilizes the latest integration methodologies, resulting in improved project turnaround times
*based on February 2017 survey deadline			
**provider institution=hospital, surgery center, other nonphysician office site			
Note: a dash in lieu of an answer means company did not answer question or question is not applicable			

LABORATORY-PROVIDER LINKS SOFTWARE

Part 4 of 7

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See captodayonline.com/productguides for an interactive version of guide

Name of laboratory-provider links (LPL) software	LigoLab Connect	McKesson Lab Outreach [†]	NovoPath Outreach
Configuration of LPL software	available as a standalone product that can interface with any company's central LIS or EHR and as a dedicated LigoLab module	dedicated module for McKesson's LIS	dedicated module for NovoPath's LIS
<ul style="list-style-type: none"> • Software modifications or enhancements required on host LIS to interface • Percentage of LPL software customers who use another company's LIS 	none	none	none
Year company began selling LPL software/Most recent LPL software installation*	2006/January 2017	1999/2016	2007/January 2017
Last major release or update of featured LPL software	May 2016 (version 3.7)	November 2016 (version 16.0)	December 2016 (version 9.0)
No. of U.S. host or central labs using software clinically/No. of international host installs	—	35/0	~160/1 (Saudi Arabia)
<ul style="list-style-type: none"> • No. of U.S. host labs that electronically transfer orders from physician or other client system, through LPL software, into LIS in host lab 	—	5	~88
No. of contracts for host labs signed between January 2016–January 2017	—	1	7
No. of U.S. satellite or client location installations	—	1,500+ physician offices	not tracked
No. of employees in entire company	—	~43,000	47
Provide list of client sites to potential customers on request	yes (a complete list but prospective client must sign a nondisclosure agreement)	yes (a complete list but prospective client must sign a nondisclosure agreement)	yes (a list of comparable sites)
Ave. time to install, build files, train staff in physician offices/Other provider institutions**	2 hours/3 hours	3 hours/—	1–2 hours/1–2 hours
Human languages (other than English) supported by system	—	ABNs available in Spanish	Latin languages supported by Windows (customizable to most languages)
How demographics and billing information are transferred from EMR or physician office or clinic practice management system to LPL system	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer or in real time	one-time batch download/file transfer, or in real time, or via host query
Tools for facilitating data transfer from EMR or other provider system to LPL system	use only software tools from Mirth	use a combination of external (Elkay, Atlas, RelayHealth) and internal software tools	use only software tools from NovoPath
How results are returned to physician offices or other provider institutions**	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG	PDF, discrete data elements	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG
Data interface standards operational	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), HL7 FHIR, CDA, XML, custom when required	HL7 2.x, HL7 2.5.1	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, ANSI X12 (ASC X12), XML, custom when required
System supports LOINC for identifying lab result database elements	yes	yes	yes
Where patient test data are stored	central LPL system	McKesson Lab	central LPL system
Features/modules			
<ul style="list-style-type: none"> • Order entry 			
- Medicare compliance checking using carrier-specific rules	installed	installed	not available
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	installed	not available
- Local medical review policies can be viewed	installed	not available	not available
- Automatic routing of order to different labs or hospitals according to payer rules	installed	installed	available but not yet installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	installed/installed	installed/not available
- Duplicate order checking	installed	installed	available but not yet installed
- Physician office-specific panels	installed	installed	not available
- Orders can incorporate multiple specimens or parts in a single accession	installed	installed	installed
- Software permits requests to run tests with specific test kits	installed	installed	not available
- Physician office can electronically order supplies from host lab	installed	not available	not available
- Automatic handling of scheduled or standing orders	installed	installed	not available
• Printing of barcoded specimen labels/2D barcode on printed requisition	installed/installed	installed/installed	installed/installed
