

# Anatomic pathology computer systems

Part 1 of 11	AIM Clinical Software Systems Robert Martin rjm@aimpathology.com Bill Shasky wes@aimpathology.com 368 Veterans Highway, Suite 2, Commack, NY 11725 631-234-0555 www.aimpathology.com	Aspyra, LLC Cassie Silletti csilletti@aspyra.com 4360 Park Terrace Drive, Suite 100 Westlake Village, CA 91361 818-449-8671 www.aspyra.com	Cerner Corp. Jennifer Walker jennifer.walker@cerner.com 2800 Rockcreek Parkway Kansas City, MO 64117 816-201-2854 www.cerner.com
Name of anatomic pathology system	AIMPath	CyberPath	Cerner CoPathPlus
First ever AP system installation	September 2005	1995	1982
Most recent AP system installation (based on Dec. 2012 survey deadline)	June 2012	November 2012	December 2012
Last major product release for featured AP system	May 2012	October 2011	June 2012
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	5 (5/0/0/0/0)	6 (4/0/1/0/1)	771 (396/320/40/0/15—hospitals) <sup>†</sup>
• No. of contracts that went live in calendar-year 2012	1	1	19 <sup>†</sup>
• No. of contracts signed in calendar-year 2012	1	1	3 <sup>†</sup>
No. of sites operating AP system (No. of these sites outside U.S.)	5	8 (1—Malaysia)	771 (14—Canada, Saudi Arabia, Puerto Rico)
Percentage of installations that have standalone AP systems	0	0	95%
No. of employees in firm/In AP systems development, install, support	9/4	36/29	12,000/437
Provide list of client sites to potential customers on request	yes (complete list but prospective client must sign a nondisclosure agreement)	yes (complete list but prospective client must sign a nondisclosure agreement)	yes (partial list)
No. of workstations in sites operating AP system	5–12 (mean, 6.5)	4–5 (mean, .6)	3–1,000+ (mean, 50)
Range in No. of surgical pathology cases per year in installed sites	3,000–12,000	4,000–8,000	2,000–900,000
Range in No. of gynecologic cytology cases per year in installed sites	1,000–2,500	6,000–8,000	2,000–1,000,000
Programming language(s)	Visual Basic, .Net	Visual Basic	PowerBuilder, C++, Visual Basic, C#
Databases and tools used	DB2	SQL, MicroFocus, RightFax	Microsoft SQL, Sybase
Word processor(s) used	Microsoft Word	Microsoft	Microsoft Word, TxText Control (embedded)
Operating system(s)	Windows 2003–2008 (2010 scheduled for next install)	SQL	Windows 2003, 2008, 7, XP, Vista, AIX
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	available via company's LIS	100%
• Cytology information system	100%	available via company's LIS	95%
• Autopsy information system	available but not installed	—	75%
• Autopsy measurements and organ weights	available but not installed	—	not available
• Specimen log-in/Specimen tracking and retrieval	100%/100%	—/available via company's LIS	100%/100%
• Entry of block IDs	100%	available via company's LIS	100%
• Specimen labels	100%	available via company's LIS	75%
• Histology slide labels	100%	available via company's LIS	90%
• Bar-coded slide labels/Bar-coded cassettes	available but not installed/available but not installed	available via company's LIS/—	70%/60%
• Linear bar codes/Two-dimensional bar codes	available but not installed/available but not installed	—/available via company's LIS	35%/35%
• Histology worksheets	100%	—	99%
• Word processing—vendor specific	100%	—	100%
• Voice entry of gross description/Voice entry of final diagnosis	available but not installed/available but not installed	available via company's LIS/available via company's LIS	40%/35%
• Gross and microscopic images integrated in reports	100%	available via company's LIS	60%
• Electronic signature	100%	available via company's LIS	100%
• Remote printing of completed reports	100%	available via company's LIS	1%
• Direct fax reports	100%	available via company's LIS	95%
• Web-based remote inquiry of reports	available but not installed	available via company's LIS	11%
• Physician Web access for order entry	available but not installed	available via company's LIS	1%
• Natural language search capability	available in second quarter 2013	—	100%
• Multi-site or multi-facility-wide area network	available but not installed	available via company's LIS	95%
• Sound-alike retrieval of patient history	—	—	0
• Tumor registry reports/Management reports	100%/100%	available via company's LIS/available via company's LIS	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	available in third quarter 2013	available via company's LIS	100%
• Comprehensive billing and accounts receivable	not available	—	not available
• Interface to external billing system	100%	available via company's LIS	93%
• HIS interface: admissions/discharge/transfer	100%	available via company's LIS	97%
• HIS interface: result reporting/HIS interface: incoming clinical results	100%/100%	available via company's LIS/available via company's LIS	99%/2%
• Partin tables or Gleason score calculations	not available	available via company's LIS	15%
• Synoptic reporting	not available	—	40%
• Client services module	not available	—	3%
• Consult management and reporting	100%	available via company's LIS	50%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	100%	1%	35%
Software provides indexed field in each test definition for LOINC code	no	no	no
AP system supports use of SNOMED CT	no	no	earlier versions of SNOMED only
System sends cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	no	yes
AP system available via ASP or cloud-based data center	no	yes	yes
Other vendors to which system has a lab-related interface	—	none	Epic, Eclipsys, Siemens, McKesson, Meditech, GE, TDS, Keane, Orchard, 4medica, Atlas, Lifepoint
Voice-recognition products or partners that system uses	WIP	Nuance Dragon NaturallySpeaking Professional	Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	slide engravers, cassette writers, microscope cameras	none	cassette writers, slide engravers, immunostainers, cameras, tracking systems
Languages (other than English) offered on system	Spanish	none	none
Client receives copy of source code	escrow (optional)	yes	escrow
User group that meets on established schedule	yes (meets in person)	yes (meets in person, via Webinar, and via conference call)	yes (meets in person, via Webinar, and via conference call)
Methods by which users can tailor AP system in their own setting	dictionary settings, user file update programs on user menus	ad hoc query tools, user-defined interfaces, dictionary settings, others	ad hoc query tools, dictionary settings, Windows painting and report painting tool
Total cost for smallest stand-alone AP system installed*	\$70,000 (annual maintenance fee, \$7,200)	—	—
Total cost for largest stand-alone AP system installed*	\$110,000+ (annual maintenance fee, \$18,000+)	—	—
Base price of integrated system, excluding AP configuration	\$70,000	\$150,000	—
Total incremental cost for smallest AP configuration installed*	\$5,000 (annual maintenance fee, \$7,200)	—	—
Total incremental cost for largest AP configuration installed*	\$7,500 (annual maintenance fee, \$18,000+)	\$150,000 (annual maintenance fee, \$15,000)	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>willingness to adapt to user requirements throughout product life cycle; free customization to adhere to departmental requirements prior to installation</li> <li>reputation for ease of use based on comments from users of competing systems</li> <li>low initial investment and annual maintenance for a full-featured and comprehensive AP system</li> </ul>	<ul style="list-style-type: none"> <li>shared database that provides access to patient's entire history and allows clinical results to be consolidated with cytology or pathology resulting in a single patient report</li> <li>flexible transcription workflow options; Bethesda and user-defined classification; specimen pre-ordering, CPT/ICD-9 code assignments and result evaluation rules for reflex testing</li> <li>diagrammatical representations of tissue samples that relate to the anatomical location of the tissue being examined</li> </ul>	<ul style="list-style-type: none"> <li>digital slides, bar coding, and tracking for full tracking and matching from point of collection to archival, advanced imaging integration with whole-slide imaging solutions, synoptic reporting capabilities, and CCO certification</li> <li>knowledgeable and dedicated support staff; December 2011 "Best in KLAS" rating for anatomic pathology systems</li> <li>extreme flexibility with client workflow, interfacing, and report formats</li> </ul>

\*total cost includes hardware, software, installation, and training  
Note: a dash in lieu of an answer means company did not answer question or question is not applicable

<sup>†</sup>sites (not contracts)

