Anatomic pathology computer systems

Part 1 of 10	Aspyra, LLC	Cerner Corp.	Cerner Corp.
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See captodayonline.com/productguides *for an interactive version of guide*	4360 Park Terrace Drive, Suite 100	2800 Rockcreek Parkway	2800 Rockcreek Parkway
	Westlake Village, CA 91361	Kansas City, MO 64117	Kansas City, MO 64117
	800-437-9000 www.aspyra.com	816-201-2854 www.cerner.com	816-201-2854 www.cerner.com

Name of anatomic pathology system	**CyberPath**	**Cerner CoPathPlus**	**Cerner Millennium PathNet**
First ever AP system installation	1995	1982	1982
Most recent AP system installation (based on Jan. 2012 survey deadline)	January 2012	January 2012	December 2011
Last major product release for featured AP system	October 2011	June 2011	January 2012
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	5 (4/0/0/0/1–reference laboratory)	376 (321/40/0/0/15–hospitals)[†]	360 (318/12/0/0/30–hospitals)[†]
• No. of contracts that went live in calendar-year 2011	1	8[†]	39[†]
• Total No. of contracts signed in calendar-year 2011	1	12[†]	45[†]
No. of sites operating AP system (No. of these sites outside U.S.)	9 (1–Malaysia)	376 (14–Canada, Saudi Arabia, Puerto Rico)	360 (30–Australia, Canada, Egypt, England, Malaysia, Saudi Arabia, Singapore, United Arab Emirates)
Percentage of installations that have standalone AP systems	0	95%	50%
No. of employees in firm/In AP systems development, install, support	43/22	10,072/429	10,072/429
No. of workstations in sites operating AP system	3–5	3–1,000+ (mean, 50)	not tracked
Range in No. of surgical pathology cases per year in installed sites	4,000–8,000	2,000–900,000	2,000–500,000+
Range in No. of gynecologic cytology cases per year in installed sites	6,000–8,000	2,000–1,000,000	2,000–500,000+
Programming language(s)	Visual Basic, Cobol	PowerBuilder, C++, Visual Basic, C#	Java, Visual Basic, C++, Visual C, C#
Databases and tools used	SQL, MicroFocus, RightFax	Microsoft SQL, Sybase	Oracle
Word processor(s) used	Microsoft Word	Microsoft Word, TxText Control (embedded)	Microsoft Word, TxText Control (embedded)
Operating system(s)	SQL	Windows 2003, 2008, 7, XP, Vista, AIX	HP-UX, AIX, VMS
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	available via company's LIS	100%	100%
• Cytology information system	available via company's LIS	95%	85%
• Autopsy information system	—	75%	60%
• Autopsy measurements and organ weights	—	not available	60%
• Specimen log-in/Specimen tracking and retrieval	—/available via company's LIS	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	avail. via company's LIS/avail. via company's LIS	100%/75%	100%/100%
• Histology slide labels/Bar-coded slide labels	avail. via company's LIS/avail. via company's LIS	90%/65%	100%/50%
• Linear bar codes/Two-dimensional bar codes	—/available via company's LIS	40%/25%	50%/installed
• Histology worksheets	—	99%	100%
• Word processing—vendor specific	—	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	avail. via company's LIS/avail. via company's LIS	35%/35%	25%/25%
• Gross and microscopic images integrated in reports	available via company's LIS	50%	25%
• Electronic signature	available via company's LIS	100%	100%
• Remote printing of completed reports	available via company's LIS	1%	1%
• Direct fax reports	available via company's LIS	95%	95%
• Web-based remote inquiry of reports	available via company's LIS	11%	<10%
• Physician Web access for order entry	available via company's LIS	1%	<10%
• Natural language search capability	—	100%	100%
• Multi-site or multi-facility–wide area network	available via company's LIS	95%	60%
• Sound-alike retrieval of patient history	—	0	100%
• Tumor registry reports/Management reports	avail. via company's LIS/avail. via company's LIS	100%/100%	85%/100%
• Reports sufficient to comply with CLIA '88 regulations	available via company's LIS	100%	100%
• Comprehensive billing and accounts receivable	—	not available	<10%
• Interface to external billing system	available via company's LIS	93%	100%
• HIS interface: admissions/discharge/transfer	available via company's LIS	97%	100%
• HIS interface: result reporting/HIS interface: incoming clinical results	avail. via company's LIS/avail. via company's LIS	99%/2%	100%/installed
• Partin tables or Gleason score calculations	available via company's LIS	15%	40%
• Synoptic reporting	—	40%	40%
• Client services module	—	3%	35%
• Consult management and reporting	available via company's LIS	50%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	0	25%	<5%
Software provides indexed field in each test definition for LOINC code	no	no	yes
AP system supports use of SNOMED CT	earlier versions of SNOMED only	earlier versions of SNOMED only	yes
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	no	yes	yes
Complete AP application service provider solution	no	yes	yes
Method of charging for ASP service	—	fixed fee	transaction based
Client software required	—	browser based or requires software be installed on a client PC (user's choice)	browser based
ASP information conduit	—	requires use of a private, dedicated circuit	requires use of a private, dedicated circuit
Client contracts supported from data center not operated by client	—	10	50%
How data center is operated	—	by vendor or by a third party (Perot/Dell, PHNS, ACS)	by vendor
Other vendors to which system has a lab-related interface	none	Epic, Allscripts, Siemens, McKesson, Meditech, GE Healthcare, TDS, Orchard, 4medica, Atlas, others	Epic, Allscripts, Siemens, McKesson, Meditech, GE Healthcare, 4medica, Atlas
Voice-recognition products or partners that system uses	Nuance Dragon	Nuance Dragon NaturallySpeaking	third-party tools, such as Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	none	cassette writers, slide engravers, immunostainers, tracking systems, cameras	cassette writers, slide engravers, immunostainers, cameras
Languages (other than English) offered on system	none	none	British English, French, German, Spanish
Client receives copy of source code	yes	escrow	escrow
User group that meets on established schedule	yes (meets in person only)	yes (meets via Webinar and in person)	yes (meets via Webinar and in person)
User can modify screens	no	yes	yes
Total cost for smallest stand-alone AP system installed*	$50,000 ($9,000 annual maintenance fee)	—	—
Total cost for largest stand-alone AP system installed*	$110,000 ($19,800 annual maintenance fee)	—	—
Base price of integrated system, excluding AP configuration	$20,000	—	—
Total incremental cost for smallest AP configuration installed*	$5,000 ($3,600 annual maintenance fee)	—	—
Total incremental cost for largest AP configuration installed*	$110,000 ($19,800 annual maintenance fee)	—	—
Distinguishing features (supplied by company)	• total laboratory solution: hardware, software, interfaces, billing, professional services to consulting • engineered interface products and solutions • 30+ years of laboratory workflow experience	• digital slides, bar coding, and tracking for full tracking and matching from point of collection to archiving; advanced imaging integration with whole-slide imaging solutions; synoptic reporting capabilities; more • knowledgeable and dedicated support staff • extreme flexibility with client workflow, interfacing, and report formats	• over 30 years of continuous innovation in the laboratory and pathology markets • support for the entire patient clinical record within a single system • key capabilities, such as patented synoptic reporting, interfaces to laboratory devices, tracking of specimens, integrated imaging, more

*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

[†]sites (not contracts)   [†]sites (not contracts)

