

Laboratory-provider links software

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| Part 1 of 13 | Antek HealthWare Paul Taylor ptaylor@antekhealthware.com 228 Business Center Drive Reisterstown, MD 21136 800-359-0911 www.antekhealthware.com | Atlas Medical Software Eric Reynolds sales@atlasmedical.com 26679 W. Agoura Rd. Calabasas, CA 91302 800-333-0070/818-340-7080 www.atlasmedical.com |
| <i>See accompanying article on page 18</i> | | |
| Name of laboratory-provider links (LPL) software/system | LabDAQ DAQaccess | Atlas LabWorks |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 2003/January 2010 | 1995/February 2010 |
| Last major update of LPL software | April 2008 | February 2010 |
| No. of host or central labs using software clinically | 26 | 113 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 26 | 103 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | not tracked/0 | 12,000+/- |
| No. of contracts for host labs signed in calendar year 2009 | 6 | 11 |
| Percentage of installations that have stand-alone LPL systems** | 0 | 100% |
| National and regional commercial labs that use LPL software | regional reference labs (names not provided) | Spectrum Laboratory Network, Avera Laboratory Network, Carillion Labs, Westcliff Medical Laboratories, Mayo Medical Laboratories |
| No. of employees in entire company | 94 | 150 |
| • No. of employees dedicated to LPL software development, installation, support | 94 | 126 |
| Average time to install, build files, train office staff in a typical physician's office | 2-3 hours | 1-2 hours |
| Languages, other than English, supported by system | none | none |
| LIS, HIS, other interfaces (other than company's own products) | Meditech, Cerner, Elekta Impac, Misys, CPSI, Sunquest | Sunquest, Cerner, Meditech, GE Healthcare, McKesson, SCC Soft Computer, Seacoast, Aspyra, Orchard Software, Psyche Systems, others |
| Software modifications or modules required on host LIS to interface? | no | yes |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | Sage, NextGen, Allscripts, GE Healthcare, eClinicalWorks, others | Allscripts, Athena, Acer, AdvantX, Medical Manager, VitalWorks, others |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | Sage, NextGen, Allscripts, GE Healthcare, eClinicalWorks, others | Allscripts, Athena, Acer, AdvantX, Medical Manager, VitalWorks, others |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | Sage, NextGen, Allscripts, GE Healthcare, eClinicalWorks, others | Allscripts, Athena, Acer, AdvantX, Medical Manager, VitalWorks, others |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time | one-time batch download/file transfer, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and EMR or POPMS replies in real time, other |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | proprietary interface engine | Ellkay, Boston Workstation, proprietary, others |
| Lab's test directory stored on physician office's resident portion of LPL system? | no | not applicable as no LPL software resides in the client site |
| How results are returned to physician's office | block of text, PDF, individually segmented fields | block of text, PDF, individually segmented fields |
| Data interface standards operational | ASTM 1238, HL7 2.x, XML, custom when required | ASTM 1238, HL7 2.x, XML, custom when required |
| System supports LOINC for identifying lab result database elements? | yes | yes |
| System architecture or functionality | thick client, PC, while connected to lab host; thin proprietary client; standard Web browsers for viewing results | standard Web browsers |
| Patient order and result database maintained on local PC? | no | no |
| • Software displays results and allows orders to be entered in an offline mode? | no | no |
| Online connections between physician's office and central or host system | VPN, public Internet connection (DSL/cable modem required) | VPN, public Internet connection (either dial-up or DSL/cable modem) |
| Complete ASP solution for LPL system?/method of charging for ASP solution | no/— | yes/fixed monthly fee or transaction based—user's choice; site-based monthly; capital purchase; other models |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | installed | 98% |
| - Advanced beneficiary notice printed if medical necessity criteria not met | installed | 98% |
| - Local medical review policies can be viewed | not available | 98% |
| - Automatic routing of an order to different labs according to payer rules | installed | 80% |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | 100%/installed | 98%/80% |
| - Duplicate order checking/physician office-specific panels | 100%/installed | 98%/80% |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | 35% | 98% |
| - Automatic handling of scheduled or standing orders | installed | 98% |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | installed | 80% |
| • Bar-code collection label printing | 100% | 98% |
| • Two-dimensional bar code on printed requisition | installed | 10% |
| • Software adapted for use in phlebotomy or collection stations | installed | 80% |
| • Result receipt | | |
| - Stored as a block of text | 100% | 98% |
| - All items (result, reference range, units) stored as individual data elements | 100% | 98% |
| - Automatic parsing of report pages to extract results | installed | 8% |
| - Inquiry mode that allows physician's office to check status of specimens with host | installed | 80% |
| • Reporting | | |
| - In exact format received from host lab/cumulative | 100%/installed | 50%/90% |
| - Integration of host and physician's office lab results | 100% | 10% |
| - Display of new results for patient and/or clinic | installed | 98% |
| - Remote access available to on-call physicians | installed | 98% |
| - Unattended printing of reports | installed | 95% |
| - Display current report with historical data on same screen | installed | 98% |
| - Graph historical results with current results for trend analysis | installed | 98% |
| • Physician can electronically sign reports to confirm review | available but not installed | 80% |
| • Physician can compose and send secure electronic messages to patients | not available | 5% |
| • User-defined rule-based system and alerts in physician's office module | installed | 20% |
| • Electronic transfer of data to another physician's office | installed | 10% |
| - E-mail/encrypted e-mail | installed/installed | available but not installed/available but not installed |
| - Web reference or pointer to Web site/fax | installed/installed | 50%/5% |
| • Physician's office orders supplies from host lab | not available | 50% |
| • Specimen pickup or courier requests to host lab | not available | installed |
| • Financial | | |
| - Billing, collections, accounts receivable | not available | not available |
| - Electronic claims transfer/interfaces to billing systems | not available/installed | not available/5% |
| • Electronic medical record interface | installed | 50% |
| • Interfaces to physician's office lab instruments | installed | 2% |
| • Entry of physician's office lab results with edit checks | installed | 2% |
| System cost: one-time or initial charges/monthly subscription fees | \$5k-\$17k/— | — |
| • Basis for increasing fees as physician offices or referring sites are added | based on number of concurrent licenses | pricing models: tiered transaction, site-based capital and site-based/user-based monthly models and hybrids |
| • Situations where fees increase with additional services | based on additional EMR/billing interfaces and analyzer interfaces | pricing models: tiered transaction, site-based capital and site-based/user-based monthly models and hybrids |
| System priced on a cost-per-transaction basis? | no | yes |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> • cost effective • medical necessity and order routing • minimal training for physician offices | <ul style="list-style-type: none"> • 20+ years of health care technology experience • tools that enable labs to remain competitive and in control, with cost-effective outreach solutions, including integrated CPOE for laboratory, radiology, pathology, and other disciplines • OuterWare platform orchestrates workflow across legacy systems and complements new initiatives, such as enterprise EMR investments and physician portals |
| *PO=physician's office | | |
| **no other modules installed by vendor in institution | | |
| ***POPMS=physician office practice management system | | |
| <i>Note: a dash in lieu of an answer means company did not answer question or question is not applicable</i> | | |