## Anatomic pathology computer systems

Part 2 of 11	Clinical Information Systems A. Woolley cissupport@aol.com 18805 Willamette Drive West Linn, OR 97068 800-869-0680 www.cislab.com	Computer Trust Corp. David Liberman, MD drdave@ctcsurge.com 1 State St. Boston, MA 02109-3507 617-557-9264 ext. 600 www.winsurge.com	Cortex Medical Management Systems Carrie Scott cscott@cortexmed.com 2107 Elliott Ave., Suite 207 Seattle, WA 98121 206-812-6981 www.cortexmed.com
Name of anatomic pathology system	CIS CPS	WinSurge	Cortex Gold Standard
First ever AP system installation	1988	1989	1986
Most recent AP system installation (based on Dec. 2012 survey deadline)	2012	last quarter 2012	August 2012
Last major product release for featured AP system	2012	last quarter 2012	November 2012
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	23 (1/21/1/0/0)	96 (35/61/0/0/0)	45(5/38/2/0/0)
• No. of contracts that went live in calendar-year 2012	2	5	3
• No. of contracts signed in calendar-year 2012	2	2	3
No. of sites operating AP system (No. of these sites outside U.S.)	23	115	45
Percentage of installations that have standalone AP systems	5%	100%	40%
No. of employees in firm/in AP systems development, install, support	8/8	—	13/4
Provide list of client sites to potential customers on request	—	yes (partial list)	yes (partial list; decision made on case-by-case basis)
No. of workstations in sites operating AP system	2–35	5–3,000 (mean, 30)	2–62
Range in No. of surgical pathology cases per year in installed sites	5,000–100,000	2,500–300,000	4,000–85,000+
Range in No. of gynecologic cytology cases per year in installed sites	500–100,000	0–250,000	3,000+–60,000+
Programming language(s)	Cobol, Delphi	Caché, Visual Basic, SQL	Visual Basic 6.0
Databases and tools used	Microsoft SQL	Object Caché, Crystal Reports, Microsoft Word document templates	Microsoft SQL 2008
Word processor(s) used	proprietary, Microsoft Word	Microsoft Word, Rich Text, plain text	Microsoft Word 2007
Operating system(s)	SCO Unix, Windows	Windows, Unix (user's choice)	Microsoft Server 2008 R2 (Windows 2007)
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	100%	78%	80%
• Autopsy information system	10%	60%	10%
• Autopsy measurements and organ weights	installed	60%	10%
• Specimen log-in/Specimen tracking and retrieval	100%/installed	100%/100%	100%/available in June 2013
• Entry of block IDs	installed	100%	installed
• Specimen labels	100%	100%	installed
• Histology slide labels	100%	100%	installed
• Bar-coded slide labels/Bar-coded cassettes	100%/installed	60%/40%	installed/installed
• Linear bar codes/Two-dimensional bar codes	installed/installed	45%/30%	installed/installed
• Histology worksheets	100%	100%	installed
• Word processing—vendor specific	installed	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	1%/1%	30%/10%	available via third party (both features)
• Gross and microscopic images integrated in reports	20%	80%	installed
• Electronic signature	100%	100%	installed
• Remote printing of completed reports	100%	80%	installed
• Direct fax reports	100%	88%	60%
• Web-based remote inquiry of reports	100%	58%	60%
• Physician Web access for order entry	100%	60%	not available
• Natural language search capability	available but not installed	100%	100%
• Multi-site or multi-facility-wide area network	installed	70%	installed
• Sound-alike retrieval of patient history	available but not installed	100%	installed
• Tumor registry reports/Management reports	installed/100%	100%/100%	installed/installed
• Reports sufficient to comply with CLIA '88 regulations	100%	100%	installed
• Comprehensive billing and accounts receivable	100%	53%†	75%
• Interface to external billing system	1%	55%	installed
• HIS interface: admissions/discharge/transfer	1%	55%	installed
• HIS interface: result reporting/HIS interface: incoming clinical results	1%/1%	95%/—	installed/not available
• Partin tables or Gleason score calculations	not available	30%	installed
• Synoptic reporting	not available	100%	installed
• Client services module	100%	100%	not available
• Consult management and reporting	100%	100%	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	100%	45%	85%
Software provides indexed field in each test definition for LOINC code	yes	yes	no
AP system supports use of SNOMED CT	yes	yes	yes
System sends cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
AP system available via ASP or cloud-based data center	—	no	yes
Other vendors to which system has a lab-related interface	—	4medica, McKesson, Meditech, Siemens, Cerner, CPSI, NextGen, Per Sé, TDS, GE Healthcare, Medisys, others	Cerner, Meditech, Epic, eClinicalWorks, others
Voice-recognition products or partners that system uses	—	Dragon NaturallySpeaking Professional (special navigation macros available at no extra charge)	Nuance Dragon, Voicebrook
Histology and cytology devices interfaced	—	slide engravers, slide writers, cassette writers, microscope cameras/TWAIN, bar-code labelers, others	immunostainers, microscope cameras
Languages (other than English) offered on system	—	on request	—
Client receives copy of source code	no	escrow	escrow
User group that meets on established schedule	no	no	yes (meets in person, via Webinar, and via conference call)
Methods by which users can tailor AP system in their own setting	—	wraparound programming, scripting, ad hoc query tools, user-defined interfaces, dictionary settings, custom windows, others	wraparound programming, scripting, ad hoc query tools, user-defined interfaces, dictionary settings
Total cost for smallest stand-alone AP system installed*	\$7,500 (annual maintenance fee, \$2,400)	\$20,000 (annual maintenance fee, \$6,000)	\$7,400 (annual maintenance fee, \$9,600)
Total cost for largest stand-alone AP system installed*	\$150,000 (annual maintenance fee, \$6,000)	\$3,000,000 (annual maintenance fee, \$600,000)	\$99,000+ (annual maintenance fee, \$33,276)
Base price of integrated system, excluding AP configuration	\$10,000	0	—
Total incremental cost for smallest AP configuration installed*	\$10,000 (annual maintenance fee, \$2,400)	\$20,000 (annual maintenance fee, \$6,000)	—
Total incremental cost for largest AP configuration installed*	\$150,000 (annual maintenance fee, \$6,000)	\$3,000,000 (annual maintenance fee, \$600,000)	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>willingness to customize</li> <li>high quality; user friendly</li> <li>price and financing and leasing terms available</li> </ul>	<ul style="list-style-type: none"> <li>rapid and affordable EMR interfaces</li> <li>rules-based system and real-time business intelligence (WinsRules and WinsAlerts)</li> <li>cost-effective WinSurge Entrée version offers speedy implementation for clinical practices insourcing pathology and smaller labs; comprehensive WinSurge Enterprise version used successfully in larger labs</li> </ul>	<ul style="list-style-type: none"> <li>30 years of anatomic pathology reporting experience; integrated medical billing module available</li> <li>customer service: customers get a response within two hours for support</li> <li>committed to client's success</li> </ul>

\*total cost includes hardware, software, installation, and training

Note: a dash in lieu of an answer means company did not answer question or question is not applicable