Anatomic pathology computer systems

Part 2 of 10	Clinical Information Systems	Computer Trust Corp.	Cortex Medical Management Systems
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See captodayonline.com/productguides for an interactive version of guide	800-869-0680 www.cislab.com	617-557-9264, ext. 600 www.ctcsurge.com	206-812-6981 www.cortexmed.com
Name of anatomic pathology system	CIS CPS	WinSurge	The Gold Standard
First ever AP system installation	1988	1989	1986
Most recent AP system installation (based on Jan. 2012 survey deadline)	2011	first quarter 2012	December 2011
Last major product release for featured AP system	2011	first quarter 2012	December 2011
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	22 (2/17/1/0/2)	94 (35/59/0/0/0)	40 (12/25/3/0/0)
• No. of contracts that went live in calendar-year 2011	2	5	1
• Total No. of contracts signed in calendar-year 2011	2	4	1
No. of sites operating AP system (No. of these sites outside U.S.)	23 (2–Saipan)	113	40
Percentage of installations that have standalone AP systems	7%	100%	50%
No. of employees in firm/In AP systems development, install, support	8/8	—	15/6
No. of workstations in sites operating AP system	2–35	5–3,000 (mean, 30)	1–50
Range in No. of surgical pathology cases per year in installed sites	5,000–100,000	2,500–300,000	4,000–60,000
Range in No. of gynecologic cytology cases per year in installed sites	500–100,000	0–250,000	0–175,000
Programming language(s)	Delphi, Cobol, Visual Basic	Caché, Visual Basic, SQL	Visual Basic
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 2003
Operating system(s)	SCO Unix, Windows	Windows, Unix (user's choice)	Windows 2008
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	100%	79%	92%
• Autopsy information system	10%	61%	50%
• Autopsy measurements and organ weights	available but not installed	61%	50%
• Specimen log-in/Specimen tracking and retrieval	100%/installed	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	installed/100%	100%/100%	100%/15%
• Histology slide labels/Bar-coded slide labels	100%/100%	100%/57%	95%/20%
• Linear bar codes/Two-dimensional bar codes	installed/installed	44%/26%	20%/—
• Histology worksheets	100%	100%	95%
• Word processing—vendor specific	installed	100%	0
• Voice entry of gross description/Voice entry of final diagnosis	1%/installed	27%/8%	—
• Gross and microscopic images integrated in reports	20%	76%	50%
• Electronic signature	100%	100%	95%
• Remote printing of completed reports	100%	58%	40%
• Direct fax reports	100%	85%	85%
• Web-based remote inquiry of reports	100%	56%	40%
• Physician Web access for order entry	100%	57%	—
• Natural language search capability	installed	100%	100%
• Multi-site or multi-facility–wide area network	installed	73%	25%
• Sound-alike retrieval of patient history	not available	100%	—
• Tumor registry reports/Management reports	installed/100%	100%/100%	80%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%	68%
• Comprehensive billing and accounts receivable	100%	51%†	68%
• Interface to external billing system	1%	51%	10%
• HIS interface: admissions/discharge/transfer	10%	51%	50%
• HIS interface: result reporting/HIS interface: incoming clinical results	10%/10%	51%/available but not installed	50%/—
• Partin tables or Gleason score calculations	not available	31%	10%
• Synoptic reporting	not available	100%	10%
• Client services module	100%	100%	—
• Consult management and reporting	100%	100%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	100%	31%	50%
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 provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
Complete AP application service provider solution	yes	no	yes
Method of charging for ASP service	fixed fee or transaction based (user's choice)	—	fixed fee
Client software required	browser based or requires software be installed on a client PC (user's choice)	—	requires software be installed on a client PC
ASP information conduit	operates over the Internet or requires use of a private, dedicated circuit (user's choice)	—	requires use of a private, dedicated circuit
Client contracts supported from data center not operated by client	0	—	7
How data center is operated	—	—	by a third party (QWest)
Other vendors to which system has a lab-related interface	McKesson, Medical Manager, Healthland, Intergy, others	4medica, Cerner, CPSI, McKesson, Meditech, NextGen, Per Sé, Allscripts, Siemens, GE Healthcare, others	—
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Dragon NaturallySpeaking Professional (special navigation macros available at no extra charge)	—
Histology and cytology devices interfaced	microscopes	slide engravers, slide writers, cassette writers, microscope cameras/TWAIN, bar-code labelers, others	stainers, others
Languages (other than English) offered on system	on request	on request	—
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	no	no	yes (meets in person only)
User can modify screens	no	yes	no
Total cost for smallest stand-alone AP system installed*	$7,500 ($6,000 annual maintenance fee)	$20,000 ($6,000 annual maintenance fee)	$8,000 ($4,800 annual maintenance fee)
Total cost for largest stand-alone AP system installed*	$150,000 ($12,000 annual maintenance fee)	$3,000,000 ($600,000 annual maintenance fee)	$125,000 ($21,000 annual maintenance fee)
Base price of integrated system, excluding AP configuration	$10,000	0	$70,000
Total incremental cost for smallest AP configuration installed*	$10,000 ($10,000 annual maintenance fee)	$20,000 ($6,000 annual maintenance fee)	$2,500 software/$1,400 per day training
Total incremental cost for largest AP configuration installed*	$150,000 ($12,000 annual maintenance fee)	$3,000,000 ($600,000 annual maintenance fee)	$2,500 software/$1,400 per day training
Distinguishing features (supplied by company)	• high quality; user friendly • willingness to customize • price and financing options available	• great track record for conversions from other systems • rapid and affordable EMR interfaces and rules-based system • cost-effective WinSurge Entrée offers speedy implementation for clinical practices insourcing pathology and smaller labs; comprehensive WinSurge Enterprise used successfully in larger labs	• 28 years of experience specializing in anatomic pathology, where company excels in reference lab environment • affordable SaaS/ASP subscription service using the same AP software offered to customers who use the enterprise version • mature product with outstanding implementation process and support

*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

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Anatomic pathology computer systems