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| Part 2 of 13 | Axolotl Corp. Nicole Spencer nspencer@axolotl.com 160 W. Santa Clara St., Suite 1000 San Jose, CA 95113 408-920-0800 www.axolotl.com | Blue Iris Division, Mitem Corp. Larry White sales@mitem.com 640 Menlo Ave. Menlo Park, CA 94025 650-323-1500 www.blueiris.com |
| Name of laboratory-provider links (LPL) software/system | Elysium | Blue Iris eLaborate |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 1995/January 2010 | 2005/October 2009 |
| Last major update of LPL software | January 2010 | January 2010 |
| No. of host or central labs using software clinically | 15+ | 23 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 8+ | 14 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | 800+/0 | 250+/0 |
| No. of contracts for host labs signed in calendar year 2009 | 2 | 2 |
| Percentage of installations that have stand-alone LPL systems** | 0 | 100% |
| National and regional commercial labs that use LPL software | Quest, LabCorp, others | Focus Diagnostics |
| No. of employees in entire company | 180 | — |
| • No. of employees dedicated to LPL software development, installation, support | 8 | — |
| Average time to install, build files, train office staff in a typical physician's office | ~35 hours (depends on data volume/number of feeds) | 2 hours |
| Languages, other than English, supported by system | none | — |
| LIS, HIS, other interfaces (other than company's own products) | Cerner, Misys, SCC Soft Computer, CompuLab, Siemens, McKesson, QuadraMed, GE Healthcare, Meditech, others | SCC Soft Computer, Cerner, Meditech, Misys, McKesson, Psyche Systems, Sunquest, GE Healthcare, others |
| Software modifications or modules required on host LIS to interface? | no | no |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | Greenway, eClinicalWorks, Axolotl, Allscripts, Practice Partner, others | GE Healthcare, eClinicalWorks, NextGen, Medent, custom, others |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | Greenway, eClinicalWorks, Axolotl, Allscripts, Practice Partner, others | GE Healthcare, eClinicalWorks, NextGen, Medent, custom, others |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | Greenway, eClinicalWorks, Axolotl, Allscripts, Practice Partner, others | GE Healthcare, eClinicalWorks, NextGen, Medent, custom, others |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | — | none required |
| Lab's test directory stored on physician office's resident portion of LPL system? | yes | no |
| How results are returned to physician's office | block of text, PDF, individually segmented fields | block of text, PDF, individually segmented fields, radiology and pathology images, graphs, others |
| Data interface standards operational | HL7 2.x, HL7 3.0, ANSI X12, XML, CDA, custom when required | ASTM 1238, HL7 2.x, ANSI X12, XML, custom when required, others |
| System supports LOINC for identifying lab result database elements? | yes | yes |
| System architecture or functionality | standard Web browsers | standard Web browsers |
| Patient order and result database maintained on local PC? | no | no |
| • Software displays results and allows orders to be entered in an offline mode? | — | — |
| Online connections between physician's office and central or host system | VPN | VPN, public Internet connection (DSL/cable modem required) |
| Complete ASP solution for LPL system?/method of charging for ASP solution | yes/fixed monthly fee | yes/fixed monthly fee or transaction based—user's choice |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | not available | 100% |
| - Advanced beneficiary notice printed if medical necessity criteria not met | not available | 100% |
| - Local medical review policies can be viewed | installed | 100% |
| - Automatic routing of an order to different labs according to payer rules | available but not installed | installed |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | not available/not available | 100%/15% |
| - Duplicate order checking/physician office-specific panels | installed/installed | installed/installed |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | 100% | 100% |
| - Automatic handling of scheduled or standing orders | 100% | installed |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | not available | installed |
| • Bar-code collection label printing | not available | 75% |
| • Two-dimensional bar code on printed requisition | not available | 75% |
| • Software adapted for use in phlebotomy or collection stations | not available | installed |
| • Result receipt | | |
| - Stored as a block of text | 100% | 100% |
| - All items (result, reference range, units) stored as individual data elements | 100% | 100% |
| - Automatic parsing of report pages to extract results | 100% | 25% |
| - Inquiry mode that allows physician's office to check status of specimens with host | 100% | 100% |
| • Reporting | | |
| - In exact format received from host lab/cumulative | 100%/100% | 100% for pathology and radiology/100% |
| - Integration of host and physician's office lab results | 100% | 100% |
| - Display of new results for patient and/or clinic | 100% | 100% |
| - Remote access available to on-call physicians | 100% | 100% |
| - Unattended printing of reports | 100% | 15% |
| - Display current report with historical data on same screen | 100% | 100% |
| - Graph historical results with current results for trend analysis | 100% | 100% |
| • Physician can electronically sign reports to confirm review | installed | installed |
| • Physician can compose and send secure electronic messages to patients | installed | not available |
| • User-defined rule-based system and alerts in physician's office module | installed | installed |
| • Electronic transfer of data to another physician's office | 100% | installed |
| - E-mail/encrypted e-mail | — | not available/not available |
| - Web reference or pointer to Web site/fax | installed/installed | 100%/not available |
| • Physician's office orders supplies from host lab | — | 100% |
| • Specimen pickup or courier requests to host lab | — | 100% |
| • Financial | | |
| - Billing, collections, accounts receivable | — | available but not installed |
| - Electronic claims transfer/interfaces to billing systems | —/installed | not available/available but not installed |
| • Electronic medical record interface | installed | 100% |
| • Interfaces to physician's office lab instruments | installed | available but not installed |
| • Entry of physician's office lab results with edit checks | installed | available but not installed |
| System cost: one-time or initial charges/monthly subscription fees | \$10k–\$50k/\$1k–\$10k | — |
| • Basis for increasing fees as physician offices or referring sites are added | no increase—flat fee per host lab, no matter how many referring sites are live | — |
| • Situations where fees increase with additional services | no increase | — |
| System priced on a cost-per-transaction basis? | no | — |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> provides results delivery into any CCHIT-certified EMR system; can easily develop interfaces and data maps to export data to other standards-based systems expertise in data receipt, translation, modification, and delivery provides tools for interoperability exchange between EMR systems and provides results query services | <ul style="list-style-type: none"> provides a complete solution for clinical data integration from clinical labs, anatomic pathology, radiology, and clinical documents 25 years of integration experience; single-vendor platform for integrating hospital-based systems complete outreach solution for hospitals using Meditech Magic, with no modifications to Meditech system and no requirements for any other modules |
| *PO=physician's office | | |
| **no other modules installed by vendor in institution | | |
| ***POPMS=physician office practice management system | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | |

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| Part 3 of 13 | Brunston Integrated Systems Donald Butler sales@brunston.com 3835-R Thousand Oaks Blvd., Suite 221 Westlake Village, CA 91362 805-870-2332 www.brunston.com | CareEvolve Brian T. Jones bjones@careevolve.com 481 Edward Ross Drive Elmwood Park, NJ 07407 360-679-8862 www.careevolve.com |
|---|---|--|
| Name of laboratory-provider links (LPL) software/system | Brio2000 Link | CareEvolve Portal ^f |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 2002/October 2009 | 1999/February 2010 |
| Last major update of LPL software | October 2009 | fall 2009 |
| No. of host or central labs using software clinically | 5 | 68 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 2 | 67 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | 1,700/0 | 12,500+/0 |
| No. of contracts for host labs signed in calendar year 2009 | 1 | 15 |
| Percentage of installations that have stand-alone LPL systems** | 100% | 100% |
| National and regional commercial labs that use LPL software | — | Renal Advantage, Proven Diagnostics, Alverno Clinical Laboratories, PathAdvantage, Delta Pathology Group, BioReference Laboratories, others |
| No. of employees in entire company | 8 | 27 |
| • No. of employees dedicated to LPL software development, installation, support | 4 | 27 |
| Average time to install, build files, train office staff in a typical physician's office | 2 hours | less than 1 hour |
| Languages, other than English, supported by system | Spanish for voice reporting | Spanish for ABNs |
| LIS, HIS, other interfaces (other than company's own products) | Cerner, McKesson, Meditech, Psyche Systems, SSC Soft Computer | Cerner, Meditech, McKesson, Sunquest, SCC Soft Computer, Orchard Software, Seacoast, Hex, Keane, Fletcher-Flora, Schuyler House, others |
| Software modifications or modules required on host LIS to interface? | no | yes |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | Allscripts, NextGen | eClinicalWorks, GE Healthcare, Sage, Allscripts, Misys, Medical Manager, NextGen, others |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | — | eClinicalWorks, GE Healthcare, Sage, Allscripts, Misys, Medical Manager, NextGen, others |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | Allscripts (A4) | eClinicalWorks, GE Healthcare, Sage, Allscripts, Misys, others |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | frequent automatic updates of all demographics that have changed | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and EMR or POPMS replies in real time, others |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | none (use internal solution) | Ellkey and Covisint to outsource PMS bridges (EMR interfaces in-house) |
| Lab's test directory stored on physician office's resident portion of LPL system? | yes | not applicable as no LPL software resides in the client site |
| How results are returned to physician's office | block of text, PDF, individually segmented fields | block of text, PDF, individually segmented fields |
| Data interface standards operational | HL7 2.x, XML, custom when required | ASTM 1238, HL7 2.x, HL7 3.0, ANSI X12, XML, custom when required |
| System supports LOINC for identifying lab result database elements? | no | yes |
| System architecture or functionality | thin proprietary client | standard Web browsers |
| Patient order and result database maintained on local PC? | yes | no |
| • Software displays results and allows orders to be entered in an offline mode? | yes | no |
| Online connections between physician's office and central or host system | VPN, public Internet connection (DSL/cable modem required) | public Internet connection (either dial-up or DSL/cable modem) |
| Complete ASP solution for LPL system?/method of charging for ASP solution | no/— | yes/fixd mo. fee or transaction based per phys.—user's choice; others |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | 100% | 98% |
| - Advanced beneficiary notice printed if medical necessity criteria not met | 100% | 98% |
| - Local medical review policies can be viewed | — | 98% |
| - Automatic routing of an order to different labs according to payer rules | 20% | 70% |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | 100%/100% | 98%/70% |
| - Duplicate order checking/physician office-specific panels | 100%/100% | 98%/98% |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | 100% | 70% |
| - Automatic handling of scheduled or standing orders | 100% | 98% |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | 20% | 70% |
| • Bar-code collection label printing | 100% | 98% |
| • Two-dimensional bar code on printed requisition | 20% | 70% |
| • Software adapted for use in phlebotomy or collection stations | 100% | 98% |
| • Result receipt | | |
| - Stored as a block of text | — | 18% |
| - All items (result, reference range, units) stored as individual data elements | 100% | 80% |
| - Automatic parsing of report pages to extract results | — | 18% |
| - Inquiry mode that allows physician's office to check status of specimens with host | — | 20% |
| • Reporting | | |
| - In exact format received from host lab/cumulative | —/100% | 18%/100% |
| - Integration of host and physician's office lab results | — | 20% |
| - Display of new results for patient and/or clinic | 100% | 100% |
| - Remote access available to on-call physicians | — | 100% |
| - Unattended printing of reports | 100% | 100% |
| - Display current report with historical data on same screen | 100% | 100% |
| - Graph historical results with current results for trend analysis | 100% | 100% |
| • Physician can electronically sign reports to confirm review | not available | 100% |
| • Physician can compose and send secure electronic messages to patients | available via Brunston Securo/Med | installed |
| • User-defined rule-based system and alerts in physician's office module | not available | 100% |
| • Electronic transfer of data to another physician's office | 20% | 60% |
| - E-mail/encrypted e-mail | — | not available/60% |
| - Web reference or pointer to Web site/fax | — | 100%/not available |
| • Physician's office orders supplies from host lab | not available | 30% |
| • Specimen pickup or courier requests to host lab | 40% | available in summer 2010 |
| • Financial | | |
| - Billing, collections, accounts receivable | not available | not available |
| - Electronic claims transfer/interfaces to billing systems | not available/100% | not available/20% |
| • Electronic medical record interface | 100% | 100% |
| • Interfaces to physician's office lab instruments | not available | available but not installed |
| • Entry of physician's office lab results with edit checks | not available | not available |
| System cost: one-time or initial charges/monthly subscription fees | based on lab's service region/— | \$40k-\$75k/\$1.5k-\$5k |
| • Basis for increasing fees as physician offices or referring sites are added | no increase—flat fee per host lab, no matter how many referring sites are live | based on No. of physicians of record |
| • Situations where fees increase with additional services | no increase | if order entry is added to result transmission or vice versa or if electronic prescribing or courier tracking is installed |
| System priced on a cost-per-transaction basis? | no | no |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> • thin automated maintenance, thick functionality; Internet connectivity with local data for fast action • strong pathology orders support • patient laboratory results via multi-lingual voice service | <ul style="list-style-type: none"> • owned by a covered entity that uses product daily to do business; all employees of CareEvolve are laboratorians and many are medical technologists • experienced at doing physician office EMR interfaces; live with more than 80 vendors • user-friendly product; end users typically trained in 15 minutes |
| *PO=physician's office | | |
| **no other modules installed by vendor in institution | | |
| ***POPMS=physician office practice management system | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | ^f formerly LabEvolve |