†charge capture with manual edit and transmission to accounts receivable system

## Anatomic pathology computer systems

Part 3 of 11	LigoLab Information Systems Suren Avunjian suren@ligolab.com 500 N. Central Ave., Suite 930 Glendale, CA 91203 800-544-6522 www.ligolab.com	McKesson Joseph R. Stabile joseph.stabile@mckesson.com 5995 Windward Parkway Alpharetta, GA 30005 404-338-4363 www.mckesson.com/laboratory	Medical Information Technology Paul Berthiaume pberthiaume@meditech.com Meditech Circle Westwood, MA 02090 781-821-3000 www.meditech.com
See captodayonline.com/productguides for an interactive version of guide			
<b>Name of anatomic pathology system</b>	LigoLab AP/LIS	NovoPath <sup>†</sup>	Meditech Anatomical Pathology—client/server
First ever AP system installation	2006	2008	1978
Most recent AP system installation (based on Dec. 2012 survey deadline)	October 2012	December 2012	January 2012
Last major product release for featured AP system	November 2012	January 2012	November 2009
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	—	201 (28/121/51/0/1—hospital) <sup>††</sup>	172 (148/—/—/— <sup>†</sup> —academic teaching, critical access, behavioral health, rehab, others/24) <sup>††</sup>
• No. of contracts that went live in calendar-year 2012	—	19 <sup>††</sup>	4 <sup>††</sup>
• No. of contracts signed in calendar-year 2012	6	25 <sup>††</sup>	7 <sup>††</sup>
No. of sites operating AP system (No. of these sites outside U.S.)	—	269 (1—Saudi Arabia) <sup>††</sup>	421 (148—Bahamas, Canada, Ireland, U.K., others)
Percentage of installations that have standalone AP systems	—	0	0
No. of employees in firm/in AP systems development, install, support	26/19	44,000/45	3,883/202 (for all LIS-related activities)
Provide list of client sites to potential customers on request	yes (complete list but prospective client must sign a nondisclosure agreement)	no (information is confidential)	—
No. of workstations in sites operating AP system	—	8–400 (mean, 26)	not tracked
Range in No. of surgical pathology cases per year in installed sites	5,000–200,000	not tracked	not tracked
Range in No. of gynecologic cytology cases per year in installed sites	24,000–400,000	not tracked	not tracked
Programming language(s)	Java	Microsoft Visual Studio	Meditech self-developed programming language
Databases and tools used	Microsoft SQL, Oracle	Microsoft SQL, Oracle	Meditech Database Management System
Word processor(s) used	integrated	Microsoft Word, Acrobat Reader (user's choice)	Microsoft Word, Rich Text Editor
Operating system(s)	Windows, Macintosh, Linux, iOS, Android	Microsoft Windows, Web browser based	servers: Microsoft Windows 2003/2008 SE; clients: Windows 2000 Professional, XP, XP Tablet, Vista, 7
<b>Features (listed as a percentage of live installs or based on availability)</b>			
• Surgical pathology information system	installed	installed	100%
• Cytology information system	installed	installed	100%
• Autopsy information system	installed	installed	100%
• Autopsy measurements and organ weights	installed	installed	installed
• Specimen log-in/Specimen tracking and retrieval	installed/installed	installed/installed	100%/100%
• Entry of block IDs	installed	installed	100%
• Specimen labels	installed	installed	100%
• Histology slide labels	installed	installed	100%
• Bar-coded slide labels/Bar-coded cassettes	installed/installed	installed/installed	100%/100%
• Linear bar codes/Two-dimensional bar codes	installed/installed	installed/installed	100%/100%
• Histology worksheets	installed	installed	100%
• Word processing—vendor specific	installed	installed	100%
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed/installed	installed/installed
• Gross and microscopic images integrated in reports	installed	installed	100%
• Electronic signature	installed	installed	100%
• Remote printing of completed reports	installed	installed	100%
• Direct fax reports	installed	installed	100%
• Web-based remote inquiry of reports	installed	installed	100%
• Physician Web access for order entry	installed	installed	100%
• Natural language search capability	installed	installed	100%
• Multi-site or multi-facility-wide area network	installed	installed	100%
• Sound-alike retrieval of patient history	installed	installed	100%
• Tumor registry reports/Management reports	installed/installed	installed/installed	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	installed	installed	installed
• Comprehensive billing and accounts receivable	installed	installed	installed
• Interface to external billing system	installed	installed	installed
• HIS interface: admissions/discharge/transfer	installed	installed	installed
• HIS interface: result reporting/HIS interface: incoming clinical results	installed/installed	installed/installed	installed/installed
• Partin tables or Gleason score calculations	installed	installed	installed
• Synoptic reporting	installed	installed	installed
• Client services module	installed	installed	100%
• Consult management and reporting	installed	installed	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	9%	100%	not tracked
Software provides indexed field in each test definition for LOINC code	yes	yes	yes
AP system supports use of SNOMED CT	earlier versions of SNOMED only	yes	yes
System sends cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
AP system available via ASP or cloud-based data center	yes	yes	no
Other vendors to which system has a lab-related interface	Cerner	Siemens, Meditech, Epic, CPSI, GE Healthcare, NextGen, Invision, Eclipsys, HMS, others	Sunquest, McKesson, Siemens, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking, Windows speech recognition	Nuance Dragon NaturallySpeaking, Peter Cohen Associates (PCA)
Histology and cytology devices interfaced	stainers, cassette/slide printers, cameras	cassette writers, microscope cameras, slide engravers, whole-slide imagers, flow cytometers, scanners, others	—
Languages (other than English) offered on system	—	—	installing Spanish
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	yes (meets via Webinar)	yes (meets in person)	yes (meets in person and via Webinar)
Methods by which users can tailor AP system in their own setting	wraparound programming, scripting, ad hoc query tools, user-defined interfaces, dictionary settings	wraparound programming, scripting, ad hoc query tools, user-defined interfaces, dictionary settings, others	ad hoc query tools, user-defined interfaces, dictionary settings, customer-defined screens, others
Total cost for smallest stand-alone AP system installed*	\$15,000 (annual maintenance fee, \$30,000)	—	—
Total cost for largest stand-alone AP system installed*	—	—	—
Base price of integrated system, excluding AP configuration	—	—	—
Total incremental cost for smallest AP configuration installed*	—	—	—
Total incremental cost for largest AP configuration installed*	—	—	—
<b>Distinguishing features (supplied by company)</b>	<ul style="list-style-type: none"> <li>comprehensive and integrated solution that includes AP, CP and molecular workflow, outreach, specimen security and tracking, document imaging, digital pathology, CRM, and interface engine</li> <li>no capital investment; pay per case</li> <li>rapid upgrade program—new features deployed to customers quarterly at no additional cost</li> </ul>	<ul style="list-style-type: none"> <li>ONC-ATCB 2011/2012 certification as an EMR module based on federal criteria and standards designed to evaluate the ability to support meaningful use</li> <li>Lean process improvement; biobanking; advanced modules for cytogenetics, flow cytometry, molecular testing, end-to-end billing, voice dictation/recognition</li> <li>enterprise solution for McKesson's best-of-breed LIS, Horizon Lab, and integrated platform, Paragon</li> </ul>	<ul style="list-style-type: none"> <li>roles-based desktops, which streamline workflow by enabling users to access their most commonly used routines from a central location</li> <li>supports user-defined searches and statistical analysis of the pathology database; users can search for tissues, words, prompts, much more</li> <li>can capture and store digital images, added notations</li> </ul>
*total cost includes hardware, software, installation, and training			<sup>†</sup> included in total for hospitals
Note: a dash in lieu of an answer means company did not answer question or question is not applicable		<sup>†</sup> software supplied by NovoPath Inc.	<sup>††</sup> individual application bookings or application licenses (not contracts)
		<sup>††</sup> totals incorporate software sold through NovoPath	



## Anatomic pathology computer systems

Part 4 of 11	Medical Information Technology Paul Berthiaume pberthiaume@meditech.com Meditech Circle Westwood, MA 02090 781-821-3000 www.meditech.com	Medical Information Technology Paul Berthiaume pberthiaume@meditech.com Meditech Circle Westwood, MA 02090 781-821-3000 www.meditech.com	Netlims, LLC Gerald Choder gchoder@netlims.com 300 Frank W. Burr Blvd. Teaneck, NJ 07666 201-894-5300 www.netlims.com
See captodayonline.com/productguides for an interactive version of guide			
<b>Name of anatomic pathology system</b>	Meditech Anatomical Pathology—Magic	Meditech Anatomical Pathology—6.0	AutoAP
First ever AP system installation	1978	1978	2000
Most recent AP system installation (based on Dec. 2012 survey deadline)	December 2012	December 2012	September 2012
Last major product release for featured AP system	January 2012	July 2011	July 2012
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	514 (473/—/—/—†—academic teaching, critical access, behavioral health, long-term acute care, rehabilitation, others/41)††	65 (59/—/—/—†—academic teaching, critical access, behavioral health, long-term acute care, rehabilitation, others/6)††	23 (0/4/0/0/19—hospitals, reference labs)
• No. of contracts that went live in calendar-year 2012	6††	19††	2
• No. of contracts signed in calendar-year 2012	2††	18††	4
No. of sites operating AP system (No. of these sites outside U.S.)	615 (88—Bahamas, Canada, Ireland, U.K., others)	105 (21—Bahamas, Canada, Ireland, U.K., others)	23 (19—India, Israel)
Percentage of installations that have standalone AP systems	0	0	0
No. of employees in firm/In AP systems development, install, support	3,883/202 (for all LIS-related activities)	3,883/202 (for all LIS-related activities)	125/18
Provide list of client sites to potential customers on request	—	—	yes (complete list but prospective client must sign a nondisclosure agreement)
No. of workstations in sites operating AP system	not tracked	not tracked	8–200
Range in No. of surgical pathology cases per year in installed sites	not tracked	not tracked	1,200–50,000
Range in No. of gynecologic cytology cases per year in installed sites	not tracked	not tracked	2,000–150,000
Programming language(s)	Meditech self-developed programming language	Meditech self-developed programming language	C++, Java, Visual Basic, ASP, .Net
Databases and tools used	Meditech Database Management System	Meditech Database Management System	Microsoft SQL, Oracle, Caché
Word processor(s) used	Microsoft Word, Rich Text Editor	Microsoft Word, Rich Text Editor	Microsoft Word
Operating system(s)	Meditech Magic running on the Windows 2003 platform or Server 2008 Standard Edition	servers: Microsoft Windows 2003/2008 SE; clients: Windows 2000 Professional, XP, XP Tablet, Vista, 7	Windows, Linux, Unix
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	100%	100%	100%
• Autopsy information system	100%	100%	20%
• Autopsy measurements and organ weights	installed	installed	20%
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%	100%/100%
• Entry of block IDs	100%	100%	100%
• Specimen labels	100%	100%	100%
• Histology slide labels	100%	100%	50%
• Bar-coded slide labels/Bar-coded cassettes	100%/100%	100%/100%	100%/100%
• Linear bar codes/Two-dimensional bar codes	100%/100%	100%/100%	100%/50%
• Histology worksheets	100%	100%	100%
• Word processing—vendor specific	100%	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed/installed	installed/installed
• Gross and microscopic images integrated in reports	100%	100%	80%
• Electronic signature	100%	100%	100%
• Remote printing of completed reports	100%	100%	80%
• Direct fax reports	100%	100%	100%
• Web-based remote inquiry of reports	100%	100%	60%
• Physician Web access for order entry	100%	100%	50%
• Natural language search capability	100%	100%	available but not installed
• Multi-site or multi-facility-wide area network	100%	100%	25%
• Sound-alike retrieval of patient history	100%	100%	100%
• Tumor registry reports/Management reports	100%/100%	100%/100%	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	installed	installed	100%
• Comprehensive billing and accounts receivable	installed	installed	80%
• Interface to external billing system	installed	installed	20%
• HIS interface: admissions/discharge/transfer	installed	installed	80%
• HIS interface: result reporting/HIS interface: incoming clinical results	installed/installed	installed/installed	80%/80%
• Partin tables or Gleason score calculations	installed	installed	available but not installed
• Synoptic reporting	installed	installed	40%
• Client services module	100%	100%	100%
• Consult management and reporting	100%	100%	75%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	not tracked	not tracked	80%
Software provides indexed field in each test definition for LOINC code	yes	yes	yes
AP system supports use of SNOMED CT	yes	yes	yes
System sends cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
AP system available via ASP or cloud-based data center	no	no	no
Other vendors to which system has a lab-related interface	Sunquest, McKesson, Siemens, others	Sunquest, McKesson, Siemens, others	Siemens, GE Healthcare, Eagle, SCC Soft Computer, Sunquest, Xifin, Cerner, NovoPath
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking, Peter Cohen Associates (PCA)	Nuance Dragon NaturallySpeaking, Peter Cohen Associates (PCA)	Nuance Dragon
Histology and cytology devices interfaced	—	—	cassette writers, slide labelers, microscope cameras
Languages (other than English) offered on system	none	installing Spanish	Hebrew, any language supported by Windows
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	yes (meets in person and via Webinar)	no	no
Methods by which users can tailor AP system in their own setting	ad hoc query tools, user-defined interfaces, dictionary settings, customer-defined screens, desktop preferences, rules-based logic	ad hoc query tools, user-defined interfaces, dictionary settings, customer-defined screens, desktop preferences, rules-based logic	wraparound programming, scripting, ad hoc query tools, user-defined interfaces, dictionary settings, XML, XSL
Total cost for smallest stand-alone AP system installed*	—	—	\$175,000 (annual maintenance fee, \$35,000)
Total cost for largest stand-alone AP system installed*	—	—	\$750,000 (annual maintenance fee, \$150,000)
Base price of integrated system, excluding AP configuration	—	—	\$350,000
Total incremental cost for smallest AP configuration installed*	—	—	\$100,000 (annual maintenance fee, \$20,000)
Total incremental cost for largest AP configuration installed*	—	—	\$680,000 (annual maintenance fee, \$136,000)
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>roles-based desktops, which streamline workflow by enabling users to access their most commonly used routines from a central location</li> <li>supports user-defined searches and statistical analysis of the pathology database; users can search for tissues, words, prompts, much more</li> <li>can capture and store digital images, added notations</li> </ul>	<ul style="list-style-type: none"> <li>roles-based desktops, which streamline workflow by enabling users to access their most commonly used routines from a central location</li> <li>supports user-defined searches and statistical analysis of the pathology database; users can search for tissues, words, prompts, much more</li> <li>can capture and store digital images, added notations</li> </ul>	<ul style="list-style-type: none"> <li>Windows-based system with object-oriented design that can run on most hardware, operating systems, and databases; integrates such features as multiple reporting solutions, attachments, Web remote access</li> <li>hundreds of configuration switches enable system to be easily tailored to any environment or work procedure</li> <li>one database for all disciplines and departments</li> </ul>
*total cost includes hardware, software, installation, and training	†included in total for hospitals	†included in total for hospitals	
Note: a dash in lieu of an answer means company did not answer question or question is not applicable	††individual application bookings or application licenses (not contracts)	††individual application bookings or application licenses (not contracts)	