• Software adapted for use in phlebotomy or collection stations	installed	installed	not available
• Result receipt			
- Stored as a block of text	installed	installed	installed
- All items (result, reference range, units, etc.) stored as discrete data elements	installed	installed	installed
- Automatic parsing of report pages to extract results	installed	installed	not available
- Inquiry mode that allows physician office to check specimen status with host	installed	installed	installed
• Reporting			
- In exact format received from host lab/Cumulative	installed/installed	installed/installed	installed/not available
- Integration of host and physician office lab results	installed	installed	not available
- Display of new results for patient and/or clinic	installed	installed	installed
- Remote access available to on-call physicians	installed	installed	installed
- Unattended printing of reports	installed	installed	installed
- Display current report with historical data on same screen	installed	installed	not available
- Graph historical results with current results for trend analysis	installed	installed	available but not yet installed
• Physician can electronically sign reports to confirm review	available but not yet installed	not available	available but not yet installed
• Physician can compose and send secure electronic messages to patients via email	available but not yet installed	not available	under development
• Physician can compose and send secure electronic messages to patients via PHR	available but not yet installed	not available	not available
• User-defined, rule-based system	installed	installed	not available
• Alerts in physician office module	installed	not available	not available
• Electronic transfer of data to another physician office via email (not encrypted)	installed	not available	not available
• Electronic transfer of data to another physician office via encrypted email	installed	not available	not available
• Electronic transfer of data to another phys. office via Web reference or pointer to website	installed	not available	installed
• Electronic transfer of data to another physician office via fax	installed	not available	not available
• Physician office can send requests for specimen pickup or courier service to host lab	installed	not available	available but not yet installed
• Financial			
- Billing, collections, accounts receivable	available via another of company's products	installed	not available
- Electronic claims transfer/Interfaces to billing systems	available but not yet installed/installed	installed/installed	not available/installed
• Electronic medical record interface	installed	installed	installed
• Interfaces to physician office lab instruments	available but not yet installed	installed	available but not yet installed
• Entry of physician office lab results with edit checks	available but not yet installed	installed	not available
User group that meets on an established schedule	yes (meets in person and via webinar and conference call)	yes (meets in person and via webinar and conference call)	yes (meets via webinar)
Client receives copy of source code	placed in escrow	placed in escrow	no
LPL software functionality provided via ASP or cloud-based data center	available as a local server or an ASP or cloud-based product (client's option)	no	available as a local server or an ASP or cloud-based product (client's option)
System cost: one-time or initial charges/Monthly subscription fees	—	—	—
• Basis for increasing fees as additional referring sites are added	—	no increase—flat fee per host lab	based on No. of practices/groups
• Situations where fees increase with additional services	—	no increase	based on interfaces and workstation licenses
System priced on a cost-per-transaction basis	yes (cost dependent on volume)	no	no
Distinguishing product or company features (supplied by vendor)	<ul style="list-style-type: none"> • highly integrated, rule-based comprehensive information system configurable to all lab workflows • robust, scalable, and highly intuitive user-interface system with first-class customer service • powerful interface engine with the capability to connect to EMR systems and other LIMS 	<ul style="list-style-type: none"> • instrument-ready barcode label generation in physician's office, removing potential labeling errors • true integration (not interface) with McKesson Lab LIS • reverse auto-registration with certain hospital information systems for billing purposes 	<ul style="list-style-type: none"> • NovoBilling and NovoPath seamless integration to other software platforms • NovoNotifier provides access to iPads, iPhones, Android platforms • one vendor for all AP lab needs, with competitive pricing