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| Part 4 of 13 | Cerner Corp. Jenna Halvorson jenna.halvorson@cerner.com 2800 Rockcreek Parkway Kansas City, MO 64117 816-201-7740 www.cerner.com | Cortex Medical Management Systems Judith Krebs jkrebbs@cortexmed.com 2107 Elliott Ave., Suite 201 Seattle, WA 98121 206-812-6981 www.cortexmed.com |
| Name of laboratory-provider links (LPL) software/system | Cerner WebConnect | CorteXchange |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 1997/January 2010 | October 2009/February 2010 |
| Last major update of LPL software | February 2010 | January 2010 |
| No. of host or central labs using software clinically | 6 | 7 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 6 | 0 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | 750/0 | 10/0 |
| No. of contracts for host labs signed in calendar year 2009 | — | 7 |
| Percentage of installations that have stand-alone LPL systems** | 75% | 0 |
| National and regional commercial labs that use LPL software | none | 0 |
| No. of employees in entire company | 7,504 | 12 |
| • No. of employees dedicated to LPL software development, installation, support | 23 | 2 |
| Average time to install, build files, train office staff in a typical physician's office | 3 hours | 50 hours |
| Languages, other than English, supported by system | none | none |
| LIS, HIS, other interfaces (other than company's own products) | Sunquest, GE Healthcare, Orchard Software, others | Vantage Systems, Epic, NextGen, Meditech, Medent |
| Software modifications or modules required on host LIS to interface? | no | no |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | — | — |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | — | — |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | Cerner, Epic, eClinicalWorks, Greenway, GE Healthcare | Epic, NextGen, Vantage Systems, Meditech |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | one-time batch download/file transfer, LPL provides patient ID to EMR or POPMS and EMR or POPMS replies in real time | requisitions |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | Covisint (Hilgraeve), Ellkay, Certified Data Systems | Corepoint Community Exchange |
| Lab's test directory stored on physician office's resident portion of LPL system? | not applicable as no LPL software resides in the client site | no |
| How results are returned to physician's office | block of text, individually segmented fields | block of text, PDF, individually segmented fields |
| Data interface standards operational | HL7 2.x, XML, custom when required | HL7 2.x, custom when required (others available) |
| System supports LOINC for identifying lab result database elements? | no | no |
| System architecture or functionality | standard Web browsers | — |
| Patient order and result database maintained on local PC? | no | no |
| • Software displays results and allows orders to be entered in an offline mode? | — | no |
| Online connections between physician's office and central or host system | public Internet connection (DSL/cable modem required) | VPN or public Internet connection for results reporting (DSL/cable modem required for Internet connection) |
| Complete ASP solution for LPL system?/method of charging for ASP solution | yes/transaction based | yes/fixed monthly fee |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | 95% | not available |
| - Advanced beneficiary notice printed if medical necessity criteria not met | 95% | not available |
| - Local medical review policies can be viewed | 95% | not available |
| - Automatic routing of an order to different labs according to payer rules | 95% | not available |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | 95%/95% | not available/not available |
| - Duplicate order checking/physician office-specific panels | 95%/95% | not available/not available |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | 95% | available in April 2010 |
| - Automatic handling of scheduled or standing orders | 95% | not available |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | 95% | available in July 2010 |
| • Bar-code collection label printing | 95% | not available |
| • Two-dimensional bar code on printed requisition | available but not installed | not available |
| • Software adapted for use in phlebotomy or collection stations | 80% | not available |
| • Result receipt | | |
| - Stored as a block of text | 100% | 90% |
| - All items (result, reference range, units) stored as individual data elements | 100% | 10% |
| - Automatic parsing of report pages to extract results | not available | 90% |
| - Inquiry mode that allows physician's office to check status of specimens with host | 100% | not available |
| • Reporting | | |
| - In exact format received from host lab/cumulative | 100%/100% | 50%/not available |
| - Integration of host and physician's office lab results | available but not installed | not available |
| - Display of new results for patient and/or clinic | 100% | not available |
| - Remote access available to on-call physicians | 100% | not available |
| - Unattended printing of reports | not available | available but not installed |
| - Display current report with historical data on same screen | 100% | not available |
| - Graph historical results with current results for trend analysis | 100% | not available |
| • Physician can electronically sign reports to confirm review | not available | not available |
| • Physician can compose and send secure electronic messages to patients | not available | not available |
| • User-defined rule-based system and alerts in physician's office module | not available | not available |
| • Electronic transfer of data to another physician's office | not available | not available |
| - E-mail/encrypted e-mail | — | not available/not available |
| - Web reference or pointer to Web site/fax | — | not available |
| • Physician's office orders supplies from host lab | 25% | not available |
| • Specimen pickup or courier requests to host lab | 10% | not available |
| • Financial | | |
| - Billing, collections, accounts receivable | not available | 50% |
| - Electronic claims transfer/interfaces to billing systems | not available/not available | 50%/50% |
| • Electronic medical record interface | 40% | 90% |
| • Interfaces to physician's office lab instruments | not available | 10% |
| • Entry of physician's office lab results with edit checks | not available | not available |
| System cost: one-time or initial charges/monthly subscription fees | — | \$1.4k–\$7.5k/\$0.131k–\$0.4k† |
| • Basis for increasing fees as physician offices or referring sites are added | — | based on No. of physical connections to physician's office or other sites |
| • Situations where fees increase with additional services | — | if order entry is added to result transmission or vice versa or if special billing functions, such as eligibility verification, are added |
| System priced on a cost-per-transaction basis? | — | no |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> unifies with physician EMRs and practice management systems, regardless of whether they are Cerner solutions Web portal hosted in Cerner's HIPAA-enabling, ISO 9001:2000-certified data center one-stop shopping that supports automatic routing of tests and eliminates need for chart pulls | <ul style="list-style-type: none"> application hosted by vendor, requiring little or no hardware at client site application quickly installed by vendor, with no long-term contracts and minimal upfront investment robust messaging system with guaranteed delivery of messages |
| *PO=physician's office | | |
| **no other modules installed by vendor in institution | | |
| ***POPMS=physician office practice management system | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | |
| | | †the higher the initial charges, the lower the monthly subscription fee |