## Anatomic pathology computer systems

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Name of anatomic pathology system	IntelliPath	NovoPath <sup>†</sup>
First ever AP system installation	2001	1999
Most recent AP system installation (based on Dec. 2012 survey deadline)	December 2012	December 2012
Last major product release for featured AP system	December 2012	January 2012
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	81 (8/50/22/0/1)	201 (28/121/51/0/1—hospital) <sup>††</sup>
• No. of contracts that went live in calendar-year 2012	5	19 <sup>††</sup>
• No. of contracts signed in calendar-year 2012	6	25 <sup>††</sup>
No. of sites operating AP system (No. of these sites outside U.S.)	100 (1—Canada)	269 (1—Saudi Arabia) <sup>††</sup>
Percentage of installations that have standalone AP systems	100%	100%
No. of employees in firm/In AP systems development, install, support	9/9	45/45
Provide list of client sites to potential customers on request	yes (complete list but prospective client must sign a nondisclosure agreement)	no (information is confidential)
No. of workstations in sites operating AP system	2-50+ (mean, 10)	2-400 (mean, 26)
Range in No. of surgical pathology cases per year in installed sites	2,500-250,000	2,000-275,000
Range in No. of gynecologic cytology cases per year in installed sites	12,000-70,000	1,000-750,000
Programming language(s)	Clarion, C++, .Net	Microsoft Visual Studio
Databases and tools used	Pervasive SQL	Microsoft SQL, Oracle
Word processor(s) used	integrated	Microsoft Word, Acrobat Reader (user's choice)
Operating system(s)	Windows, Citrix	Microsoft Windows, Web browser based
Features (listed as a percentage of live installs or based on availability)		
• Surgical pathology information system	100%	100%
• Cytology information system	20%	100%
• Autopsy information system	10%	100%
• Autopsy measurements and organ weights	10%	100%
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%
• Entry of block IDs	100%	100%
• Specimen labels	100%	100%
• Histology slide labels	100%	100%
• Bar-coded slide labels/Bar-coded cassettes	100%/10%	installed/installed
• Linear bar codes/Two-dimensional bar codes	95%/5%	installed/installed
• Histology worksheets	100%	100%
• Word processing—vendor specific	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	10%/10%	installed/installed
• Gross and microscopic images integrated in reports	25%	100%
• Electronic signature	100%	100%
• Remote printing of completed reports	30%	100%
• Direct fax reports	100%	100%
• Web-based remote inquiry of reports	60%	installed
• Physician Web access for order entry	15%	installed
• Natural language search capability	100%	100%
• Multi-site or multi-facility-wide area network	25%	29%
• Sound-alike retrieval of patient history	installed	100%
• Tumor registry reports/Management reports	100%/100%	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	40%	25%
• Interface to external billing system	60%	100%
• HIS interface: admissions/discharge/transfer	20%	installed
• HIS interface: result reporting/HIS interface: incoming clinical results	25%/5%	installed/installed
• Partin tables or Gleason score calculations	5%	installed
• Synoptic reporting	5%	installed
• Client services module	5%	100%
• Consult management and reporting	100%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	40%	50%
Software provides indexed field in each test definition for LOINC code	no	yes
AP system supports use of SNOMED CT	yes	yes
System sends cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes
AP system available via ASP or cloud-based data center	yes	yes
Other vendors to which system has a lab-related interface	Cerner, Sage, McKesson, Meditech, Antek, NextGen, eClinicalWorks, GE Healthcare, Allscripts, others	McKesson, Siemens, Meditech, Epic, CPSI, GE Healthcare, NextGen, Invision, Allscripts, HMS, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking, Voicebrook	Nuance Dragon NaturallySpeaking, Windows Speech Recognition
Histology and cytology devices interfaced	slide etchers, immunostainers, whole-slide imaging, all software-driven cameras	immunostainers, cassette writers, automated screening systems, TWAIN drive cameras, slide engravers, others
Languages (other than English) offered on system	—	—
Client receives copy of source code	escrow	escrow
User group that meets on established schedule	yes (meets via Webinar)	yes (meets via Webinar)
Methods by which users can tailor AP system in their own setting	ad hoc query tools, dictionary settings, rules-based software flags, screen-based configuration settings	wraparound programming, scripting, ad hoc query tools, user-defined interfaces, dictionary settings, others
Total cost for smallest stand-alone AP system installed*	—	—
Total cost for largest stand-alone AP system installed*	—	—
Base price of integrated system, excluding AP configuration	—	—
Total incremental cost for smallest AP configuration installed*	—	—
Total incremental cost for largest AP configuration installed*	—	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>• all modules, including billing and word processing, fully integrated in user interface</li> <li>• full-featured, robust system customized to client's workflow, with scalable pricing and no hidden fees—there is no such thing as "that can't be done"</li> <li>• engage customers for sake of clarity and to more easily determine how to serve them best</li> </ul>	<ul style="list-style-type: none"> <li>• ONC-ATCB 2011/2012 certification as an EMR module based on federal criteria and standards designed to evaluate the ability to support meaningful use employing version 8</li> <li>• Lean process improvement; biobanking; advanced modules for cytogenetics, flow cytometry, molecular testing, end-to-end billing, more</li> <li>• NovoNotifier mobile app (Android + iPad + iPhone); easy-to-use Microsoft Gold ISV partner</li> </ul>
*total cost includes hardware, software, installation, and training		
Note: a dash in lieu of an answer means company did not answer question or question is not applicable		
<sup>†</sup> software also marketed by McKesson		
<sup>††</sup> totals incorporate software sold through McKesson		