Part 3 of 10	LigoLab	McKesson Corp.	Medical Information Technology
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	Glendale, CA 91203	Alpharetta, GA 30005	Westwood, MA 02090
See captodayonline.com/productguides *for an interactive version of guide*	800-544-6522/818-230-1307 www.ligolab.com	404-338-4363 www.mckesson.com/laboratory	781-821-3000 www.meditech.com
Name of anatomic pathology system	**LigoLab AP/LIS**	**Horizon Anatomic Pathology**	**Meditech Anatomical Pathology—client/server**
First ever AP system installation	2006	2008	1978
Most recent AP system installation (based on Jan. 2012 survey deadline)	January 2012	March 2011	January 2012
Last major product release for featured AP system	January 2012	April 2010	November 2009
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	17 (0/17/0/0/0)	13 (13/0/0/0/0)	217 (166/—/—/30–long-term care, behavioral health, rehabilitation/21–hospitals, long-term care, rehab)†
• No. of contracts that went live in calendar-year 2011	5	1	7†
• Total No. of contracts signed in calendar-year 2011	4	2	16†
No. of sites operating AP system (No. of these sites outside U.S.)	22	12	416 (149–Bahamas, Canada, Ireland, Puerto Rico, United Kingdom, Virgin Islands)
Percentage of installations that have standalone AP systems	75%	0	0
No. of employees in firm/In AP systems development, install, support	21/16	44,000/80 (for all LIS-related activities)	3,681/190 (for all LIS-related activities)
No. of workstations in sites operating AP system	16–200 (mean, 45)	5–30 (mean, 14)	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	24,000–250,000	not tracked	not tracked
Programming language(s)	Java, C++	Java, .Net framework, C++	Meditech Magic
Databases and tools used	Microsoft SQL, Oracle	Oracle 10g	Meditech
Word processor(s) used	integrated	Microsoft Word	Microsoft Word, Rich Text Editor
Operating system(s)	Windows, Linux, Macintosh, iOS, Android	Linux	Windows 2003 or 2008 Service Pack 1 Server Standard Ed. for main patient database; client: Windows XP Professional, Vista, 7, XP Tablet
Features (listed as a percentage of live installs or based on availability)			
• 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	not available	installed
• Specimen log-in/Specimen tracking and retrieval	installed/installed	installed/not available	100%/100%
• Entry of block IDs/Specimen labels	installed/installed	installed/installed	100%/100%
• Histology slide labels/Bar-coded slide labels	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 (via third party)	100%
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed (via third party)/installed (via third party)	installed/installed
• Gross and microscopic images integrated in reports	installed	installed	100%
• Electronic signature	installed	installed	100%
• Remote printing of completed reports	installed	installed (via company's LIS)	100%
• Direct fax reports	installed	installed (via company's LIS)	100%
• Web-based remote inquiry of reports	installed	installed (via McKesson Physician Portal)	100%
• Physician Web access for order entry	installed	not available	100%
• Natural language search capability	installed	available but not installed	100%
• Multi-site or multi-facility–wide area network	installed	available but not 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 (via third party)	installed
• Interface to external billing system	installed	installed (via company's LIS)	installed
• HIS interface: admissions/discharge/transfer	installed	installed	installed
• HIS interface: result reporting/HIS interface: incoming clinical results	installed/installed	installed (via company's LIS)/installed	installed/installed
• Partin tables or Gleason score calculations	installed	not available	installed
• Synoptic reporting	installed	installed	installed
• Client services module	installed	not available	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	8%	80%	not tracked
Software provides indexed field in each test definition for LOINC code	yes	no	yes
AP system supports use of SNOMED CT	earlier versions of SNOMED only	yes	yes
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	no	yes
Complete AP application service provider solution	yes	no	no
Method of charging for ASP service	transaction based	—	—
Client software required	browser based or requires software be installed on a client PC (user's choice)	—	—
ASP information conduit	operates over the Internet	—	—
Client contracts supported from data center not operated by client	11	—	—
How data center is operated	—	—	—
Other vendors to which system has a lab-related interface	Cerner	—	Sunquest, McKesson, Siemens, others
Voice-recognition products or partners that system uses	Nuance Dragon	Microsoft Word compatible, Nuance Dragon, Voicebrook	Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	stainers, cassette/slide printers, cameras	interfaces available on request: whole-slide imaging systems, cassette and slide labelers	—
Languages (other than English) offered on system	—	none	installing Spanish
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	yes (meets via Webinar and in person)	yes (meets via Webinar and in person)	no
User can modify screens	yes	no	yes
Total cost for smallest stand-alone AP system installed*	$15,000 ($30,000 annual maintenance fee)	—	—
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)	• comprehensive and integrated solution includes all modules and interfaces an anatomic or clinical pathology laboratory will need • attractive pricing model—no capital investment; pay per case • rapid upgrade program—new features deployed to customers quarterly at no additional cost	• revolutionary design is task based so right user performs right task on right patient on right specimen at right time • pathologist console supporting single point of access for patient history, view/include clinical results, view/include whole-slide images, PACS images, more • extensive bar coding for patient safety and asset tracking; use of industry-standard embedded tools	• roles-based desktops, which streamline workflow by enabling users to access their most commonly used routines from a central location • supports user-defined searches and statistical analysis of the pathology database; users can search for tissues, words, prompts, much more • contains the necessary software to capture and store digital images and added notations †licenses and sales bookings (not contracts)

*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 4 of 10	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
See captodayonline.com/productguides *for an interactive version of guide*		
Name of anatomic pathology system	**Meditech Anatomical Pathology—Magic**	**Meditech Anatomical Pathology—6.0**
First ever AP system installation	1978	1978
Most recent AP system installation (based on Jan. 2012 survey deadline)	December 2011	January 2012
Last major product release for featured AP system	January 2012	January 2012
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	339 (257/—/—/35–long-term care, behavioral health, rehab/47–hospitals, long-term care, rehab)†	54 (42/—/—/6–long-term care, behavioral health, rehab/6–hospitals, long-term care, rehab)†
• No. of contracts that went live in calendar-year 2011	4†	26†
• Total No. of contracts signed in calendar-year 2011	4†	50†
No. of sites operating AP system (No. of these sites outside U.S.)	632 (87–Bahamas, Canada, Ireland, Puerto Rico, United Kingdom, Virgin Islands)	78 (10–Bahamas, Canada, Ireland, Puerto Rico, United Kingdom, Virgin Islands)
Percentage of installations that have standalone AP systems	0	0
No. of employees in firm/In AP systems development, install, support	3,681/190 (for all LIS-related activities)	3,681/190 (for all LIS-related activities)
No. of workstations in sites operating AP system	not tracked	not tracked
Range in No. of surgical pathology cases per year in installed sites	not tracked	not tracked
Range in No. of gynecologic cytology cases per year in installed sites	not tracked	not tracked
Programming language(s)	Meditech Magic	Meditech
Databases and tools used	Meditech	Meditech
Word processor(s) used	Microsoft Word, Rich Text Editor	Microsoft Word, Rich Text Editor
Operating system(s)	Windows 2003 or 2008 Service Pack 1 Server Standard Ed. for main patient database; client: Windows XP Professional, Vista, 7, XP Tablet	Windows Server 2003 Enterprise of Datacenter x64 Ed. or Server 2008 Service Pack 1 Standard Ed. (x86 or x64) for main patient database; client: Windows XP Professional, Vista, 7, XP Tablet
Features (listed as a percentage of live installs or based on availability)		
• Surgical pathology information system	100%	100%
• Cytology information system	100%	100%
• Autopsy information system	100%	100%
• Autopsy measurements and organ weights	installed	installed
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	100%/100%	100%/100%
• Linear bar codes/Two-dimensional bar codes	100%/100%	100%/100%
• Histology worksheets	100%	100%
• Word processing—vendor specific	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed/installed
• Gross and microscopic images integrated in reports	100%	100%
• Electronic signature	100%	100%
• Remote printing of completed reports	100%	100%
• Direct fax reports	100%	100%
• Web-based remote inquiry of reports	100%	100%
• Physician Web access for order entry	100%	100%
• Natural language search capability	100%	100%
• Multi-site or multi-facility–wide area network	100%	100%
• Sound-alike retrieval of patient history	100%	100%
• Tumor registry reports/Management reports	100%/100%	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	installed	installed
• Comprehensive billing and accounts receivable	installed	installed
• Interface to external billing system	installed	installed
• HIS interface: admissions/discharge/transfer	installed	installed
• HIS interface: result reporting/HIS interface: incoming clinical results	installed/installed	installed/installed
• Partin tables or Gleason score calculations	installed	installed
• Synoptic reporting	installed	installed
• Client services module	100%	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	not tracked	not tracked
Software provides indexed field in each test definition for LOINC code	yes	yes
AP system supports use of SNOMED CT	yes	yes
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes
Complete AP application service provider solution	no	no
Method of charging for ASP service	—	—
Client software required	—	—
ASP information conduit	—	—
Client contracts supported from data center not operated by client	—	—
How data center is operated	—	—
Other vendors to which system has a lab-related interface	Sunquest, McKesson, Siemens, others	Sunquest, McKesson, Siemens, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	—	—
Languages (other than English) offered on system	none	installing Spanish
Client receives copy of source code	escrow	escrow
User group that meets on established schedule	no	no
User can modify screens	yes	yes
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)	• users can utilize voice recognition, sign out cases using online electronic signature, and search the pathology database to generate user-defined statistical reports • integrated system allows users to view lab and radiology results pertinent to pathology case • contains the necessary software to capture and store digital images and added notations	• roles-based desktops, which streamline workflow by enabling users to access their most commonly used routines from a central location • supports user-defined searches and statistical analysis of the pathology database; users can search for tissues, words, prompts, much more • contains the necessary software to capture and store digital images and added notations

*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

†licenses and sales bookings (not contracts)   †licenses and sales bookings (not contracts)

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Anatomic pathology computer systems