*based on February 2017 survey deadline

**provider institution=hospital, surgery center, other nonphysician office site
 Note: a dash in lieu of an answer means company did not answer question or question is not applicable

[†]formerly Horizon Outreach for Lab

LABORATORY-PROVIDER LINKS SOFTWARE

Part 5 of 7	Orchard Software Corp. Kerry Foster kfoster@orchardsoft.com 701 Congressional Blvd., Suite 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com	Orchard Software Corp. Kerry Foster kfoster@orchardsoft.com 701 Congressional Blvd., Suite 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com	Pathagility Mark McCuin mark@pathagility.com 10810 Executive Center Drive, Suite 100 Little Rock, AR 72211 888-222-2792 www.pathagility.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	Orchard Copia	Orchard Harvest Webstation	ReportPath
Configuration of LPL software	available as a standalone product that can interface with any company's central LIS or EHR and as a dedicated Orchard module	dedicated module for Orchard's LIS	standalone product that can interface with any company's central LIS or EHR
<ul style="list-style-type: none"> • Software modifications or enhancements required on host LIS to interface • Percentage of LPL software customers who use another company's LIS Year company began selling LPL software/Most recent LPL software installation* Last major release or update of featured LPL software 	none 12% 2000/February 2017 February 2017 (version 7.170214)	none 0 2000/February 2017 December 2016 (version 11.161222)	none 15% 2007/January 2017 February 2017 (version 9.14.0)
No. of U.S. host or central labs using software clinically/No. of international host installs	193/—	391/—	20/—
<ul style="list-style-type: none"> • No. of U.S. host labs that electronically transfer orders from physician or other client system, through LPL software, into LIS in host lab 	155	344	14
No. of contracts for host labs signed between January 2016–January 2017	22	12	8
No. of U.S. satellite or client location installations	78 physician offices/127 provider institutions**	235 physician offices/162 provider institutions**	thousands of physician offices and provider institutions**
No. of employees in entire company	248	248	—
Provide list of client sites to potential customers on request	yes (a list of comparable sites)	yes (a list of comparable sites)	yes (a list of comparable sites)
Ave. time to install, build files, train staff in physician offices/Other provider institutions**	1 hour per staff member/1 hour per staff member	1 hour per staff member/1 hour per staff member	1 hour/—
Human languages (other than English) supported by system	none	none	—
How demographics and billing information are transferred from EMR or physician office or clinic practice management system to LPL system	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer, or in real time, or via host query
Tools for facilitating data transfer from EMR or other provider system to LPL system	use a combination of external (Hillgraeve, Ellkey Bridge, Boston Workstation) and internal software tools	use a combination of external (Hillgraeve, Ellkey Bridge, Boston Workstation) and internal software tools	use only software tools from Pathagility
How results are returned to physician offices or other provider institutions**	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG
Data interface standards operational	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, ANSI X12 (ASC X12), XML, custom when required	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, ANSI X12 (ASC X12), XML, custom when required	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), HL7 FHIR, CDA, XML, others
System supports LOINC for identifying lab result database elements	yes	yes	yes
Where patient test data are stored	physician office system, provider institution system	physician office system, LIS	cloud as part of LPL application
Features/modules			
• Order entry			
- Medicare compliance checking using carrier-specific rules	installed	installed	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	installed	installed
- Local medical review policies can be viewed	installed	installed	under development
- Automatic routing of order to different labs or hospitals according to payer rules	installed	installed	installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	installed/installed	installed/under development
- Duplicate order checking	installed	installed	installed
- Physician office-specific panels	installed	installed	installed
- Orders can incorporate multiple specimens or parts in a single accession	installed	installed	installed
- Software permits requests to run tests with specific test kits	installed	installed	installed
- Physician office can electronically order supplies from host lab	installed	not available	not available
- Automatic handling of scheduled or standing orders	installed	installed	installed