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Part 6 of 11	Orchard Software Kerry Foster sales@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
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<b>Name of anatomic pathology system</b>	<b>Orchard Pathology</b>	<b>WorkPath</b>
First ever AP system installation	2006	2008
Most recent AP system installation (based on Dec. 2012 survey deadline)	December 2012	November 2012
Last major product release for featured AP system	January 2012	November 2012
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	76 (18/30/23/5—molecular medicine, veterinary medicine, genetics, department of health, research/0)	7 (0/4/3/0/0)
• No. of contracts that went live in calendar-year 2012	10	4
• No. of contracts signed in calendar-year 2012	10	4
No. of sites operating AP system (No. of these sites outside U.S.)	82	10
Percentage of installations that have standalone AP systems	20%	0
No. of employees in firm/In AP systems development, install, support	190/63	—
Provide list of client sites to potential customers on request	yes (partial list)	yes (partial list)
No. of workstations in sites operating AP system	5–55 (mean, 10)	2–40 (mean, 13)
Range in No. of surgical pathology cases per year in installed sites	8,000–30,000	1,000–10,000
Range in No. of gynecologic cytology cases per year in installed sites	11,000–110,000	10,000–50,000
Programming language(s)	4D, Java, C++, HTML	Python, Java
Databases and tools used	4D, SQL	MySQL, PostgreSQL, SQLite, Oracle
Word processor(s) used	customized word processing	TinyMCE, others
Operating system(s)	Windows XP Professional, Vista, 7, 2008 server	Linux, Windows, Macintosh, BSD, Solaris, others
<b>Features (listed as a percentage of live installs or based on availability)</b>		
• Surgical pathology information system	100%	100%
• Cytology information system	90%	50%
• Autopsy information system	installed	available but not installed
• Autopsy measurements and organ weights	installed	available but not installed
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%
• Entry of block IDs	100%	100%
• Specimen labels	100%	50%
• Histology slide labels	50%	50%
• Bar-coded slide labels/Bar-coded cassettes	100%/50%	25%/25%
• Linear bar codes/Two-dimensional bar codes	100%/50%	25%/25%
• Histology worksheets	100%	50%
• Word processing—vendor specific	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	50%/25%
• Gross and microscopic images integrated in reports	50%	100%
• Electronic signature	100%	100%
• Remote printing of completed reports	50%	100%
• Direct fax reports	100%	100%
• Web-based remote inquiry of reports	50%	100%
• Physician Web access for order entry	50%	50%
• Natural language search capability	not available	available but not installed
• Multi-site or multi-facility-wide area network	installed	50%
• Sound-alike retrieval of patient history	not available	available but not installed
• Tumor registry reports/Management reports	installed/100%	25%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	not available	available in February 2013
• Interface to external billing system	90%	50%
• HIS interface: admissions/discharge/transfer	100%	25%
• HIS interface: result reporting/HIS interface: incoming clinical results	80%/100%	25%/25%
• Partin tables or Gleason score calculations	100%	50%
• Synoptic reporting	100%	installed
• Client services module	10%	25%
• Consult management and reporting	100%	50%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	50%	75%
Software provides indexed field in each test definition for LOINC code	yes	no
AP system supports use of SNOMED CT	yes	no
System sends cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes
AP system available via ASP or cloud-based data center	no	yes
Other vendors to which system has a lab-related interface	McKesson, GE Healthcare, Siemens, Cerner, Healthland, QuadraMed, Meditech, Allscripts, Sage, e-MDs, others	Cerner, Sunquest, Small Business Computers of New England, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking, Voicebrook	Quickscribe
Histology and cytology devices interfaced	cameras, label printers, slide readers, slide stainers, immunostainers, cassette printers, others	imagers, cassette writers, screening systems, microscope cameras, slide engravers, immunostainers, bar-code scanners
Languages (other than English) offered on system	none	none
Client receives copy of source code	escrow	no
User group that meets on established schedule	yes (meets in person, via Webinar, and via conference call)	yes (meets via Webinar)
Methods by which users can tailor AP system in their own setting	wraparound programming, scripting, ad hoc query tools, user-defined interfaces, dictionary settings, report creation	wraparound programming, scripting, ad hoc query tools, user-defined interfaces, dictionary settings, others
Total cost for smallest stand-alone AP system installed*	\$100,000 (annual maintenance fee, 14%)	\$1,000 monthly (annual maintenance fee included)
Total cost for largest stand-alone AP system installed*	\$290,000 (annual maintenance fee, 14%)	\$10,000 monthly (annual maintenance fee included)
Base price of integrated system, excluding AP configuration	\$80,000	\$1,000+ monthly
Total incremental cost for smallest AP configuration installed*	\$46,000 (annual maintenance fee, 14%)	included
Total incremental cost for largest AP configuration installed*	\$200,000 (annual maintenance fee, 14%)	\$10,000 monthly (annual maintenance fee included)
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>single, all-inclusive diagnostic information system that uses the same database for clinical, cytology, molecular, AP, and reference lab results</li> <li>image-management tools to link digital images, annotated diagrams, and scanned documents to case worksheets and incorporate them in patient reports</li> <li>report data is structured for standardization and synoptic reporting and stored in discrete data fields</li> </ul>	<ul style="list-style-type: none"> <li>software-as-a-service (SaaS)—portability, fast implementation, low total cost of ownership</li> <li>specialize in generating presentable, marketable, custom reports; integrated functionality for efficient report generation</li> <li>full menu of integrated connectivity and distribution options, including instrument/device interfacing, EHR interfacing, fax, online physician portal, remote printing, more</li> </ul>
*total cost includes hardware, software, installation, and training		
Note: a dash in lieu of an answer means company did not answer question or question is not applicable		

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## Anatomic pathology computer systems

Part 7 of 11	PathCentral Dan Angress dangress@pathcentral.net 213 Technology Drive, Suite 200 Irvine, CA 92618 888-516-4958 www.pathcentral.net	PathView Systems Michael Mihalik mike@pathview.com 5923 E. FM 455 Anna, TX 75409 800-798-3540 www.pathview.com	Physicians Independent Management Services Chris Hazelwood hazelwoodc@pims-inc.com 5575 Hoover Blvd. Tampa, FL 33634 866-944-0404 www.pathxlis.com
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Name of anatomic pathology system	PathCentral AP Anywhere <sup>†</sup>	Progeny	PathX <sup>†</sup>
First ever AP system installation	2004	1990	2004
Most recent AP system installation (based on Dec. 2012 survey deadline)	October 2012	June 2011	November 2011
Last major product release for featured AP system	July 2012	November 2012	November 2011
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	36 (0/18/16/0/2)	3 (1/1/1/0/0)	14 (2/2/10/0/0)
• No. of contracts that went live in calendar-year 2012	5	0	2
• No. of contracts signed in calendar-year 2012	9	0	2
No. of sites operating AP system (No. of these sites outside U.S.)	36 (2—China, Holland)	8	17
Percentage of installations that have standalone AP systems	100%	100%	100%
No. of employees in firm/in AP systems development, install, support	48/22	5/5	82/16
Provide list of client sites to potential customers on request	yes (partial list)	yes (complete list without restrictions, but prospects are asked to not contact clients unless PathView is in final round of selection process)	yes (partial list)
No. of workstations in sites operating AP system	1–80 (mean, 35)	25–65 (mean, 35)	1–19
Range in No. of surgical pathology cases per year in installed sites	4,500–223,000	14,500–65,000	4,200–55,000
Range in No. of gynecologic cytology cases per year in installed sites	4,500–75,000	14,000–66,000	300–1,200
Programming language(s)	C# .Net	InterSystems Caché ObjectScript, .Net, Visual Basic	C#, XAML (WPF), Visual Basic
Databases and tools used	SQL	InterSystems Caché	Microsoft SQL
Word processor(s) used	vendor specific	Microsoft Word 2003–2010	Microsoft Word
Operating system(s)	Windows	Windows 7, XP, server 2008, server 2003	Windows XP, Vista, 7, 8, Linux via Web interface
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	100%	100%	installed
• Autopsy information system	20%	100%	not available
• Autopsy measurements and organ weights	20%	100%	not available
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%	100%/100%
• Entry of block IDs	100%	100%	100%
• Specimen labels	100%	100%	100%
• Histology slide labels	100%	100%	100%
• Bar-coded slide labels/Bar-coded cassettes	100%/100%	100%/100%	installed/25%
• Linear bar codes/Two-dimensional bar codes	100%/100%	100%/100%	installed/installed
• Histology worksheets	100%	100%	not available
• Word processing—vendor specific	100%	not available	100%
• Voice entry of gross description/Voice entry of final diagnosis	15%/15%	33%/33%	available via third party/available via third party
• Gross and microscopic images integrated in reports	20%	33%	100%
• Electronic signature	100%	100%	100%
• Remote printing of completed reports	100%	100%	100%
• Direct fax reports	100%	100%	100%
• Web-based remote inquiry of reports	100%	33%	75%
• Physician Web access for order entry	100%	available but not installed	installed
• Natural language search capability	100%	100%	installed
• Multi-site or multi-facility-wide area network	100%	100%	50%
• Sound-alike retrieval of patient history	100%	not available	not available
• Tumor registry reports/Management reports	50%/100%	100%/100%	installed/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%	100%
• Comprehensive billing and accounts receivable	100%	not available	not available
• Interface to external billing system	100%	100%	100%
• HIS interface: admissions/discharge/transfer	75%	100%	100%
• HIS interface: result reporting/HIS interface: incoming clinical results	80%/100%	100%/33%	100%/not available
• Partin tables or Gleason score calculations	100%	not available	100%
• Synoptic reporting	100%	67%	not available
• Client services module	20%	100%	100%
• Consult management and reporting	100%	installed	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	80%	67%	75%
Software provides indexed field in each test definition for LOINC code	yes	yes	no
AP system supports use of SNOMED CT	yes	yes	no
System sends cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
AP system available via ASP or cloud-based data center	yes	no	yes
Other vendors to which system has a lab-related interface	Cortex, GE Healthcare, McKesson, Meditech, Cerner, Sage, Allscripts, Artificial Intelligence in Medicine	Epic, proprietary, client-developed LIS, Cerner, Sunquest, Meditech, Siemens, EasyPath Software	Emdeon, eClinicalWorks
Voice-recognition products or partners that system uses	Voicebrook, Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking	M*Modal, Nuance Dragon
Histology and cytology devices interfaced	slide and cassette writers, slide engravers, histology workflow automation tools, microscope cameras, digital-imaging platforms, immunostainers, others	cassette labelers, dictation systems, slide printers, immunostainers, automated screening systems	digital slide scanner, immunostainers, cassette printers, microscope cameras, label printers, others
Languages (other than English) offered on system	Chinese (Mandarin)	none	none
Client receives copy of source code	escrow	escrow	no
User group that meets on established schedule	yes (meets via Webinar)	yes (meets in person and via conference call)	yes (meets via Webinar)
Methods by which users can tailor AP system in their own setting	ad hoc query tools, user-defined interfaces, test menu management, testing protocols, associated report templates	ad hoc query tools, dictionary settings; no need for user-tailoring efforts as PathView provides service	user-defined interfaces, dictionary settings, others
Total cost for smallest stand-alone AP system installed*	cloud-based system—subscription model	—	\$3,500 (annual maintenance fee, \$2,400)
Total cost for largest stand-alone AP system installed*	cloud-based system—subscription model	—	\$45,000 (annual maintenance fee, \$3,300)
Base price of integrated system, excluding AP configuration	cloud-based system—subscription model	—	—
Total incremental cost for smallest AP configuration installed*	cloud-based system—subscription model	—	—
Total incremental cost for largest AP configuration installed*	cloud-based system—subscription model	—	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>• cost-effective, Web-based software-as-a-service (SaaS) solution</li> <li>• company aligned with pathology outreach initiatives, offering services tied to the AP Anywhere LIS, including integrated send-out testing and billing, marketing and sales support, online consultations</li> <li>• users can order tests online, track samples from accessioning to case sign-out, receive results online</li> </ul>	<ul style="list-style-type: none"> <li>• works as well for specialty labs as for multi-site facilities; most interactions occur in a single screen</li> <li>• comprehensive specimen, block, and slide tracking provides detailed material tracking intradepartmentally and for external send-outs</li> <li>• patient reports are user configurable and can include synoptic, IHC, clinical, organ maps, or photomicrograph sections; reports can be tailored per specimen, client, or other case aspect</li> </ul>	<ul style="list-style-type: none"> <li>• phone/iPad/mobile application with user-friendly remote access to the system for case review/diagnosis editing/sign-out</li> <li>• multi-path results distribution included in base installation, including e-mail, fax, electronic (HL7), and Web delivery of results</li> <li>• workflow management with automated pathologist scheduling and slide distribution reports</li> </ul>
*total cost includes hardware, software, installation, and training Note: a dash in lieu of an answer means company did not answer question or question is not applicable	<sup>†</sup> formerly eTeleNext AP Anywhere		<sup>†</sup> formerly PIMS RMS