Laboratory-provider links software

| | | |
|---|---|--|
| Part 5 of 13 | Elekta Impac Software Kimberly Calvo kymberly.calvo@elekta.com 100 Mathilda Place, 5th Floor Sunnyvale, CA 94086 408-830-8700 www.elekta.com | Emdeon Megan Wood mewood@emdeon.com 3055 Lebanon Pike Nashville, TN 37214 615-932-3221 www.emdeon.com |
| Name of laboratory-provider links (LPL) software/system | IntelliLab Passport | Emdeon Clinician[†] |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 2001/February 2010 | 1999/February 2010 |
| Last major update of LPL software | September 2008 | February 2010 |
| No. of host or central labs using software clinically | 66 | 102 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 66 | ~70 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | 120/0 | ~4,000/0 |
| No. of contracts for host labs signed in calendar year 2009 | 3 | 28 |
| Percentage of installations that have stand-alone LPL systems** | 0 | 80% |
| National and regional commercial labs that use LPL software | — | ~100 laboratories (names not provided) |
| No. of employees in entire company | 2,400 | 2,100 |
| • No. of employees dedicated to LPL software development, installation, support | 10 | 28 |
| Average time to install, build files, train office staff in a typical physician's office | 8 hours | 2.5 hours |
| Languages, other than English, supported by system | — | some forms available in Spanish |
| LIS, HIS, other interfaces (other than company's own products) | Misys, Orchard Software, Cerner, Siemens, GE Healthcare, InfoCure, Medical Manager, Medent, NextGen, others | Antek HealthWare, Atlas Medical Software, Cerner, Fletcher-Flora, Elekta Impac Software, Meditech, Misys, Sunquest, Schuyler House, others |
| Software modifications or modules required on host LIS to interface? | no | no |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | Siemens, NextGen, Medent, InfoCure, Medical Manager, Allscripts, GE Healthcare, others | Allscripts (A4), Advanced MD, GE Healthcare, McKesson, Medical Manager, Misys, eClinicalWorks, e-MDs, Greenway, others |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | Siemens, NextGen, Allscripts, GE Healthcare, Medical Manager, others | eClinicalWorks, Eclipsys, Greenway, McKesson, Medical Manager, others |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | Siemens, NextGen, Allscripts, GE Healthcare, Medical Manager, others | Bizmatic, eClinicalWorks, Eclipsys, e-MDs, Greenway, others |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and EMR or POPMS replies in real time, others |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | none | Ellkay, Covisint (Hilgraeve), Halfpenny Technologies, Mitem, others |
| Lab's test directory stored on physician office's resident portion of LPL system? | yes | not applicable as no LPL software resides in the client site |
| How results are returned to physician's office | block of text, PDF, individually segmented fields | block of text, PDF, individually segmented fields, others |
| Data interface standards operational | HL7 2.x | ASTM 1238, HL7 2.x, ANSI X12, XML, custom when required |
| System supports LOINC for identifying lab result database elements? | yes | yes |
| System architecture or functionality | thick client, PC, while connected to lab host; modified Web browser | standard Web browser (Internet Explorer) |
| Patient order and result database maintained on local PC? | no | no |
| • Software displays results and allows orders to be entered in an offline mode? | — | no |
| Online connections between physician's office and central or host system | VPN | public Internet connection (dial-up or DSL/cable modem, depending on function) |
| Complete ASP solution for LPL system?/method of charging for ASP solution | no/— | yes/fixed monthly fee or transaction based—user's choice; customized models available |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | installed | installed |
| - Advanced beneficiary notice printed if medical necessity criteria not met | installed | installed |
| - Local medical review policies can be viewed | not available | installed |
| - Automatic routing of an order to different labs according to payer rules | installed | installed |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | installed/installed | installed/installed |
| - Duplicate order checking/physician office-specific panels | installed/installed | installed/installed |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | 100% | 60% |
| - Automatic handling of scheduled or standing orders | 100% | installed |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | 100% | installed |
| • Bar-code collection label printing | 100% | installed |
| • Two-dimensional bar code on printed requisition | not available | installed |
| • Software adapted for use in phlebotomy or collection stations | 100% | installed |
| • Result receipt | | |
| - Stored as a block of text | not available | installed |
| - All items (result, reference range, units) stored as individual data elements | 100% | installed |
| - Automatic parsing of report pages to extract results | not available | installed |
| - Inquiry mode that allows physician's office to check status of specimens with host | 100% | not available |
| • Reporting | | |
| - In exact format received from host lab/cumulative | 100%/100% | installed/not available |
| - Integration of host and physician's office lab results | 100% | installed |
| - Display of new results for patient and/or clinic | 100% | installed |
| - Remote access available to on-call physicians | installed | installed |
| - Unattended printing of reports | installed | installed |
| - Display current report with historical data on same screen | 100% | installed |
| - Graph historical results with current results for trend analysis | installed | installed |
| • Physician can electronically sign reports to confirm review | not available | available in September 2010 |
| • Physician can compose and send secure electronic messages to patients | not available | available in September 2010 |
| • User-defined rule-based system and alerts in physician's office module | installed | not available |
| • Electronic transfer of data to another physician's office | installed | installed |
| - E-mail/encrypted e-mail | installed/installed | not available/installed |
| - Web reference or pointer to Web site/fax | not available/installed | installed/not available |
| • Physician's office orders supplies from host lab | not available | installed |
| • Specimen pickup or courier requests to host lab | not available | not available |
| • Financial | | |
| - Billing, collections, accounts receivable | installed | not available |
| - Electronic claims transfer/interfaces to billing systems | installed/installed | not available/installed |
| • Electronic medical record interface | 80% | installed |
| • Interfaces to physician's office lab instruments | installed | installed |
| • Entry of physician's office lab results with edit checks | 100% | available in November 2010 |
| System cost: one-time or initial charges/monthly subscription fees | \$20k-\$100k+/0 | \$5k-\$75k/\$0.05k-\$0.2k per physician site(s) |
| • Basis for increasing fees as physician offices or referring sites are added | based on concurrent user licenses | based on No. of practices/groups; fee per office decreases as number of sites connected increases |
| • Situations where fees increase with additional services | no increase | if special billing functions, such as eligibility verification, are added; utilization of "EMR-Lite" capabilities versus standard portal orders/results optional |
| System priced on a cost-per-transaction basis? | no | optional |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> • same user interface for functionality shared with the full IntelliLab license used by host lab • advanced order-entry process • client-specific payer rules | <ul style="list-style-type: none"> • satisfies meaningful use through "EMR-Lite" functionality, including orders, results, e-prescribing, claims processing, eligibility verification • company provides clinical data exchange of laboratory, pathology, radiology, and most other clinical modalities • company processes more than 5 billion health care transactions annually |
| *PO=physician's office | | |
| **no other modules installed by vendor in institution | | |
| ***POPMS=physician office practice management system | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | [†] formerly WebMD Clinician |