• Printing of barcoded specimen labels/2D barcode on printed requisition	installed/installed	installed/installed	installed/installed
• Software adapted for use in phlebotomy or collection stations	installed	installed	installed
• Result receipt			
- Stored as a block of text	installed	installed	available but not yet installed
- All items (result, reference range, units, etc.) stored as discrete data elements	installed	installed	installed
- Automatic parsing of report pages to extract results	installed	installed	available but not yet installed
- Inquiry mode that allows physician office to check specimen status with host	installed	installed	installed
• Reporting			
- In exact format received from host lab/Cumulative	installed/installed	installed/installed	installed/installed
- Integration of host and physician office lab results	installed	installed	installed
- Display of new results for patient and/or clinic	installed	installed	installed
- Remote access available to on-call physicians	installed	installed	installed
- Unattended printing of reports	installed	installed	installed
- Display current report with historical data on same screen	installed	installed	installed
- Graph historical results with current results for trend analysis	installed	installed	installed
• Physician can electronically sign reports to confirm review	installed	not available	installed
• Physician can compose and send secure electronic messages to patients via email	not available	not available	available but not yet installed
• Physician can compose and send secure electronic messages to patients via PHR	not available	not available	installed
• User-defined, rule-based system	installed	installed	available but not yet installed
• Alerts in physician office module	installed	installed	installed
• Electronic transfer of data to another physician office via email (not encrypted)	installed	installed	available but not yet installed
• Electronic transfer of data to another physician office via encrypted email	installed	installed	available but not yet installed
• Electronic transfer of data to another phys. office via Web reference or pointer to website	installed	installed	installed
• Electronic transfer of data to another physician office via fax	installed	installed	installed
• Physician office can send requests for specimen pickup or courier service to host lab	installed	not available	under development
• Financial			
- Billing, collections, accounts receivable	not available	not available	not available
- Electronic claims transfer/Interfaces to billing systems	not available/installed	not available/installed	not available/installed
• Electronic medical record interface	installed	installed	installed
• Interfaces to physician office lab instruments	available via another of company's products	not available	installed
• Entry of physician office lab results with edit checks	available via another of company's products	installed	installed
User group that meets on an established schedule	yes (meets in person and via webinar and online user forums)	yes (meets in person and via webinar and online user forums)	yes (meets via conference call)
Client receives copy of source code	placed in escrow	placed in escrow	no
LPL software functionality provided via ASP or cloud-based data center	no	no	yes (only available as an ASP or cloud-based product)
System cost: one-time or initial charges/Monthly subscription fees	\$100,000–\$250,000/—	\$40,000–\$150,000/—	—
• Basis for increasing fees as additional referring sites are added	as concurrent users are needed or interfaces added	—	based on volume, with baseline
• Situations where fees increase with additional services	if additional interfaces are added	if additional interfaces are added	—
System priced on a cost-per-transaction basis	no	no	no
Distinguishing product or company features (supplied by vendor)	<ul style="list-style-type: none"> • ideal solution for EHR and outreach integration; can bolt to legacy LIS and allows clients to implement their own interfaces • configurable appearance and report templates; tools for data mining and business analytics • client services (inventory, courier routes, supply management, etc.), patient portal, and mobile modules available 	<ul style="list-style-type: none"> • provides cost-effective Internet access for order entry and result review • diagnosis code screening at order entry ensures accurate ICD-10 coding • rules-based decision-support technology at order entry to ensure accurate orders 	<ul style="list-style-type: none"> • software-as-a-service; portability; fast implementations; low total cost of ownership • direct-to-patient report delivery feature allows labs to provide reports securely to patients • full menu of integrated connectivity and distribution options for laboratories/providers
*based on February 2017 survey deadline			
**provider institution=hospital, surgery center, other nonphysician office site			
Note: a dash in lieu of an answer means company did not answer question or question is not applicable			