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Visit [cap.org/hod](http://cap.org/hod) for meeting location  
information and online registration.

Part 8 of 11	Psyche Systems Corp. Lisa-Jean Clifford <a href="mailto:lj@psychesystems.com">lj@psychesystems.com</a> 25 Birch St., Building B Milford, MA 01757 800-345-1514 <a href="http://www.psychesystems.com">www.psychesystems.com</a>
<i>See <a href="http://captodayonline.com/productguides">captodayonline.com/productguides</a> for an interactive version of guide</i>	
Name of anatomic pathology system	WindoPath
First ever AP system installation	1983
Most recent AP system installation (based on Dec. 2012 survey deadline)	November 2012
Last major product release for featured AP system	January 2009
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	234 (60/81/7/0/86)
• No. of contracts that went live in calendar-year 2012	26
• No. of contracts signed in calendar-year 2012	32
No. of sites operating AP system (No. of these sites outside U.S.)	228 (86-Italy, Germany, Austria, Puerto Rico)
Percentage of installations that have standalone AP systems	27%
No. of employees in firm/in AP systems development, install, support	45/36
Provide list of client sites to potential customers on request	references provided on request
No. of workstations in sites operating AP system	1-500 (mean, 25)
Range in No. of surgical pathology cases per year in installed sites	1,000-1,000,000+
Range in No. of gynecologic cytology cases per year in installed sites	0-300,000
Programming language(s)	Visual Basic, Visual Basic .Net, SmallTalk
Databases and tools used	Microsoft SQL server 7.0, 2000, BrioQuery/ Hyperion report writer, RightFax integrated, nonproprietary
Word processor(s) used	Windows NT, 95, 98, 2000, XP, 7
Operating system(s)	
Features (listed as a percentage of live installs or based on availability)	
• Surgical pathology information system	100%
• Cytology information system	85%
• Autopsy information system	installed
• Autopsy measurements and organ weights	installed
• Specimen log-in/Specimen tracking and retrieval	100%/installed
• Entry of block IDs	100%
• Specimen labels	100%
• Histology slide labels	90%
• Bar-coded slide labels/Bar-coded cassettes	installed/installed
• Linear bar codes/Two-dimensional bar codes	installed/installed
• Histology worksheets	100%
• Word processing—vendor specific	100%
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed
• Gross and microscopic images integrated in reports	75%
• Electronic signature	100%
• Remote printing of completed reports	installed
• Direct fax reports	90%
• Web-based remote inquiry of reports	installed
• Physician Web access for order entry	installed
• Natural language search capability	100%
• Multi-site or multi-facility-wide area network	installed
• Sound-alike retrieval of patient history	100%
• Tumor registry reports/Management reports	installed/100%
• Reports sufficient to comply with CLIA '88 regulations	100%
• Comprehensive billing and accounts receivable	available but not installed
• Interface to external billing system	installed
• HIS interface: admissions/discharge/transfer	80%
• HIS interface: result reporting/HIS interface: incoming clinical results	80%/35%
• Partin tables or Gleason score calculations	installed
• Synoptic reporting	installed
• Client services module	installed
• Consult management and reporting	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	30%
Software provides indexed field in each test definition for LOINC code	yes
AP system supports use of SNOMED CT	yes
System sends cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes
AP system available via ASP or cloud-based data center	yes
Other vendors to which system has a lab-related interface	Siemens, McKesson, Meditech, Allscripts, Cerner, Sunquest, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	cassette slide labelers, immunohistochemistry stainers, others
Languages (other than English) offered on system	Spanish, Italian, German, Portuguese, others
Client receives copy of source code	escrow
User group that meets on established schedule	yes (meets in person, via Webinar, and via conference call)
Methods by which users can tailor AP system in their own setting	ad hoc query tools, user-defined interfaces, dictionary settings
Total cost for smallest stand-alone AP system installed*	\$35,000 (annual maintenance fee, \$4,800)
Total cost for largest stand-alone AP system installed*	\$1,600,000 (annual maintenance fee, \$150,000)
Base price of integrated system, excluding AP configuration	—
Total incremental cost for smallest AP configuration installed*	—
Total incremental cost for largest AP configuration installed*	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>• easy to use; customized to fit the lab's specific needs/specialty at an affordable price and with a short implementation phase</li> <li>• dynamic customizable reports and final results with the ability to define outputs based on physician preferences</li> <li>• interfaces to HIS, EMR, instruments/devices, others; flow cytometry; cytogenetics; molecular diagnostics; more</li> </ul>
*total cost includes hardware, software, installation, and training	
Note: a dash in lieu of an answer means company did not answer question or question is not applicable	