Part 5 of 10 See captodayonline.com/productguides for an interactive version of guide	Netlims NJ, LLC **Gerald Choder** gchoder@netlims.com 111 Town Square Place, Suite 700 Jersey City, NJ 07310 201-894-5300 www.netlims.com	NetSoft **Bill Hughes** sales@netsoftusa.com 2156 W. Park Court, Suite E Stone Mountain, GA 30087 678-325-2909 www.netsoftusa.com	NovoPath **Richard Callahan** sales@novopath.com 301 N. Harrison St., Suite 384 Princeton, NJ 08540 877-668-6123 www.novopath.com
Name of anatomic pathology system	**AutoAP**	**IntelliPath**	**NovoPath**
First ever AP system installation	2000	2001	1999
Most recent AP system installation (based on Jan. 2012 survey deadline)	September 2011	December 2011	December 2011
Last major product release for featured AP system	May 2011	December 2011	January 2012
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	21 (0/4/0/0/17)	77 (8/48/20/0/1)	176 (21/109/45/0/1–hospital)
• No. of contracts that went live in calendar-year 2011	—	8	14
• Total No. of contracts signed in calendar-year 2011	1	9	20
No. of sites operating AP system (No. of these sites outside U.S.)	22 (18–Israel, India)	94 (1–Canada)	241
Percentage of installations that have standalone AP systems	0	100%	100%
No. of employees in firm/In AP systems development, install, support	113/15	9/9	42/42
No. of workstations in sites operating AP system	8 in smallest site (largest not tracked)	2–50+ (mean, 10)	2–400 (mean, 26)
Range in No. of surgical pathology cases per year in installed sites	1,200–37,000	2,500–250,000	2,000–275,000
Range in No. of gynecologic cytology cases per year in installed sites	2,000–150,000	12,000–70,000	1,000–750,000
Programming language(s)	C++, Java, Visual Basic, ASP, .Net	Clarion, C++, .Net	Microsoft Visual Studio Platform
Databases and tools used	Microsoft SQL, Oracle, Caché	Pervasive SQL	SQL server, Oracle
Word processor(s) used	Microsoft Word	integrated	Microsoft Word, Acrobat Reader
Operating system(s)	Windows, Linux, Unix	Windows	Microsoft Windows, Web browser based
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	100%	20%	100%
• Autopsy information system	20%	10%	100%
• Autopsy measurements and organ weights	20%	10%	100%
• Specimen log-in/Specimen tracking and retrieval	100%/60%	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	100%/100%	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	50%/40%	100%/100%	100%/installed
• Linear bar codes/Two-dimensional bar codes	100%/50%	95%/5%	installed/installed
• Histology worksheets	100%	100%	100%
• Word processing—vendor specific	100%	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	10%/10%	installed/installed
• Gross and microscopic images integrated in reports	70%	25%	100%
• Electronic signature	100%	100%	100%
• Remote printing of completed reports	75%	25%	100%
• Direct fax reports	100%	100%	100%
• Web-based remote inquiry of reports	50%	60%	installed
• Physician Web access for order entry	40%	15%	installed
• Natural language search capability	available but not installed	100%	100%
• Multi-site or multi-facility–wide area network	25%	25%	29%
• Sound-alike retrieval of patient history	100%	installed	100%
• Tumor registry reports/Management reports	100%/100%	100%/100%	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%	100%
• Comprehensive billing and accounts receivable	80%	40%	25%
• Interface to external billing system	20%	60%	100%
• HIS interface: admissions/discharge/transfer	70%	20%	installed
• HIS interface: result reporting/HIS interface: incoming clinical results	70%/available but not installed	25%/5%	installed/installed
• Partin tables or Gleason score calculations	available but not installed	5%	installed
• Synoptic reporting	25%	5%	installed
• Client services module	100%	5%	100%
• Consult management and reporting	60%	100%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	80%	40%	40%
Software provides indexed field in each test definition for LOINC code	yes	no	yes
AP system supports use of SNOMED CT	yes	yes	yes
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
Complete AP application service provider solution	no	yes	yes
Method of charging for ASP service	—	fixed fee	fixed fee or transaction based (user's choice)
Client software required	—	requires software be installed on a client PC	browser based or requires software be installed on a client PC (user's choice)
ASP information conduit	—	operates over the Internet or requires use of a private, dedicated circuit (user's choice)	operates over the Internet or requires use of a private, dedicated circuit (user's choice)
Client contracts supported from data center not operated by client	—	0	35
How data center is operated	—	by a third party (Quality Technology Services)	by vendor
Other vendors to which system has a lab-related interface	Siemens, GE Healthcare, Eagle, SCC Soft Computer, Sunquest, Xifin, Cerner, NovoPath	Cerner, Sage, Allscripts, Meditech, Aprima, Antek, NextGen, GE Healthcare, Epic, MedInformatix, Medent, McKesson, Greenway, others	Meditech, Siemens, Epic, CPSI, GE Healthcare, NextGen, McKesson, Invision, Allscripts, HMS, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking, Voicebrook	Nuance Dragon NaturallySpeaking, others
Histology and cytology devices interfaced	cassette writers, slide labelers, microscope cameras	software-driven cameras, slide etchers, immunostainers, whole-slide imaging, others	slide and cassette labelers and etchers, immunostainers, flow cytometers, imaging systems, others
Languages (other than English) offered on system	any language supported by Windows	—	
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	no	yes (meets via Webinar and in person)	yes (meets via Webinar)
User can modify screens	yes	yes	yes
Total cost for smallest stand-alone AP system installed*	$175,000 ($35,000 annual maintenance fee)	—	—
Total cost for largest stand-alone AP system installed*	$680,000 ($136,000 annual maintenance fee)	—	—
Base price of integrated system, excluding AP configuration	$330,000	—	—
Total incremental cost for smallest AP configuration installed*	$100,000 ($20,000 annual maintenance fee)	—	—
Total incremental cost for largest AP configuration installed*	$680,000 ($136,000 annual maintenance fee)	—	—
Distinguishing features (supplied by company)	• Windows-based system with object-oriented design that can run on most hardware, operating systems, databases; integrates such features as multiple reporting solutions, attachments, Web remote access • hundreds of configuration switches enable system to be easily tailored to any environment or work procedure • one database for all disciplines and departments	• excellent user interface where all modules, including billing and word processing, are fully integrated • 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" • outstanding customer care with true 24/7/365 support	• ONC-ATCB 2011/2012 certification as an EMR module based on federal criteria and standards designed to evaluate the ability to support meaningful use • easy to use; Microsoft Gold ISV partner • Lean process improvement; advanced modules for cytogenetics, flow cytometry, molecular reporting, end-to-end billing, reflex testing, voice dictation and recognition