LABORATORY-PROVIDER LINKS SOFTWARE

Part 6 of 7

	Psyche Systems Corp. Brian Keefe brianke@psychesystems.com 25 Birch St., Building B Milford, MA 01757 508-473-1500 www.psychesystems.com	SCC Soft Computer Ellie Vahman ellie@softcomputer.com 5400 Tech Data Drive Clearwater, FL 33760 727-789-0100 www.softcomputer.com	Schuyler House Janet Chennault jlc@schuylerhouse.com 27821 Fremont Court, Suite #8 Valencia, CA 91355 800-706-0266 www.schuylab.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	e.lixa	SoftWebPlus	SchuyNet
Configuration of LPL software	standalone product that can interface with any company's central LIS or EHR	available as a standalone product that can interface with any company's central LIS or EHR and as a dedicated SCC Soft Computer LIS module	dedicated module for Schuyler House's LIS
<ul style="list-style-type: none"> • Software modifications or enhancements required on host LIS to interface • Percentage of LPL software customers who use another company's LIS Year company began selling LPL software/Most recent LPL software installation* Last major release or update of featured LPL software	none 15% 2004/November 2016 September 2015 (version 3)	none 2% 2003/April 2016 January 2016 (version 1.1.2)	none 0 2001/January 2017 November 2016 (version 3.2.1)
No. of U.S. host or central labs using software clinically/No. of international host installs	65/0	42/3 (Australia, Jamaica, Singapore)	86/10 (Bermuda, Bonaire, Canada, St. Martin, Ghana, Malaysia, Africa)
<ul style="list-style-type: none"> • No. of U.S. host labs that electronically transfer orders from physician or other client system, through LPL software, into LIS in host lab No. of contracts for host labs signed between January 2016–January 2017 No. of U.S. satellite or client location installations	not tracked 3 not tracked	40 2 not tracked	86 4 83 physician offices/3 provider institutions**
No. of employees in entire company	38	2,000	31
Provide list of client sites to potential customers on request	yes (reference sites)	yes (a list of comparable sites)	yes (a list of comparable sites)
Ave. time to install, build files, train staff in physician offices/Other provider institutions**	—/30–60 days	1 hour to install and build; 4–8 hours to train	1 hour/1 hour
Human languages (other than English) supported by system	none	ABN form available in Spanish	none
How demographics and billing information are transferred from EMR or physician office or clinic practice management system to LPL system	one-time batch download/file transfer or in real time	one-time batch download/file transfer, or in real time, or via host query	in real time
Tools for facilitating data transfer from EMR or other provider system to LPL system	use only software tools from Psyche Systems	use a combination of external (Emdeon, Ellkay, Bostech, Halfpenny, others) and internal software tools	use only software tools from Schuyler House
How results are returned to physician offices or other provider institutions**	block of text, PDF, discrete data elements	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG	PDF, discrete data elements
Data interface standards operational	HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, HL7 FHIR, XML, custom when required	HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, XML, custom when required	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), HL7 FHIR, XML
System supports LOINC for identifying lab result database elements	yes	yes	yes
Where patient test data are stored	central LPL system	central LPL system	physician office system
Features/modules			
• Order entry			
- Medicare compliance checking using carrier-specific rules	installed	installed	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	installed	installed
- Local medical review policies can be viewed	not available	available via another of company's products	not available
- Automatic routing of order to different labs or hospitals according to payer rules	available but not yet installed	installed	not available
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	installed/installed	installed/installed
- Duplicate order checking	installed	installed	installed
- Physician office-specific panels	installed	installed	installed
- Orders can incorporate multiple specimens or parts in a single accession	installed	installed	installed
- Software permits requests to run tests with specific test kits	not available	installed	installed
- Physician office can electronically order supplies from host lab	installed	installed	not available
- Automatic handling of scheduled or standing orders	installed	installed	installed
• Printing of barcoded specimen labels/2D barcode on printed requisition	installed/not available	installed/installed	installed/installed