## Anatomic pathology computer systems

Part 9 of 11	SCC Soft Computer Elie Vahman sales@softcomputer.com 5400 Tech Data Drive Clearwater, FL 33760 727-789-0100 www.softcomputer.com	Small Business Computers of New England Matt Klein matt_klein@apeasy.com 62 Lowell St., Suite 3 Manchester, NH 03101 800-647-2263/603-695-9090 www.apeasy.com	Sunquest Information Systems Auna Emery auna.emery@sunquestinfo.com 250 S. Williams Blvd. Tucson, AZ 85711 800-748-0692 www.sunquestinfo.com
Name of anatomic pathology system	SoftPath	AP Easy	Sunquest CoPathPlus <sup>†</sup>
First ever AP system installation	1993	1989	1982
Most recent AP system installation (based on Dec. 2012 survey deadline)	December 2012	December 2012	December 2011
Last major product release for featured AP system	March 2012	2008	December 2011
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	162 (136/11/4/0/11)	449 (48/211/183/0/7—hospitals, independent labs)	250
• No. of contracts that went live in calendar-year 2012	3	33	—
• No. of contracts signed in calendar-year 2012	4	38	—
No. of sites operating AP system (No. of these sites outside U.S.)	436 (67—Canada, Jamaica)	449 (7—Ireland, New Zealand, Canada, Venezuela, Saudi Arabia, Australia)	550 (installs in Canada, United Kingdom, United Arab Emirates, Ireland, Scotland, Denmark)
Percentage of installations that have standalone AP systems	3%	100%	1%
No. of employees in firm/In AP systems development, install, support	1,540/250	10/9	630/500 (for all LIS-related activities)
Provide list of client sites to potential customers on request	yes (partial list)	yes (partial list)	yes (partial list)
No. of workstations in sites operating AP system	5–100	1–60 (mean, 7)	5–280 (mean, 40)
Range in No. of surgical pathology cases per year in installed sites	2,000–100,000	1,000–75,000	10,000–600,000
Range in No. of gynecologic cytology cases per year in installed sites	2,000–100,000	1,000–75,000	0–600,000
Programming language(s)	C, C++, .Net	FileMaker Pro	C, Visual Basic, PowerBuilder
Databases and tools used	Oracle	FileMaker Pro	Sybase, PowerBuilder
Word processor(s) used	Microsoft Word, Text Editor	integrated in FileMaker Pro	Microsoft Word 2003
Operating system(s)	Unix (IBM AIX), Microsoft Windows	Windows 8, 7, XP, Vista, Mac OS X	servers: AIX, Windows 2003; client: Windows XP, 2000
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	100%	100%	90%
• Autopsy information system	installed	installed	100%
• Autopsy measurements and organ weights	installed	installed	100%
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%	100%/20%
• Entry of block IDs	100%	100%	100%
• Specimen labels	100%	100%	100%
• Histology slide labels	100%	100%	80%
• Bar-coded slide labels/Bar-coded cassettes	installed/installed	installed/installed	80%/80%
• Linear bar codes/Two-dimensional bar codes	installed/installed	installed/installed	80%/20%
• Histology worksheets	100%	100%	installed
• Word processing—vendor specific	100%	not available	100%
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed/installed	20%/installed
• Gross and microscopic images integrated in reports	installed	100%	30%
• Electronic signature	100%	100%	100%
• Remote printing of completed reports	100%	installed	installed
• Direct fax reports	100%	installed	95%
• Web-based remote inquiry of reports	installed	installed	installed
• Physician Web access for order entry	installed	installed	installed (via company's LIS)
• Natural language search capability	installed	100%	100%
• Multi-site or multi-facility-wide area network	65%	installed	35%
• Sound-alike retrieval of patient history	100%	100%	available via company's LIS (partial feature)
• Tumor registry reports/Management reports	installed/100%	installed/100%	installed/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%	100%
• Comprehensive billing and accounts receivable	7%	available via third party	installed (via company's LIS)
• Interface to external billing system	93%	installed	95%
• HIS interface: admissions/discharge/transfer	100%	installed	90%
• HIS interface: result reporting/HIS interface: incoming clinical results	100%/25%	installed/installed	90%/installed
• Partin tables or Gleason score calculations	installed	installed	available via third party
• Synoptic reporting	installed	installed	installed
• Client services module	installed	installed	installed
• Consult management and reporting	installed	100%	90%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	100%	55%	5%
Software provides indexed field in each test definition for LOINC code	yes	no	no
AP system supports use of SNOMED CT	yes	no	yes
System sends cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
AP system available via ASP or cloud-based data center	yes	yes	no
Other vendors to which system has a lab-related interface	Allscripts, Cerner, McKesson, Epic, Siemens, Keane, GE Healthcare, QuadraMed, Meditech, CPSI, others	Allscripts, CPSI, Medisys, eClinicalWorks, Orchard, Xifin, Halfpenny Technologies, GE Healthcare, McKesson, others	Epic, McKesson, Cerner, Siemens, GE Healthcare, QuadraMed, Allscripts, Meditech, others
Voice-recognition products or partners that system uses	Voicebrook, Nuance Dragon NaturallySpeaking, eScription, TalkStation, others	products that work with FileMaker Pro	Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	cassette/slide etchers, slide stainers, microscope cameras, document scanners, digital imaging, telepathology, others	label printers, slide labelers/engravers, cassette markers, digital cameras	cassette and slide engravers, stainers, imaging and digital pathology solutions
Languages (other than English) offered on system	French	none	fields can be customized for languages
Client receives copy of source code	escrow	yes	escrow
User group that meets on established schedule	yes (meets in person, via Webinar, and via conference call)	no	yes (meets in person)
Methods by which users can tailor AP system in their own setting	scripting, ad hoc query tools, user-defined interfaces, dictionary settings	ad hoc query tools, others	dictionary settings
Total cost for smallest stand-alone AP system installed*	\$125,000 (annual maintenance fee, \$9,000)	\$6,000 (annual maintenance fee, \$1,000)	—
Total cost for largest stand-alone AP system installed*	\$1,000,000 (annual maintenance fee, \$90,000)	\$95,000 (annual maintenance fee, \$4,000)	—
Base price of integrated system, excluding AP configuration	\$200,000	—	—
Total incremental cost for smallest AP configuration installed*	\$50,000 (annual maintenance fee, \$9,000)	—	—
Total incremental cost for largest AP configuration installed*	\$500,000 (annual maintenance fee, \$90,000)	—	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>• workflow engine-based design allows modification of user workflows to adapt system to specific requirements of standard AP labs and esoteric testing workbenches</li> <li>• user-definable rules-based system allows dynamic customization of workflows and data analysis</li> <li>• provides comprehensive and user-friendly patient results reporting and tools, including quantitative, qualitative, and graphical data representation</li> </ul>	<ul style="list-style-type: none"> <li>• tailored solution with ongoing tailoring part of technical support at a fixed price</li> <li>• low-cost, robust, easy-to-use solution for start-up, small- and medium-sized labs</li> <li>• results reporting by Internet Web portal, auto-faxing reports, e-mail reports, and custom lab interfaces to various EHR client software systems</li> </ul>	<ul style="list-style-type: none"> <li>• increases productivity with integration, voice recognition, image management, instrumentation, synoptic reporting, outreach connectivity, more</li> <li>• comprehensive specimen-management capabilities that ensure high level of safety and efficiency from sample collection to storage and discard</li> <li>• seamless interfaces for interoperability between CoPath and other systems, including imaging systems, instruments, and EMR systems</li> </ul>
*total cost includes hardware, software, installation, and training			
Note: a dash in lieu of an answer means company did not answer question or question is not applicable			
<sup>†</sup> formerly Misys CoPathPlus			

## Anatomic pathology computer systems

Part 10 of 11	Sunquest Information Systems Auna Emery auna.emery@sunquestinfo.com 250 S. Williams Blvd. Tucson, AZ 85711 877-239-6337 www.sunquestinfo.com	Technidata America Medical Software Yves Charron yves.charron@technidata-web.com 5795 De Gaspé Ave., Suite 223 Montreal, Quebec H2S 2X3 Canada 514-270-7777 ext. 803 www.technidata-web.com	VitalAxis Marcus Cognetti sales@vitalaxis.com 3811 Terrawood Court Rockville, MD 20853 866-441-0268 www.vitalaxis.com
See captodayonline.com/productguides for an interactive version of guide			
<b>Name of anatomic pathology system</b>	Sunquest PowerPath <sup>†</sup>	TD-Synergy histology/cytology module <sup>†</sup>	VitalAxis
First ever AP system installation	1982	1974	2006
Most recent AP system installation (based on Dec. 2012 survey deadline)	—	October 2012	November 2012
Last major product release for featured AP system	—	December 2012	February 2012
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	245 (195/46/0/0/4)	196 (3/0/0/0/193—hospitals, private laboratories)	42 (2/13/27/0/0)
• No. of contracts that went live in calendar-year 2012	1	4	9
• No. of contracts signed in calendar-year 2012	—	5	12
No. of sites operating AP system (No. of these sites outside U.S.)	—	204 (201—Canada, France, Greece, U.K., Kuwait, Malaysia, Philippines, Singapore, Taiwan, others)	42
Percentage of installations that have standalone AP systems	15%	45%	30%
No. of employees in firm/In AP systems development, install, support	630/500 (for all LIS-related activities)	270/120	98/82
Provide list of client sites to potential customers on request	yes (partial list)	yes (partial list)	no (information is confidential)
No. of workstations in sites operating AP system	5–620 (mean, 40)	5–200 (mean, 21)	1–39
Range in No. of surgical pathology cases per year in installed sites	1,500–150,000	5,000–108,000	1,200–18,000
Range in No. of gynecologic cytology cases per year in installed sites	5,000–350,000	10,000–250,000+	2,000 (for smallest site)
Programming language(s)	C#, .Net, Borland Delphi	C++, .Net	Microsoft .Net, Java, Silverlight, HTML5
Databases and tools used	Microsoft SQL	Microsoft SQL, Oracle	SQL
Word processor(s) used	Microsoft Word	Microsoft Word	none needed (fully programmed reports)
Operating system(s)	Windows	Windows	Windows
<b>Features (listed as a percentage of live installs or based on availability)</b>			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	100%	90%	—
• Autopsy information system	—	65%	not available
• Autopsy measurements and organ weights	—	10%	not available
• Specimen log-in/Specimen tracking and retrieval	100%/100%	75%/50%	100%/100%
• Entry of block IDs	100%	100%	100%
• Specimen labels	100%	100%	100%
• Histology slide labels	100%	99%	95%
• Bar-coded slide labels/Bar-coded cassettes	installed/50%	99%/15%	95%/95%
• Linear bar codes/Two-dimensional bar codes	installed/installed	94%/5%	installed/installed
• Histology worksheets	100%	85%	installed
• Word processing—vendor specific	100%	—	—
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	20%/20%	not available/available
• Gross and microscopic images integrated in reports	30%	installed	installed
• Electronic signature	100%	100%	100%
• Remote printing of completed reports	100%	100%	installed
• Direct fax reports	100%	90%	installed
• Web-based remote inquiry of reports	18%	30%	installed
• Physician Web access for order entry	not available	15%	—
• Natural language search capability	100%	100%	not available
• Multi-site or multi-facility-wide area network	50%	50%	90%
• Sound-alike retrieval of patient history	100%	not available	not available
• Tumor registry reports/Management reports	100%/100%	15%/100%	installed/installed
• Reports sufficient to comply with CLIA '88 regulations	100%	30%	100%
• Comprehensive billing and accounts receivable	100%	45%	95%
• Interface to external billing system	100%	25%	10%
• HIS interface: admissions/discharge/transfer	98%	90%	65%
• HIS interface: result reporting/HIS interface: incoming clinical results	98%/8%	80%/installed	installed/installed
• Partin tables or Gleason score calculations	1%	10%	100% (for urology/prostate biopsies)
• Synoptic reporting	installed	35%	100%
• Client services module	100%	not available	installed
• Consult management and reporting	85%	100%	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	not tracked	10%	85%
Software provides indexed field in each test definition for LOINC code	no	yes	no
AP system supports use of SNOMED CT	yes	yes	no
System sends cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
AP system available via ASP or cloud-based data center	no	no	yes
Other vendors to which system has a lab-related interface	Allscripts, Cerner, Siemens, McKesson, Meditech, GE Healthcare, 4medica, Epic, others	SCC Soft Computer, Keane, Allscripts, Lawson, Meditech, GE Healthcare, Siemens	—
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking, Voicebrook	Nuance Dragon, any Microsoft Word compatible	—
Histology and cytology devices interfaced	cassette engravers, writers, labelers; slide engravers, labelers, etchers; slide stainers; immunostainers; microscope cameras; imagers; label printers; others	immunostainers, cassette writers, microscope cameras, slide engravers	cassette and slide writers, TWAIN interfaces for microscope cameras, others
Languages (other than English) offered on system	none	French, Spanish, Dutch, German, Italian, Korean, Chinese, others	none
Client receives copy of source code	escrow	escrow	no
User group that meets on established schedule	yes (meets in person and via Webinar)	yes (meets in person)	no
Methods by which users can tailor AP system in their own setting	dictionary settings	dictionary settings	—
Total cost for smallest stand-alone AP system installed*	—	\$30,000 (annual maintenance fee, \$2,000)	—
Total cost for largest stand-alone AP system installed*	—	\$450,000 (annual maintenance fee, \$75,000)	—
Base price of integrated system, excluding AP configuration	—	\$25,000	—
Total incremental cost for smallest AP configuration installed*	—	\$5,000 (annual maintenance fee, \$2,000)	—
Total incremental cost for largest AP configuration installed*	—	\$425,000 (annual maintenance fee, \$73,000)	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>compact, fast, and powerful, with excellent ease of use</li> <li>supports clinical results from the LIS and synoptic reporting capabilities for integrated special studies resulting and reporting</li> <li>offers seamless interfaces for interoperability between PowerPath and other systems, including imaging systems, instruments, and EMR systems</li> </ul>	<ul style="list-style-type: none"> <li>integrated synoptic reporting</li> <li>positive sample/slide ID with bar codes for efficient paperless workflow</li> <li>total traceability</li> </ul>	<ul style="list-style-type: none"> <li>ASP/cloud-based LIS with structured data and synoptic reporting</li> <li>bar-coded throughout application with VitalTrack</li> <li>lab-provider links product, VitalOffice, seamlessly integrated for front- and back-end capabilities, with a strong emphasis on PMS, PWS, and EMR interfaces</li> </ul>
*total cost includes hardware, software, installation, and training			
Note: a dash in lieu of an answer means company did not answer question or question is not applicable			
	<sup>†</sup> formerly Elekta Software PowerPath	<sup>†</sup> formerly TD-HC	