*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 6 of 10	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	PathCentral Dan Angress dangress@pathcentral.net 213 Technology Drive, Suite 200 Irvine, CA 92618 949-468-3419 www.pathcentral.net
See captodayonline.com/productguides for an interactive version of guide			
Name of anatomic pathology system	**Orchard Pathology**	**WorkPath**	**PathCentral AP Anywhere†**
First ever AP system installation	2006	2008	2004
Most recent AP system installation (based on Jan. 2012 survey deadline)	January 2012	September 2011	January 2012
Last major product release for featured AP system	January 2012	December 2011	January 2012
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	66 (16/24/18/8–molecular medicine, veterinary medicine, genetics, department of health/0)	4 (0/3/1/0/0)	31 (0/18/11/0/2–independent labs)
• No. of contracts that went live in calendar-year 2011	8	3	9
• Total No. of contracts signed in calendar-year 2011	13	3	15
No. of sites operating AP system (No. of these sites outside U.S.)	61	5	31 (2–China, Holland)
Percentage of installations that have standalone AP systems	15%	0	100%
No. of employees in firm/In AP systems development, install, support	180/59	7/4	48/22
No. of workstations in sites operating AP system	5–55 (mean,10)	2–40 (mean, 13)	1–80 (mean, 35)
Range in No. of surgical pathology cases per year in installed sites	8,000–30,000	—	4,500–223,000
Range in No. of gynecologic cytology cases per year in installed sites	11,000–110,000	—	4,500–75,000
Programming language(s)	4D, Java, C++, HTML	.Net	C# .Net
Databases and tools used	4D, SQL	Microsoft SQL	SQL
Word processor(s) used	customized word processing	Cute Editor, Word	vendor specific
Operating system(s)	Windows XP Professional, Vista, 7, 2008 server	server: Windows; workstation: any	Windows
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	50%	100%
• Cytology information system	90%	33%	100%
• Autopsy information system	installed	not available	20%
• Autopsy measurements and organ weights	installed	not available	20%
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	100%/100%	25%/25%	100%/100%
• Histology slide labels/Bar-coded slide labels	50%/50%	25%/25%	100%/100%
• Linear bar codes/Two-dimensional bar codes	100%/50%	25%/25%	100%/100%
• Histology worksheets	100%	25%	100%
• Word processing—vendor specific	100%	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	25%/25%	15%/15%
• Gross and microscopic images integrated in reports	50%	50%	25%
• Electronic signature	100%	75%	100%
• Remote printing of completed reports	50%	25%	100%
• Direct fax reports	100%	75%	100%
• Web-based remote inquiry of reports	50%	100%	100%
• Physician Web access for order entry	50%	25%	100%
• Natural language search capability	not available	not available	100%
• Multi-site or multi-facility–wide area network	installed	25%	100%
• Sound-alike retrieval of patient history	not available	not available	100%
• Tumor registry reports/Management reports	installed/100%	installed/75%	40%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	installed	100%
• Comprehensive billing and accounts receivable	not available	not available	100%
• Interface to external billing system	90%	50%	60%
• HIS interface: admissions/discharge/transfer	100%	installed	80%
• HIS interface: result reporting/HIS interface: incoming clinical results	80%/100%	installed/installed	100%/100%
• Partin tables or Gleason score calculations	100%	25%	100%
• Synoptic reporting	100%	—	100%
• Client services module	10%	75%	20%
• Consult management and reporting	100%	25%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	50%	75%	80%
Software provides indexed field in each test definition for LOINC code	yes	no	yes
AP system supports use of SNOMED CT	yes	no	yes
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
Complete AP application service provider solution	no	yes	yes
Method of charging for ASP service	—	fixed fee or transaction based (user's choice)	fixed fee or monthly subscription
Client software required	—	browser based	browser based
ASP information conduit	—	operates over the Internet or requires use of a private, dedicated circuit (user's choice)	operates over the Internet
Client contracts supported from data center not operated by client	—	2	—
How data center is operated	—	by vendor	by a third party (RackSpace)
Other vendors to which system has a lab-related interface	McKesson, GE Healthcare, Siemens, Cerner, Healthland, QuadraMed, Meditech, Experior, Allscripts, Sage, e-MDs, others	Sunquest, Small Business Computers of New England, proprietary systems	Cortex, GE Healthcare, Allscripts, Meditech, Cerner, Sage, Artificial Intelligence in Medicine
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking, Voicebrook	Quickscribe	Voicebrook, Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	cameras, label printers, slide readers, slide stainers, immunostainers, cassette printers, others	slide printer, cassette printer	slide and cassette writers, slide engravers, histology workflow automation tools, microscope cameras, others
Languages (other than English) offered on system	none	none	Chinese (Mandarin)
Client receives copy of source code	escrow	no	escrow
User group that meets on established schedule	yes (meets via Webinar and in person)	yes (meets via Webinar and in person)	yes (meets via Webinar)
User can modify screens	yes	no	yes
Total cost for smallest stand-alone AP system installed*	$100,000 (14% annual maintenance fee)	—	0 (annual maintenance fee, $14,400 per pathologist)
Total cost for largest stand-alone AP system installed*	$290,000 (14% annual maintenance fee)	—	$20,000 (annual maintenance fee, $14,400 per pathologist)
Base price of integrated system, excluding AP configuration	$80,000	—	$3,000
Total incremental cost for smallest AP configuration installed*	$46,000 (14% annual maintenance fee)	—	$3,000 (annual maintenance fee, $14,400 per pathologist)
Total incremental cost for largest AP configuration installed*	$200,000 (14% annual maintenance fee)	—	$33,000 (annual maintenance fee, $14,400 per pathologist)
Distinguishing features (supplied by company)	• single, all-inclusive diagnostic information system that uses the same database for clinical, cytology, molecular, AP, and reference lab results; provides access to the patient's entire history • image-management tools to link digital images, annotated diagrams, and scanned documents to case worksheets and incorporate them in patient reports • report information structured for standardization and synoptic reporting and stored in discrete data fields	• agility—platform architecture; deployed to adapt and react to changes in the lab efficiently and cost effectively • clients are able to build their most efficient workflows around the Pathagility system, instead of the system dictating their workflow • architected for efficient and affordable EMR interfacing, multi-channel report distribution/retrieval, and device/instrument connectivity	• cost-effective, Web-based SaaS solution so there are no major hardware and software purchases and the software is never out of date • company aligned with pathology outreach initiatives, offering services tied to the AP Anywhere LIS to keep pathologists efficient and competitive • allows pathologists and their customers to order tests online, track samples from accessioning through case sign out, and receive results online *†formerly eTeleNext AP Anywhere*