• Software adapted for use in phlebotomy or collection stations	available but not yet installed	installed	not available
• Result receipt			
- Stored as a block of text	installed	installed	not available
- All items (result, reference range, units, etc.) stored as discrete data elements	installed	installed	installed
- Automatic parsing of report pages to extract results	installed	installed	not available
- Inquiry mode that allows physician office to check specimen status with host	available but not yet installed	installed	not available
• Reporting			
- In exact format received from host lab/Cumulative	installed/installed	installed/installed	installed/not available
- Integration of host and physician office lab results	installed	installed	installed
- Display of new results for patient and/or clinic	installed	installed	installed
- Remote access available to on-call physicians	installed	installed	not available
- Unattended printing of reports	installed	installed	installed
- Display current report with historical data on same screen	installed	installed	installed
- Graph historical results with current results for trend analysis	installed	installed	installed
• Physician can electronically sign reports to confirm review	installed	installed	not available
• Physician can compose and send secure electronic messages to patients via email	not available	not available	not available
• Physician can compose and send secure electronic messages to patients via PHR	not available	not available	not available
• User-defined, rule-based system	installed	installed	not available
• Alerts in physician office module	not available	installed	not available
• Electronic transfer of data to another physician office via email (not encrypted)	installed	installed	installed
• Electronic transfer of data to another physician office via encrypted email	not available	installed	installed
• Electronic transfer of data to another phys. office via Web reference or pointer to website	not available	installed	installed
• Electronic transfer of data to another physician office via fax	installed	installed	not available
• Physician office can send requests for specimen pickup or courier service to host lab	installed	installed	not available
• Financial			
- Billing, collections, accounts receivable	not available	available via another of company's products	installed
- Electronic claims transfer/Interfaces to billing systems	not available/installed	available via another of company's products (both)	installed/installed
• Electronic medical record interface	installed	installed	installed
• Interfaces to physician office lab instruments	not available	installed	installed
• Entry of physician office lab results with edit checks	not available	installed	installed
User group that meets on an established schedule	yes (meets in person and via webinar and conference call)	yes (meets in person and via webinar and conference call)	no
Client receives copy of source code	—	placed in escrow	placed in escrow
LPL software functionality provided via ASP or cloud-based data center	yes (only available as an ASP or cloud-based product)	available as a local server or an ASP or cloud-based product (client's option)	no
System cost: one-time or initial charges/Monthly subscription fees	\$10,000–\$50,000/\$200–\$1,500	—	\$5,000–\$10,000/\$2.50+
• Basis for increasing fees as additional referring sites are added	based on No. of practices/groups or No. of physicians of record	—	based on No. of practices/groups
• Situations where fees increase with additional services	if order entry is added to result transmission or vice versa	no increase	if order entry is added to result transmission or vice versa
System priced on a cost-per-transaction basis	no	—	no
Distinguishing product or company features (supplied by vendor)	<ul style="list-style-type: none"> • low start-up cost • unlimited EMR connections using a single module • supports the latest user-definable complex requisition formats for cytogenetics and molecular orders 	<ul style="list-style-type: none"> • robust rules, billing methods, and user preferences simplify patient registration and requisition/ordering • full-featured phlebotomy/collection module with local barcode label printing for collection sites • multi-platform; mobile access for tablets, smartphones <i>software also marketed by RCM Enterprise Services</i>	<ul style="list-style-type: none"> • SchuyNet order and results functionality allows clients to place orders and view results from any device with Internet access • fast turnaround times for clients • ability to save report as a PDF or print report
*based on February 2017 survey deadline			
**provider institution=hospital, surgery center, other nonphysician office site			
Note: a dash in lieu of an answer means company did not answer question or question is not applicable			