## Anatomic pathology computer systems

Part 11 of 11	WebPathLab Peter Williams peter@webpathlab.com 101 Parkshore Drive Folsom, CA 95630 916-932-2462 www.webpathlab.com
See <a href="http://captodayonline.com/productguides">captodayonline.com/productguides</a> for an interactive version of guide	
Name of anatomic pathology system	WebPathLab
First ever AP system installation	2000
Most recent AP system installation (based on Dec. 2012 survey deadline)	November 2012
Last major product release for featured AP system	December 2012
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	23 (1/21/0/0/1)
• No. of contracts that went live in calendar-year 2012	4
• No. of contracts signed in calendar-year 2012	5
No. of sites operating AP system (No. of these sites outside U.S.)	29 (2–Mexico)
Percentage of installations that have standalone AP systems	100%
No. of employees in firm/In AP systems development, install, support	9/8
Provide list of client sites to potential customers on request	yes (partial list)
No. of workstations in sites operating AP system	4–100+ (mean, 50)
Range in No. of surgical pathology cases per year in installed sites	2,500–50,000
Range in No. of gynecologic cytology cases per year in installed sites	5,000–25,000
Programming language(s)	ASP .Net, AJAX
Databases and tools used	MySQL database integrated into Web-based solution—Native; requires Internet Explorer Web browser
Word processor(s) used	
Operating system(s)	Windows server 2008
Features (listed as a percentage of live installs or based on availability)	
• Surgical pathology information system	100%
• Cytology information system	65%
• Autopsy information system	25%
• Autopsy measurements and organ weights	25%
• Specimen log-in/Specimen tracking and retrieval	100%/100%
• Entry of block IDs	100%
• Specimen labels	100%
• Histology slide labels	100%
• Bar-coded slide labels/Bar-coded cassettes	available but not installed/available but not installed
• Linear bar codes/Two-dimensional bar codes	25%/available but not installed
• Histology worksheets	100%
• Word processing—vendor specific	100%
• Voice entry of gross description/Voice entry of final diagnosis	10% (via third party)/10% (via third party)
• Gross and microscopic images integrated in reports	100%
• Electronic signature	100%
• Remote printing of completed reports	100%
• Direct fax reports	100%
• Web-based remote inquiry of reports	100%
• Physician Web access for order entry	100%
• Natural language search capability	100%
• Multi-site or multi-facility—wide area network	100%
• Sound-alike retrieval of patient history	—
• Tumor registry reports/Management reports	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%
• Comprehensive billing and accounts receivable	100%
• Interface to external billing system	available via third party
• HIS interface: admissions/discharge/transfer	100%
• HIS interface: result reporting/HIS interface: incoming clinical results	100%/—
• Partin tables or Gleason score calculations	—
• Synoptic reporting	available but not installed
• Client services module	—
• Consult management and reporting	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	80%
Software provides indexed field in each test definition for LOINC code	no
AP system supports use of SNOMED CT	no
System sends cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes
AP system available via ASP or cloud-based data center	yes
Other vendors to which system has a lab-related interface	Meditech, Epic, Allscripts, Perot Systems, eClinical-Works, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	label printers, cassette writers, slide engravers, bar-code scanning devices, cameras, others
Languages (other than English) offered on system	Spanish, Chinese
Client receives copy of source code	escrow
User group that meets on established schedule	no
Methods by which users can tailor AP system in their own setting	dictionary settings
Total cost for smallest stand-alone AP system installed*	\$1,999, subscription model (\$3–\$5/report)
Total cost for largest stand-alone AP system installed*	\$50,000, licensing model (\$4,200/doctor for unlimited reports)
Base price of integrated system, excluding AP configuration	—
Total incremental cost for smallest AP configuration installed*	—
Total incremental cost for largest AP configuration installed*	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>• 100% Web based; provides universally secure access and increased efficiency</li> <li>• integrated billing solution reduces billing cycle to as low as seven days and maximizes cash flow</li> <li>• provides online requisition, online reporting, and online data mining of all reports and complete interface with any HL7-capable EMR system</li> </ul>

\*total cost includes hardware, software, installation, and training

Note: a dash in lieu of an answer means company did not answer question or question is not applicable

Tabulation does not represent an endorsement by the College of American Pathologists.

## Shorts on Standards

The CAP has 30 official liaisons to various organizations who attend scientific meetings or designate others to do so. They report to the Standards Committee, which reports to the Council on Scientific Affairs. We publish periodically bits of what the CAP's outbound liaisons hear and see in their liaison roles.

### New lot of secondary reference material

Dorothy M. (Adcock) Funk, MD

Elizabeth M. Van Cott, MD

Results of coagulation studies can have significant impact on patient care. In many circumstances, they provide the diagnosis. But how do you know if a coagulation test result is accurate? Also, when following consensus guidelines for either diagnosis or treatment of a bleeding disorder, how do you know that the results in your laboratory agree with the methods used to establish the guidelines?

To help determine these answers, the CAP Coagulation Resource Committee works with the International Society on Thrombosis and Haemostasis (ISTH), which held its annual Scientific Standardization Committee meeting in July 2012 in Liverpool, UK. There is no primary (pure substance) reference material. The ISTH formed the Coagulation Standards Working Group in 1993 to develop and oversee the production and distribution of a commutable secondary reference material for a variety of coagulation tests—namely factors II, V, VII, VIII, IX, X, XI, and XIII; vWF (including the propeptide); protein C; protein S; antithrombin; and fibrinogen. This secondary standard is calibrated against WHO International Standards by multiple expert laboratories. The National Institute for Biological Standards and Control in the UK is responsible for storage, labeling, and distribution.

Manufacturers may use this material to develop calibrators for their assay kits. The CAP Coagulation Resource Committee also uses the secondary reference material in its proficiency testing programs. At the 2012 ISTH meeting, the CAP liaison presented the results obtained from more than 100 laboratories for the third lot. Method-specific bias was low (<10 percent) for most analytes evaluated in the CAP Surveys (specifically vWF antigen and ristocetin cofactor, antithrombin activity and antigen, protein C antigen, and free protein S antigen). Protein C and protein S activity assays demonstrated 10 to 20 percent bias from the assigned values, and none of the assays demonstrated greater than 20 percent bias.

At the recent annual meeting, the ISTH Scientific Standardization Committee voted to accept the new lot, manufactured by a company in Vienna, Austria. This new lot (No. 4) has recently been made available and will be used in future CAP Surveys.

*Dr. (Adcock) Funk, medical director of Esoterix, is the CAP liaison to ISTH and a member of the CAP Coagulation Resource Committee. Dr. Van Cott, director of the Coagulation Laboratory at Massachusetts General Hospital, is a member of the CAP Standards Committee. For more information on the SSC/ISTH meeting, visit the Web site [ISTH.org](http://ISTH.org). The authors thank Anthony Hubbard for historical information about the ISTH Coagulation Standards Working Group.*

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