*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 10	PathView Systems	Physicians Independent Management Services	Psyche Systems Corp.
	Michael Mihalik mike@pathview.com	Chris Hazelwood info@pathxlis.com	Lisa-Jean Clifford lj@psychesystems.com
	5923 E. FM 455	5755 Hoover Blvd.	25 Birch St., Building B, Suite 200
	Anna, TX 75409	Tampa, FL 33634	Milford, MA 01757
See captodayonline.com/productguides for an interactive version of guide	800-798-3540 www.pathview.com	866-944-0404 www.pathxlis.com	800-345-1514 www.psychesystems.com
Name of anatomic pathology system	**Progeny**	**PathX†**	**WindoPath**
First ever AP system installation	1990	2004	1983
Most recent AP system installation (based on Jan. 2012 survey deadline)	June 2011	November 2011	January 2012
Last major product release for featured AP system	December 2011	November 2011	January 2009
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	3 (1/1/1/0/0)	12 (2/2/8/0/0)	202 (43/67/6/0/86)
• No. of contracts that went live in calendar-year 2011	1	3	15
• Total No. of contracts signed in calendar-year 2011	0	3	8
No. of sites operating AP system (No. of these sites outside U.S.)	8	15	185 (86–Italy, Germany, Austria, Puerto Rico)
Percentage of installations that have standalone AP systems	100%	100%	36%
No. of employees in firm/In AP systems development, install, support	5/5	82/16	45/36
No. of workstations in sites operating AP system	25–65	1–19	1–500 (mean, 25)
Range in No. of surgical pathology cases per year in installed sites	14,500–58,000	4,200–55,000	1,000–1,000,000+
Range in No. of gynecologic cytology cases per year in installed sites	14,000–50,000	300–1,200	0–300,000
Programming language(s)	InterSystems Caché ObjectScript, Visual Basic	C#, .Net, Visual Basic	Visual Basic, Visual Basic .Net, SmallTalk
Databases and tools used	InterSystems Caché	Microsoft SQL	Microsoft SQL server 7.0, 2000, BrioQuery/Hyperion report writer, RightFax
Word processor(s) used	Microsoft Word	Microsoft Word	integrated, nonproprietary
Operating system(s)	Windows 7, XP, server 2008, server 2003	Windows 98, 2000, XP, Vista, 7, Linux–for Web interface	Windows NT, 95, 98, 2000, XP, 7
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	100%	installed	85%
• Autopsy information system	100%	not available	installed
• Autopsy measurements and organ weights	100%	not available	installed
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%	100%/installed
• Entry of block IDs/Specimen labels	100%/100%	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	100%/100%	100%/installed	90%/installed
• Linear bar codes/Two-dimensional bar codes	100%/100%	installed/75%	installed/installed
• Histology worksheets	100%	available in June 2012	100%
• Word processing—vendor specific	not available	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	33%/33%	installed/installed	installed/installed
• Gross and microscopic images integrated in reports	33%	100%	75%
• Electronic signature	100%	100%	100%
• Remote printing of completed reports	100%	100%	installed
• Direct fax reports	100%	100%	90%
• Web-based remote inquiry of reports	33%	75%	installed
• Physician Web access for order entry	available but not installed	installed	installed
• Natural language search capability	100%	installed	100%
• Multi-site or multi-facility–wide area network	100%	50%	installed
• Sound-alike retrieval of patient history	not available	not available	100%
• Tumor registry reports/Management reports	100%/100%	installed/100%	installed/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%	100%
• Comprehensive billing and accounts receivable	not available	available in June 2012	not available
• Interface to external billing system	67%	100%	installed
• HIS interface: admissions/discharge/transfer	67%	100%	80%
• HIS interface: result reporting/HIS interface: incoming clinical results	67%/33%	100%/not available	80%/35%
• Partin tables or Gleason score calculations	not available	100%	installed
• Synoptic reporting	67%	installed	installed
• Client services module	available but not installed	100%	installed
• Consult management and reporting	100%	installed	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	67%	75%	30%
Software provides indexed field in each test definition for LOINC code	—	no	yes
AP system supports use of SNOMED CT	yes	yes	yes
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
Complete AP application service provider solution	no	yes	yes
Method of charging for ASP service	—	fixed fee or transaction based (user's choice)	fixed fee
Client software required	—	browser based or requires software be installed on a client PC (user's choice)	browser based
ASP information conduit	—	operates over the Internet or requires use of a private, dedicated circuit (user's choice)	operates over the Internet
Client contracts supported from data center not operated by client	—	8	48
How data center is operated	—	by vendor	by vendor
Other vendors to which system has a lab-related interface	Epic, proprietary, client-developed LIS, Cerner, Sunquest, Meditech, Siemens, others	Emdeon, eClinicalWorks, Lifepoint, Apollo, others	Siemens, McKesson, Meditech, Allscripts, Cerner, Sunquest, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	cassette labelers, dictation system, slide stainers, others	digital slide scanner, immunostainers, cassette printers, microscope cameras, label printers, others	cassette/slide labelers, immunohistochemistry stainers, others
Languages (other than English) offered on system	none	none	Spanish, Italian, German
Client receives copy of source code	escrow	no	escrow
User group that meets on established schedule	yes (meets via Webinar and in person)	yes (meets via Webinar and in person)	yes (meets via Webinar and in person)
User can modify screens	no	no	yes
Total cost for smallest stand-alone AP system installed*	—	$3,500 ($2,400 annual maintenance fee)	$35,000 ($6,000 annual maintenance fee)
Total cost for largest stand-alone AP system installed*	—	$45,000 ($3,300 annual maintenance fee)	$1,600,000 ($180,000 annual maintenance fee)
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)	• works as well for specialty laboratories as for multi-site facilities; majority of interactions occur in a single screen • comprehensive specimen, block, and slide tracking provides detailed material tracking intradepartmentally and for external sendouts; tracking information displayed in a single query screen with all other case-pertinent information • patient reports are entirely user configurable	• iPhone/iPad/mobile application with user-friendly remote access to the system for case review/sign out, including text message alerts/notification • advanced technology with robust accessioning to storage workflow management • written by practicing pathologists; powerful modules integrated at no extra charge; economical	• easy to use; customized to fit the lab's specific needs/specialty with hundreds of user preferences available • dynamic customizable reports, final and statistical analyses, with the ability to define outputs based on physician preferences • interfaces to HIS, EMR, instruments/devices, others

*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

†formerly PIMS' RMS

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Anatomic pathology computer systems

Part 8 of 10	SCC Soft Computer	SCC Soft Computer	Small Business Computers of New England
	Ellie Vahman ellie@softcomputer.com	Ellie Vahman ellie@softcomputer.com	Matt Klein matt_klein@apeasy.com
	5400 Tech Data Drive	5400 Tech Data Drive	62 Lowell St., Suite 3
	Clearwater, FL 33760	Clearwater, FL 33760	Manchester, NH 03101
See captodayonline.com/productguides *for an interactive version of guide*	727-789-0100 www.softcomputer.com	727-789-0100 www.softcomputer.com	800-647-2263/603-695-9090 www.apeasy.com
Name of anatomic pathology system	**SoftPath**	**SoftPathDx**	**AP Easy**
First ever AP system installation	1993	1993	1989
Most recent AP system installation (based on Jan. 2012 survey deadline)	December 2011	December 2011	January 2012
Last major product release for featured AP system	October 2010	February 2010	2008
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	157 (132/10/4/0/11)	5 (4/1/0/0/0)	425 (48/207/163/0/7–hospitals, independent labs)
• No. of contracts that went live in calendar-year 2011	6	0	40
• Total No. of contracts signed in calendar-year 2011	3	2	42
No. of sites operating AP system (No. of these sites outside U.S.)	272 (31–Canada, Jamaica)	3	425 (7–Ireland, New Zealand, Canada, Venezuela, Saudi Arabia, Australia)
Percentage of installations that have standalone AP systems	3%	50%	100%
No. of employees in firm/In AP systems development, install, support	1,500+/250	1,500+/250	10/9
No. of workstations in sites operating AP system	5–100	50–100	1–60 (mean, 7)
Range in No. of surgical pathology cases per year in installed sites	2,000–100,000	10,000–30,000	1,000–50,000
Range in No. of gynecologic cytology cases per year in installed sites	2,000–100,000	0	2,000–75,000
Programming language(s)	C, C++, .Net	Java, C#, .Net	FileMaker Pro
Databases and tools used	Oracle	Oracle	FileMaker Pro
Word processor(s) used	Microsoft Word, Text Editor	integrated	integrated with FileMaker Pro
Operating system(s)	Unix (IBM AIX), Microsoft Windows	Unix (IBM AIX), Microsoft Windows	Windows XP, Vista, 7, Mac OS X
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	100%	available but not installed	100%
• Autopsy information system	installed	available but not installed	installed
• Autopsy measurements and organ weights	installed	available but not installed	installed
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	100%/100%	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	100%/installed	100%/100%	100%/installed
• Linear bar codes/Two-dimensional bar codes	installed/installed	available but not installed/100%	installed/installed
• Histology worksheets	100%	available but not installed	100%
• Word processing—vendor specific	100%	100%	—
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	available but not installed/available but not installed	installed/installed
• Gross and microscopic images integrated in reports	installed	100%	100%
• Electronic signature	100%	100%	100%
• Remote printing of completed reports	100%	100%	installed
• Direct fax reports	100%	100%	installed
• Web-based remote inquiry of reports	—	100%	installed
• Physician Web access for order entry	—	—	installed
• Natural language search capability	100%	available but not installed	100%
• Multi-site or multi-facility–wide area network	65%	100%	installed
• Sound-alike retrieval of patient history	100%	100%	100%
• Tumor registry reports/Management reports	installed/100%	available but not installed/100%	installed/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	available but not installed	100%
• Comprehensive billing and accounts receivable	12%	100%	available via third party
• Interface to external billing system	88%	100%	installed
• HIS interface: admissions/discharge/transfer	97%	100%	installed
• HIS interface: result reporting/HIS interface: incoming clinical results	95%/24%	100%/available but not installed	installed/installed
• Partin tables or Gleason score calculations	installed	not available	installed
• Synoptic reporting	installed	available but not installed	installed
• Client services module	installed	100%	installed
• Consult management and reporting	installed	available but not installed	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	14%	100%	55%
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 provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
Complete AP application service provider solution	yes	yes	no
Method of charging for ASP service	fixed fee or transaction based (user's choice)	fixed fee	—
Client software required	requires software be installed on a client PC	requires software be installed on a client PC	—
ASP information conduit	requires use of a private, dedicated circuit	operates over the Internet or requires use of a private, dedicated circuit (user's choice)	—
Client contracts supported from data center not operated by client	—	0	—
How data center is operated	by vendor	—	—
Other vendors to which system has a lab-related interface	Allscripts, Cerner, McKesson, Epic, Siemens, QuadraMed, Meditech, Keane, HMS, CPSI, others	Meditech, Cerner	Allscripts, CPSI, Medisys, GE Healthcare, Orchard, eClinicalWorks, Halfpenny Technologies, Atlas, Emdeon, Xifin, others
Voice-recognition products or partners that system uses	Voicebrook, Nuance Dragon NaturallySpeaking, eScription, TalkStation, others	Voicebrook, Nuance Dragon NaturallySpeaking	products that work with FileMaker Pro
Histology and cytology devices interfaced	cassette/slide etchers, slide stainers, microscope cameras, document scanners, others	immunostainers, slide stainers, cassette printers, slide etchers, slide imagers, slide readers, microscope cameras, scanners, automated screening systems	label printers, slide labelers, cassette markers, microscope cameras
Languages (other than English) offered on system	French	—	none
Client receives copy of source code	escrow	escrow	yes
User group that meets on established schedule	yes (meets in person only)	yes (meets in person only)	no
User can modify screens	yes	yes	no
Total cost for smallest stand-alone AP system installed*	$125,000 ($9,000 annual maintenance fee)	$250,000 ($18,000 annual maintenance fee)	$6,000 ($1,000 annual maintenance fee)
Total cost for largest stand-alone AP system installed*	$1,000,000 ($90,000 annual maintenance fee)	$1,000,000 ($90,000 annual maintenance fee)	$95,000 ($4,000 annual maintenance fee)
Base price of integrated system, excluding AP configuration	$200,000	$350,000	—
Total incremental cost for smallest AP configuration installed*	$50,000 ($9,000 annual maintenance fee)	$100,000 ($18,000 annual maintenance fee)	—
Total incremental cost for largest AP configuration installed*	$500,000 ($90,000 annual maintenance fee)	$500,000 ($90,000 annual maintenance fee)	—
Distinguishing features (supplied by company)	• full integration with SoftLab LIS suite and genetics suite, including cytogenetics, molecular, flow cytometry, biochemistry, and global reporting across disciplines through the SoftIWS workstation • SoftWebPlus-integrated Web-based portal for remote ordering/requisitions, result/report viewing, printing • advanced discrete data elements used for cancer reporting based on current CAP checklist	• workflow engine-based design allows modification of user workflows to adapt system to specific requirements of standard AP labs and esoteric testing workbenches • user-definable rules-based system allows dynamic customization of workflows and data analysis • provides comprehensive and user-friendly patient results reporting and tools	• tailored solution with ongoing tailoring part of technical support at a fixed price • low-cost, robust, easy-to-use solution for start-up, small, and medium-sized labs • results reporting by Internet Web portal, auto-faxing reports, and custom lab interfaces to various EHR client software systems