LABORATORY-PROVIDER LINKS SOFTWARE

Part 7 of 7	Sunquest Information Systems Stephanie Clohessy stephanie.clohessy@sunquestinfo.com 3300 E. Sunrise Drive, Tucson, AZ 85718 520-570-2000 www.sunquestinfo.com	VitalAxis Tharak Krishnamurthy sales@vitalaxis.com 1433 Hooper Ave., Suite 320 Toms River, NJ 08753 866-441-0268 www.vitalaxis.com
See captodayonline.com/productguides for an interactive version of guide		
Name of laboratory-provider links (LPL) software	Sunquest Physician Portal†	VitalOffice
Configuration of LPL software	standalone product that can interface with any company's central LIS or EHR	available as a standalone product that can interface with any company's central LIS or EHR and as a dedicated VitalAxis LIS and EHR module
<ul style="list-style-type: none"> • Software modifications or enhancements required on host LIS to interface • Percentage of LPL software customers who use another company's LIS 	none	none
Year company began selling LPL software/Most recent LPL software installation*	1990/February 2017	2006/January 2017
Last major release or update of featured LPL software	fourth quarter 2016 (version 19.0)	June 2016 (version 6.3)
No. of U.S. host or central labs using software clinically/No. of international host installs	200+/-	96/0
• No. of U.S. host labs that electronically transfer orders from physician or other client system, through LPL software, into LIS in host lab	150+	75
No. of contracts for host labs signed between January 2016–January 2017	13	15
No. of U.S. satellite or client location installations	64,000+ physician offices/3,000 provider institutions**	4,900 physician offices (provider institutions** not tracked)
No. of employees in entire company	533	300
Provide list of client sites to potential customers on request	yes (a list of comparable sites)	no (information is confidential)
Ave. time to install, build files, train staff in physician offices/Other provider institutions**	1–2 hours/2–16 hours	1.5 hours/—
Human languages (other than English) supported by system	ABNs available in Spanish	none
How demographics and billing information are transferred from EMR or physician office or clinic practice management system to LPL system	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer, or in real time, or via host query
Tools for facilitating data transfer from EMR or other provider system to LPL system	use only software tools from Sunquest	use a combination of external (Elkay) and internal software tools
How results are returned to physician offices or other provider institutions**	block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG	PDF, discrete data elements, images or graphs as TIFF or JPEG
Data interface standards operational	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, XML, custom when required	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), CDA, XML, custom when required
System supports LOINC for identifying lab result database elements	yes	no
Where patient test data are stored	central LPL system or cloud as part of LPL application (optional)	central LPL system, cloud as part of LPL application, physician office system
Features/modules		
• Order entry		
- Medicare compliance checking using carrier-specific rules	installed	under development
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	not available
- Local medical review policies can be viewed	installed	installed
- Automatic routing of order to different labs or hospitals according to payer rules	installed	installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	installed/installed
- Duplicate order checking	installed	not available
- Physician office-specific panels	installed	installed
- Orders can incorporate multiple specimens or parts in a single accession	installed	installed
- Software permits requests to run tests with specific test kits	installed	installed
- Physician office can electronically order supplies from host lab	installed	installed
- Automatic handling of scheduled or standing orders	installed	not available
• Printing of barcoded specimen labels/2D barcode on printed requisition	installed/installed	installed/installed
• Software adapted for use in phlebotomy or collection stations	installed	not available
• Result receipt		
- Stored as a block of text	installed	installed
- All items (result, reference range, units, etc.) stored as discrete data elements	installed	installed
- Automatic parsing of report pages to extract results	installed	installed
- Inquiry mode that allows physician office to check specimen status with host	installed	installed
• Reporting		
- In exact format received from host lab/Cumulative	installed/installed	installed/installed
- Integration of host and physician office lab results	installed	installed
- Display of new results for patient and/or clinic	installed	installed
- Remote access available to on-call physicians	installed	installed
- Unattended printing of reports	installed	installed
- Display current report with historical data on same screen	installed	installed
- Graph historical results with current results for trend analysis	installed	installed
• Physician can electronically sign reports to confirm review	installed	available via another of company's products
• Physician can compose and send secure electronic messages to patients via email	available but not yet installed	available via another of company's products
• Physician can compose and send secure electronic messages to patients via PHR	available but not yet installed	available via another of company's products
• User-defined, rule-based system	installed	installed
• Alerts in physician office module	installed	under development
• Electronic transfer of data to another physician office via email (not encrypted)	available but not yet installed	not available
• Electronic transfer of data to another physician office via encrypted email	available but not yet installed	available via another of company's products
• Electronic transfer of data to another phys. office via Web reference or pointer to website	available but not yet installed	available via another of company's products
• Electronic transfer of data to another physician office via fax	installed	available but not yet installed
• Physician office can send requests for specimen pickup or courier service to host lab	installed	installed
• Financial		
- Billing, collections, accounts receivable	available via third-party agreement	available via another of company's products
- Electronic claims transfer/Interfaces to billing systems	not available/available but not yet installed	available via another of company's products/installed
• Electronic medical record interface	installed	available via another of company's products
• Interfaces to physician office lab instruments	available but not yet installed	installed
• Entry of physician office lab results with edit checks	available but not yet installed	installed
User group that meets on an established schedule	yes (meets in person and via webinar and conference call)	yes (meets in person and via webinar and conference call)
Client receives copy of source code	placed in escrow	no
LPL software functionality provided via ASP or cloud-based data center	yes (only available as an ASP or cloud-based product)	yes (only available as an ASP or cloud-based product)
System cost: one-time or initial charges/Monthly subscription fees	—	—
• Basis for increasing fees as additional referring sites are added	—	based on No. of practices/groups
• Situations where fees increase with additional services	—	no increase
System priced on a cost-per-transaction basis	yes (offer transaction- and capital-based models)	no
Distinguishing product or company features (supplied by vendor)	<ul style="list-style-type: none"> • Sunquest diagnostic communities offer configurable solutions, including multi-lab networks • support for EHR/EMR integration/augmentation, embedded technology for patient-centricity, more • advanced technology and portal solutions help labs manage operations, reduce costs, more 	<ul style="list-style-type: none"> • customizable ask-on-entry fields that appear on requisition pages and templates • universal access through standard Web browser • alternative lab rules to pick labs automatically
*based on February 2017 survey deadline		
**provider institution=hospital, surgery center, other nonphysician office site		
Note: a dash in lieu of an answer means company did not answer question or question is not applicable		
	†formerly Sunquest Community Physician Portal, Atlas LabWorks, LabWorks Physician Portal software supplied by Atlas Medical	software also marketed by Miraca Life Sciences, PLUS Diagnostix, P4 Diagnostix/Theranostix

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