*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 9 of 10	Sunquest Information Systems	Sunquest Information Systems	Technidata America Medical Software
	Vito Covalucci vito.covalucci@sunquestinfo.com	Vito Covalucci vito.covalucci@sunquestinfo.com	Alain Michotte alain.michotte@technidata-web.com
	250 S. Williams Blvd.	250 S. Williams Blvd.	5146 E. Holmes St.
	Tucson, AZ 85711	Tucson, AZ 85711	Tucson, AZ 85711
See captodayonline.com/productguides *for an interactive version of guide*	800-748-0692 www.sunquestinfo.com	877-239-6337 www.sunquestinfo.com	855-550-5705 www.technidata-web.com
Name of anatomic pathology system	**Sunquest CoPathPlus**	**Sunquest PowerPath†**	**TD-Synergy histology/cytology module**
First ever AP system installation	1982	1982	1974
Most recent AP system installation (based on Jan. 2012 survey deadline)	December 2011	November 2011	October 2011
Last major product release for featured AP system	December 2011	September 2011	September 2011
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	300+	245 (195/46/0/0/4)	196 (3/0/0/0/193)
• No. of contracts that went live in calendar-year 2011	2	1	7
• Total No. of contracts signed in calendar-year 2011	13	6	8
No. of sites operating AP system (No. of these sites outside U.S.)	500+ (40–Canada, United Kingdom, United Arab Emirates, Ireland, Scotland, Denmark)	250 (4–Canada, Australia)	204 (201–Canada, France, Greece, Hong Kong, Kuwait, Malaysia, Philippines, Taiwan, others)
Percentage of installations that have standalone AP systems	1%	100%	45%
No. of employees in firm/In AP systems development, install, support	630/500 (for all LIS-related activities)	630/500 (for all LIS-related activities)	213/120
No. of workstations in sites operating AP system	5–280 (mean, 40)	5–620 (mean, 40)	5–200
Range in No. of surgical pathology cases per year in installed sites	10,000–600,000	1,500–150,000	5,000–100,000
Range in No. of gynecologic cytology cases per year in installed sites	10,000–600,000	5,000–350,000	35,000–250,000
Programming language(s)	C, Visual Basic, PowerBuilder	C#, .Net, Borland Delphi	C++, .Net
Databases and tools used	Sybase, PowerBuilder	Microsoft SQL	Microsoft SQL server, Oracle
Word processor(s) used	Microsoft Word 2003	Microsoft Word	Microsoft Word
Operating system(s)	servers: AIX, Windows 2003; client: Windows XP, 2000	Windows	Windows
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	90%	100%	90%
• Autopsy information system	100%	installed	65%
• Autopsy measurements and organ weights	100%	installed	10%
• Specimen log-in/Specimen tracking and retrieval	100%/installed	100%/100%	75%/50%
• Entry of block IDs/Specimen labels	100%/100%	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	80%/80%	100%/installed	99%/99%
• Linear bar codes/Two-dimensional bar codes	80%/20%	installed/installed	94%/40%
• Histology worksheets	installed	100%	85%
• Word processing—vendor specific	100%	100%	—
• Voice entry of gross description/Voice entry of final diagnosis	20%/installed	installed/installed	20%/20%
• Gross and microscopic images integrated in reports	30%	30%	installed
• Electronic signature	100%	100%	100%
• Remote printing of completed reports	installed	100%	100%
• Direct fax reports	95%	100%	90%
• Web-based remote inquiry of reports	installed	18%	30%
• Physician Web access for order entry	installed (via company's LIS)	not available	5%
• Natural language search capability	100%	100%	100%
• Multi-site or multi-facility–wide area network	35%	50%	50%
• Sound-alike retrieval of patient history	available via company's LIS	100%	not available
• Tumor registry reports/Management reports	installed/100%	100%	15%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%	30%
• Comprehensive billing and accounts receivable	installed (via company's LIS)	100%	45%
• Interface to external billing system	95%	100%	25%
• HIS interface: admissions/discharge/transfer	90%	98%	90%
• HIS interface: result reporting/HIS interface: incoming clinical results	90%/installed	98%/8%	80%/installed
• Partin tables or Gleason score calculations	available via third-party	1%	10%
• Synoptic reporting	installed	installed	35%
• Client services module	installed	100%	not available
• Consult management and reporting	90%	85%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	5%	10%	10%
Software provides indexed field in each test definition for LOINC code	no	no	yes
AP system supports use of SNOMED CT	yes	yes	yes
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
Complete AP application service provider solution	no	no	no
Method of charging for ASP service	—	—	—
Client software required	—	—	—
ASP information conduit	—	—	—
Client contracts supported from data center not operated by client	—	—	—
How data center is operated	—	—	—
Other vendors to which system has a lab-related interface	Epic, McKesson, Cerner, Siemens, GE Healthcare, QuadraMed, Allscripts, Meditech, others	Allscripts, Cerner, Siemens, McKesson, Meditech, GE Healthcare, 4medica, Epic, others	SCC Soft Computer, Keane, Allscripts, Lawson, Meditech, GE Healthcare
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking, Voicebrook	Nuance Dragon, any Microsoft Word compatible
Histology and cytology devices interfaced	cassette and slide engravers, stainers, imaging and digital pathology solutions	label printers, slide labelers/etchers, cassette labelers, slide stainers, bar-code scanners, others	immunostainers, cassette writers, microscope cameras, slide engravers
Languages (other than English) offered on system	fields can be customized	none	French, Spanish, Dutch, German, Italian, Korean, Chinese, others
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	yes (meets via Webinar and in person)	yes (meets via Webinar and in person)	yes (meets in person only)
User can modify screens	yes	yes	no
Total cost for smallest stand-alone AP system installed*	—	—	$30,000 ($2,000 annual maintenance fee)
Total cost for largest stand-alone AP system installed*	—	—	$450,000 ($75,000 annual maintenance fee)
Base price of integrated system, excluding AP configuration	—	—	$250,000
Total incremental cost for smallest AP configuration installed*	—	—	$5,000 ($2,000 annual maintenance fee)
Total incremental cost for largest AP configuration installed*	—	—	$425,000 ($73,000 annual maintenance fee)
Distinguishing features (supplied by company)	• leading AP LIS with integration between clinical, anatomic, molecular pathology and with extensive instrumentation, synoptic reporting, and outreach capabilities • company a founding member of the Digital Pathology Association; strategic relationship with partner clients • SMART module offers comprehensive specimen-management capabilities	• includes tracking for all surgical and cytology case materials; employs bar-code technology to track all materials from accessioning to specimen discard • interfaces provide interoperability between PowerPath and several whole-slide imaging systems so users can access the whole-slide image and analyze slides from PowerPath workstation • supports clinical results from the LIS to AP LIS and offers synoptic reporting capabilities	• integrated synoptic reporting • positive sample/slide ID with bar codes for efficient paperless workflow • Vantage interface

*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

†formerly Elekta Software PowerPath

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Anatomic pathology computer systems

Part 10 of 10	VitalAxis	WebPathLab
	Marcus Cognetti sales@vitalaxis.com	Peter Williams peter@webpathlab.com
	3811 Terrawood Court	101 Parkshore Drive
	Rockville, MD 20853	Folsom, CA 95630
See captodayonline.com/productguides *for an interactive version of guide*	866-441-0268 www.vitalaxis.com	916-932-2462 www.webpathlab.com
Name of anatomic pathology system	**VitalAxis**	**WebPathLab**
First ever AP system installation	2006	2000
Most recent AP system installation (based on Jan. 2012 survey deadline)	January 2012	December 2011
Last major product release for featured AP system	September 2011	June 2011
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	36 (2/11/23/0/0)	19 (1/17/0/0/1)
• No. of contracts that went live in calendar-year 2011	13	2
• Total No. of contracts signed in calendar-year 2011	17	2
No. of sites operating AP system (No. of these sites outside U.S.)	213	24 (1—Mexico)
Percentage of installations that have standalone AP systems	30%	100%
No. of employees in firm/In AP systems development, install, support	98/82	10/9
No. of workstations in sites operating AP system	1–39	8–100+ (mean, 50)
Range in No. of surgical pathology cases per year in installed sites	1,200–180,000	2,500–50,000
Range in No. of gynecologic cytology cases per year in installed sites	2,000 (for smallest site)	5,000–25,000
Programming language(s)	Microsoft .Net, Java, Silverlight, HTML5	ASP .Net, AJAX
Databases and tools used	SQL	MySQL database
Word processor(s) used	fully programmed reports	integrated into Web-based solution—Native; requires Internet Explorer Web browser
Operating system(s)	Windows	Windows server 2008
Features (listed as a percentage of live installs or based on availability)		
• Surgical pathology information system	100%	100%
• Cytology information system	35%	65%
• Autopsy information system	not available	25% (via company's LIS or via third party)
• Autopsy measurements and organ weights	not available	25%
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	95%/95%	100%/available but not installed
• Linear bar codes/Two-dimensional bar codes	installed/installed	20%/available but not installed
• Histology worksheets	installed	100%
• Word processing—vendor specific	not available	100%
• Voice entry of gross description/Voice entry of final diagnosis	available 4th quarter 2012/available 3rd quarter 2012	14% (via company's LIS or via third party)/14% (via company's LIS or via third party)
• Gross and microscopic images integrated in reports	installed	100%
• Electronic signature	100%	100%
• Remote printing of completed reports	installed	100%
• Direct fax reports	installed	100%
• Web-based remote inquiry of reports	installed	100%
• Physician Web access for order entry	65%	100%
• Natural language search capability	not available	100%
• Multi-site or multi-facility–wide area network	90%	100%
• Sound-alike retrieval of patient history	not available	—
• Tumor registry reports/Management reports	installed/installed	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	95%	100%
• Interface to external billing system	10%	available via company's LIS or via third party
• HIS interface: admissions/discharge/transfer	65%	100%
• HIS interface: result reporting/HIS interface: incoming clinical results	installed/installed	100%/—
• Partin tables or Gleason score calculations	installed	—
• Synoptic reporting	100%	available but not installed
• Client services module	installed	—
• Consult management and reporting	installed	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	85%	80%
Software provides indexed field in each test definition for LOINC code	no	no
AP system supports use of SNOMED CT	no	earlier versions of SNOMED only
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes
Complete AP application service provider solution	yes	yes
Method of charging for ASP service	fixed fee, transaction based, other	fixed fee or transaction based (user's choice)
Client software required	browser based; applet install on PC just for printing	browser based
ASP information conduit	operates over the Internet	operates over the Internet
Client contracts supported from data center not operated by client	100%	95%
How data center is operated	by a third party (NaviSite)	by vendor
Other vendors to which system has a lab-related interface	—	Meditech, Epic, NextGen, Allscripts, Perot Systems, others
Voice-recognition products or partners that system uses	—	Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	cassette and slide writers, TWAIN interfaces for microscope cameras, others	label printers, cassette writers, slide engravers, bar-code scanning devices
Languages (other than English) offered on system	none	Spanish, Chinese
Client receives copy of source code	no	escrow
User group that meets on established schedule	no	no
User can modify screens	yes	yes (only during installation period)
Total cost for smallest stand-alone AP system installed*	—	$9,800 ($350/doctor or fee/report)
Total cost for largest stand-alone AP system installed*	—	$50,000 ($350/doctor or fee/report)
Base price of integrated system, excluding AP configuration	—	0
Total incremental cost for smallest AP configuration installed*	—	0 ($350/doctor or fee/report)
Total incremental cost for largest AP configuration installed*	—	0 ($350/doctor or fee/report)
Distinguishing features (supplied by company)	• ASP-based system with structured data and synoptic reporting • bar coded throughout application with VitalTrack • lab-provider links product, VitalOffice, seamlessly integrated for front- and back-end capabilities with a strong emphasis on PMS, PWS, and EMR interfaces	• 100% Web based; provides universally secure access and increased efficiency • complete integrated billing solution reduces billing cycle to as low as 7 days and maximizes cash flow • provides online requisition, online reporting, and online data mining of all reports and complete interface with any HL7-capable EMR system

*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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