Laboratory-provider links software

| | | |
|---|---|--|
| Part 6 of 13 | eTeleNext Joseph Nollar jnollar@etelenext.com 213 Technology Drive Irvine, CA 92618 949-365-0952 www.etelenext.com | Fletcher-Flora Health Care Systems Terry Watson terryw@fletcher-flora.com 1580 Orangethorpe Way Anaheim, CA 92801 800-777-1471 www.fletcher-flora.com |
| Name of laboratory-provider links (LPL) software/system | eTeleNext | FFlex eClinic |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 1998/December 2009 | 2006/January 2010 |
| Last major update of LPL software | October 2009 | December 2009 |
| No. of host or central labs using software clinically | 37 | 160 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 26 | 140 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | 392/— | 180/9 (British Virgin Islands) |
| No. of contracts for host labs signed in calendar year 2009 | 2 | 77 |
| Percentage of installations that have stand-alone LPL systems** | 45% | 50% |
| National and regional commercial labs that use LPL software | — | LifeCheck Laboratory, Adams & Bridger Pathology Laboratories, others |
| No. of employees in entire company | 19 | 45 |
| • No. of employees dedicated to LPL software development, installation, support | 12 | 36 |
| Average time to install, build files, train office staff in a typical physician's office | 1 hour | 72 hours |
| Languages, other than English, supported by system | — | none |
| LIS, HIS, other interfaces (other than company's own products) | Cortex Medical Management Systems, GE Healthcare, Misys, Meditech, Cerber, others | Tech-Time, Healthland, iMedica, CPSI, GE Healthcare, Experior, others |
| Software modifications or modules required on host LIS to interface? | no | no |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | Medical Manager, MediSoft, NextGen, eClinicalWorks, others | eClinicalWorks, Medical Manager, NextGen, Noteworthy, OncoEMR, Greenway, Allscripts, CPSI, others |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | Medical Manager, MediSoft, NextGen, eClinicalWorks, others | eClinicalWorks, Medical Manager, NextGen, Noteworthy, OncoEMR, Greenway, Allscripts, CPSI, others |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | Medical Manager, MediSoft, NextGen, eClinicalWorks, others | eClinicalWorks, Medical Manager, NextGen, Noteworthy, OncoEMR, Greenway, Allscripts, CPSI, others |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and EMR or POPMS replies in real time | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and EMR or POPMS replies in real time |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | BizTalk, Covisint (Hilgraeve) | none |
| Lab's test directory stored on physician office's resident portion of LPL system? | yes | no |
| How results are returned to physician's office | block of text, PDF, individually segmented fields, XML | PDF |
| Data interface standards operational | HL7 2.x, HL7 3.0, XML, custom when required | ASTM 1238, HL7 2.x, HL7 3.0, XML, custom when required |
| System supports LOINC for identifying lab result database elements? | yes | no |
| System architecture or functionality | thin proprietary client, standard Web browsers | thin proprietary client, standard Web browser (Internet Explorer) |
| Patient order and result database maintained on local PC? | no | no |
| • Software displays results and allows orders to be entered in an offline mode? | — | no |
| Online connections between physician's office and central or host system | VPN, public Internet connection (either dial-up or DSL/cable modem) | VPN, public Internet connection (DSL/cable modem required), wireless |
| Complete ASP solution for LPL system?/method of charging for ASP solution | yes/fixed monthly fee | yes/fixed monthly fee |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | 75% | 55% |
| - Advanced beneficiary notice printed if medical necessity criteria not met | 75% | 70% |
| - Local medical review policies can be viewed | 75% | 35% |
| - Automatic routing of an order to different labs according to payer rules | 75% | 25% |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | 75%/80% | 25%/20% |
| - Duplicate order checking/physician office-specific panels | 75%/85% | not available/10% |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | 85% | 80% |
| - Automatic handling of scheduled or standing orders | 85% | 15% |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | 85% | 20% |
| • Bar-code collection label printing | 90% | 95% |
| • Two-dimensional bar code on printed requisition | 90% | not available |
| • Software adapted for use in phlebotomy or collection stations | 85% | 80% |
| • Result receipt | | |
| - Stored as a block of text | 100% | not available |
| - All items (result, reference range, units) stored as individual data elements | 100% | 100% |
| - Automatic parsing of report pages to extract results | 90% | not available |
| - Inquiry mode that allows physician's office to check status of specimens with host | 90% | 100% |
| • Reporting | | |
| - In exact format received from host lab/cumulative | 100%/85% | 100%/100% |
| - Integration of host and physician's office lab results | 85% | 100% |
| - Display of new results for patient and/or clinic | 100% | 100% |
| - Remote access available to on-call physicians | 100% | 100% |
| - Unattended printing of reports | 0 | 100% |
| - Display current report with historical data on same screen | 100% | 100% |
| - Graph historical results with current results for trend analysis | 100% | 80% |
| • Physician can electronically sign reports to confirm review | 80% | not available |
| • Physician can compose and send secure electronic messages to patients | 80% | not available |
| • User-defined rule-based system and alerts in physician's office module | 100% | 100% |
| • Electronic transfer of data to another physician's office | 100% | 100% |
| - E-mail/encrypted e-mail | 0/20% | not available/not available |
| - Web reference or pointer to Web site/fax | 100%/75% | not available/65% |
| • Physician's office orders supplies from host lab | 0 | not available |
| • Specimen pickup or courier requests to host lab | not available | 30% |
| • Financial | | |
| - Billing, collections, accounts receivable | not available | 65% |
| - Electronic claims transfer/interfaces to billing systems | not available/35% | not available/75% |
| • Electronic medical record interface | 45% | 75% |
| • Interfaces to physician's office lab instruments | 45% | 80% |
| • Entry of physician's office lab results with edit checks | 100% | 50% |
| System cost: one-time or initial charges/monthly subscription fees | \$30k-\$75k/\$0.5k-\$2k | \$2.5k (depends on number of instruments and sites)/— |
| • Basis for increasing fees as physician offices or referring sites are added | no increase—flat fee per host lab, no matter how many referring sites are live | based on number of locations |
| • Situations where fees increase with additional services | if order entry is added to result transmission or vice versa | no increase |
| System priced on a cost-per-transaction basis? | no | no |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> • branded for the client • customized user-defined reporting templates provided • optional virtual lab tools for pathology (flow cytometry, FISH, immunohistochemistry, others) | <ul style="list-style-type: none"> • integrates multiple sites, locations, and devices seamlessly, securely, and in real time • outreach module with user-specific in-box for results either integrated with FFlex eSuite or with other LISs • 30 years in LIS industry, with more than 1,600 LIS customers and more than 60 host system-interfaced vendor partners |
| *PO=physician's office | | |
| **no other modules installed by vendor in institution | | |
| ***POPMS=physician office practice management system | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | |

Laboratory-provider links software

| Part 7 of 13 | 4medica | Halfpenny Technologies |
|---|---|---|
| | Grace Muranaga info@4medica.com 100 Corporate Pointe, Suite 200 Culver City, CA 90230 310-695-3300 www.4medica.com | Mike Meyer mmeyer@halfpenny.com 725 Skippack Pike, Suite 100 Blue Bell, PA 19422 610-277-9100, ext. 101 www.halfpenny.com |
| Name of laboratory-provider links (LPL) software/system | 4medica Laboratory Suite (Lab4/Path4) | Integration Technology Framework (ITF) |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 1998/March 2010 | 2003/January 2010 |
| Last major update of LPL software | 2010 | November 2009 |
| No. of host or central labs using software clinically | 100+ | 33 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 90 | 31 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | 25,000+/0 | 250/0 |
| No. of contracts for host labs signed in calendar year 2009 | — | 8 |
| Percentage of installations that have stand-alone LPL systems** | 85% | 60% |
| National and regional commercial labs that use LPL software | Quest Diagnostics, LabCorp | 14 laboratories (names not provided) |
| No. of employees in entire company | 72 | 38 |
| • No. of employees dedicated to LPL software development, installation, support | 38 | 29 |
| Average time to install, build files, train office staff in a typical physician's office | less than 1 hour | 25 hours |
| Languages, other than English, supported by system | Spanish | ABNs available in Spanish |
| LIS, HIS, other interfaces (other than company's own products) | Sunquest, Meditech, McKesson, SCC Soft Computer, GE Healthcare, Hex Laboratory Systems, Cerner, others | Cerner, Cortex Medical Management Systems, CPSI, Computer Software Solutions, Eclipsys, Keane, Telcor, McKesson, others |
| Software modifications or modules required on host LIS to interface? | yes (HL7 interface) | no |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | eClinicalWorks, Misys, Medical Manager, Medic, Allscripts, NextGen, McKesson, HealthPro, others | Allscripts, Misys, Emdeon, EZ Healthcare, Meditech, NextGen, iMedica, Orchard Software, Praxis, eClinicalWorks, others |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | eClinicalWorks, Misys, Medical Manager, Medic, Allscripts, NextGen, McKesson, HealthPro, others | Allscripts, Sage, Emdeon, EZ Healthcare, McKesson, NextGen, others |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | eClinicalWorks, Misys, Medical Manager, Medic, Allscripts, NextGen, McKesson, HealthPro, others | Allscripts, Sage, Emdeon, iMedica, Orchard Software, others |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | none | Boston Software, Ellkey |
| Lab's test directory stored on physician office's resident portion of LPL system? | no | not applicable as no LPL software resides in the client site |
| How results are returned to physician's office | block of text, PDF, individually segmented fields | block of text, PDF, individually segmented fields, displayed on smartphone |
| Data interface standards operational | HL7 2.x, HL7 3.0, XML, custom when required | ASTM 1238, HL7 2.x, HL7 3.0, ANSI X12, XML, CDA, custom when required, scripting, screen scraping where needed, MIME |
| System supports LOINC for identifying lab result database elements? | yes | yes |
| System architecture or functionality | standard Web browser (Internet Explorer) | standard Web browsers |
| Patient order and result database maintained on local PC? | no | no |
| • Software displays results and allows orders to be entered in an offline mode? | no | no |
| Online connections between physician's office and central or host system | public Internet connection (either dial-up or DSL/cable modem) | VPN, public Internet connection (dial-up or DSL/cable modem), other |
| Complete ASP solution for LPL system?/method of charging for ASP solution | yes/transaction based | yes/fixed monthly fee or transaction based—user's choice, others |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | 100% | 10% |
| - Advanced beneficiary notice printed if medical necessity criteria not met | 100% | 10% |
| - Local medical review policies can be viewed | 100% | 10% |
| - Automatic routing of an order to different labs according to payer rules | 100% | 50% |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | 100%/80% | 25%/15% |
| - Duplicate order checking/physician office-specific panels | 100%/100% | 25%/10% |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | 75% | 50% |
| - Automatic handling of scheduled or standing orders | 80% | 15% |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | 60% | 25% |
| • Bar-code collection label printing | 90% | 30% |
| • Two-dimensional bar code on printed requisition | 25% | 15% |
| • Software adapted for use in phlebotomy or collection stations | 75% | 10% |
| • Result receipt | | |
| - Stored as a block of text | 20% | 40% |
| - All items (result, reference range, units) stored as individual data elements | 90% | 60% |
| - Automatic parsing of report pages to extract results | 100% | 20% |
| - Inquiry mode that allows physician's office to check status of specimens with host | 100% | available but not installed |
| • Reporting | | |
| - In exact format received from host lab/cumulative | 95%/— | 75%/25% |
| - Integration of host and physician's office lab results | 30% | available but not installed |
| - Display of new results for patient and/or clinic | 100% | 25% |
| - Remote access available to on-call physicians | 100% | installed |
| - Unattended printing of reports | 100% | 30% |
| - Display current report with historical data on same screen | 100% | 5% |
| - Graph historical results with current results for trend analysis | 100% | 5% |
| • Physician can electronically sign reports to confirm review | 100% | available but not installed |
| • Physician can compose and send secure electronic messages to patients | available but not installed | available second quarter 2010 |
| • User-defined rule-based system and alerts in physician's office module | 70% | 50% |
| • Electronic transfer of data to another physician's office | 100% | available but not installed |
| - E-mail/encrypted e-mail | not available/15% | not available/available but not installed |
| - Web reference or pointer to Web site/fax | available but not installed/available but not installed | 10%/available but not installed |
| • Physician's office orders supplies from host lab | 15% | available third quarter 2010 |
| • Specimen pickup or courier requests to host lab | 100% | available but not installed |
| • Financial | | |
| - Billing, collections, accounts receivable | not available | not available |
| - Electronic claims transfer/interfaces to billing systems | not available/75% | not available/10% |
| • Electronic medical record interface | 35% | 95% |
| • Interfaces to physician's office lab instruments | 5% | not available |
| • Entry of physician's office lab results with edit checks | installed | not available |
| System cost: one-time or initial charges/monthly subscription fees | — | \$3k-\$6k/\$0.03k-\$0.125k |
| • Basis for increasing fees as physician offices or referring sites are added | transaction fee only—no user fee | based on No. of practices/groups or based on client's requirements (alternative pricing structure can be developed) |
| • Situations where fees increase with additional services | no increase | if order entry is added to result transmission or vice versa; if special billing functions, such as eligibility verification, are added; others no |
| System priced on a cost-per-transaction basis? | yes | no |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> • unique; easy to use; intuitive user interface • complete integration with practice systems, e-prescribing, inpatient integration, radiology, dictation, and more • registration to billing systems; simplified pricing structure; flexible configurations | <ul style="list-style-type: none"> • company integrated 850+ physician offices in 2009, representing a successful 2009 integration rate of nearly three integration projects per business day • company founder Charles Halfpenny is a leader at the forefront of clinical data integration for more than 20 years • virtual integration team; projects can be delivered turnkey from first contract of site through go-live, including quality assurance measures |
| *PO=physician's office | | |
| **no other modules installed by vendor in institution | | |
| ***POPMS=physician office practice management system | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | |

Laboratory-provider links software

| Part 8 of 13 | Lifepoint Informatics sales@lifepoint.com 65 Harristown Rd., Suite 301 Glen Rock, NJ 07452 201-447-9991 www.lifepoint.com | LigoLab Suren Avunjian suren@ligolab.com 143 S. Glendale Ave., Suite 207 Glendale, CA 91205 818-395-4659 www.ligolab.com |
|--|---|---|
| Name of laboratory-provider links (LPL) software/system | LifepointWeb [†] | LigoLab Connect |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 2000/2010 | 2006/February 2009 |
| Last major update of LPL software | fourth quarter 2009 | January 2009 |
| No. of host or central labs using software clinically | 183 | 12 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 151 | — |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | 90,000+/2 (Canada, St. Kitts) | 300/0 |
| No. of contracts for host labs signed in calendar year 2009 | 27 | 4 |
| Percentage of installations that have stand-alone LPL systems** | 5% | 0 |
| National and regional commercial labs that use LPL software | Medical Diagnostic Laboratories, Blood Center of Wisconsin, Aurora Diagnostics, Tri-State Clinical Laboratory Services | — |
| No. of employees in entire company | 50 | 17 |
| • No. of employees dedicated to LPL software development, installation, support | 15 | 13 |
| Average time to install, build files, train office staff in a typical physician's office | less than 1 hour | 30 minutes to 1.5 hours |
| Languages, other than English, supported by system | Spanish | fully supports internationalization (translations on request) |
| LIS, HIS, other interfaces (other than company's own products) | SCC Soft Computer, Sunquest, Meditech, Cerner, McKesson, Antek, Orchard Software, Fletcher-Flora, Psyche Systems, others | Misys, Meditech, Cerner, Schuyler House, others |
| Software modifications or modules required on host LIS to interface? | no | no |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | Medical Manager, NextGen, Allscripts, eClinicalWorks, Emdeon, GE Healthcare, Misys, FlexMedical, others | Allscripts, Epic, Greenway, eClinicalWorks, NextGen, Prime Clinical, MicroMD; all that support HL7 transmittance |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | Allscripts, eClinicalWorks, Healthmatics, iMedica, Misys, others | Allscripts, Epic, Greenway, eClinicalWorks, NextGen, others |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | Allscripts (A4), Antek HealthWare, e-MDs, Epic, Misys, others | Allscripts, Epic, Greenway, eClinicalWorks, NextGen, others |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time | LPL provides patient ID to EMR or POPMS and EMR or POPMS replies in real time |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | Eilkay, Covisint | — |
| Lab's test directory stored on physician office's resident portion of LPL system? | not applicable as no LPL software resides in the client site | no |
| How results are returned to physician's office | block of text, PDF, individually segmented fields, electronically to EMR system | block of text, PDF, individually segmented fields |
| Data interface standards operational | ASTM 1238, HL7 2.x, HL7 3.0, ANSI X12, XML, CDA, custom when required, RTF and PDF extraction | ASTM 1238, HL7 2.x, HL7 3.0, XML |
| System supports LOINC for identifying lab result database elements? | yes | yes |
| System architecture or functionality | thin proprietary client, standard Web browsers | thick client, PC, whether or not connected to lab host; both thin proprietary client and Web browser options for viewing results |
| Patient order and result database maintained on local PC? | no | no |
| • Software displays results and allows orders to be entered in an offline mode? | — | — |
| Online connections between physician's office and central or host system | VPN, public Internet connection (either dial-up or DSL/cable modem) | VPN, public Internet connection (either dial-up or DSL/cable modem), 3G, Edge |
| Complete ASP solution for LPL system?/method of charging for ASP solution | yes/fixed monthly fee | yes/fixed monthly fee |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | 100% | not available |
| - Advanced beneficiary notice printed if medical necessity criteria not met | 100% | 100% |
| - Local medical review policies can be viewed | 100% | 100% |
| - Automatic routing of an order to different labs according to payer rules | 100% | not available |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | 100%/55% | 100%/not available |
| - Duplicate order checking/physician office-specific panels | 100%/100% | 100%/100% |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | 100% | 100% |
| - Automatic handling of scheduled or standing orders | 45% | 100% |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | 76% | not available |
| • Bar-code collection label printing | 100% | 100% |
| • Two-dimensional bar code on printed requisition | 55% | 100% |
| • Software adapted for use in phlebotomy or collection stations | 80% | 100% |
| • Result receipt | | |
| - Stored as a block of text | 100% | 100% |
| - All items (result, reference range, units) stored as individual data elements | 100% | 100% |
| - Automatic parsing of report pages to extract results | 100% | 100% |
| - Inquiry mode that allows physician's office to check status of specimens with host | 100% | 100% |
| • Reporting | | |
| - In exact format received from host lab/cumulative | 100%/100% | 100%/100% |
| - Integration of host and physician's office lab results | 35% | 100% |
| - Display of new results for patient and/or clinic | 100% | 100% |
| - Remote access available to on-call physicians | 100% | 100% |
| - Unattended printing of reports | 100% | 100% |
| - Display current report with historical data on same screen | 100% | 100% |
| - Graph historical results with current results for trend analysis | 100% | 100% |
| • Physician can electronically sign reports to confirm review | 100% | not available |
| • Physician can compose and send secure electronic messages to patients | 100% | not available |
| • User-defined rule-based system and alerts in physician's office module | 100% | not available |
| • Electronic transfer of data to another physician's office | 22% | 100% |
| - E-mail/encrypted e-mail | installed/installed | not available/100% |
| - Web reference or pointer to Web site/fax | installed/installed | 100%/100% |
| • Physician's office orders supplies from host lab | 80% | 100% |
| • Specimen pickup or courier requests to host lab | 65% | 100% |
| • Financial | | |
| - Billing, collections, accounts receivable | not available | 100% |
| - Electronic claims transfer/interfaces to billing systems | not available/18% | not available/not available |
| • Electronic medical record interface | 100% | 100% |
| • Interfaces to physician's office lab instruments | not available | not available |
| • Entry of physician's office lab results with edit checks | 20% | not available |
| System cost: one-time or initial charges/monthly subscription fees | \$5k-\$75k/\$2k-\$11k | — |
| • Basis for increasing fees as physician offices or referring sites are added | no increase—flat fee per host lab, no matter how many referring sites are live, or based on No. of practices/groups, or contract dependent with additional ancillary services | based on No. of practices/groups or based on No. of physicians of record |
| • Situations where fees increase with additional services | | if special billing functions, such as eligibility verification, are added |
| System priced on a cost-per-transaction basis? | no | — |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> • supports additional ancillaries, such as radiology, transcription, CCD record, discharge summary, others • extensive EMR/PMS library with rapid installation • all programming performed in the United States | <ul style="list-style-type: none"> • highly integrated system, with document imaging, specimen tracking, clinical, molecular, AP, digital pathology, billing, advanced reporting, and mature interface engine • rules-based system can be configured to adapt all workflows; dynamic report templates • robust, scalable, open software; highly intuitive user interface |
| *PO=physician's office **no other modules installed by vendor in institution ***POPMS=physician office practice management system Note: a dash in lieu of an answer means company did not answer question or question is not applicable | [†] formerly Labtest.com | |

Laboratory-provider links software

| | | |
|---|--|--|
| Part 9 of 13 | <p>McKesson Joseph R. Stabile joseph.stabile@mckesson.com 5995 Windward Parkway Alpharetta, GA 30005 404-338-4363 www.mckesson.com/laboratory</p> | <p>Multidata Computer Systems Michael Slater mrslater@mul.com 160 Broadway, Suite 1010 New York, NY 10038 212-967-6700 www.mul.com</p> |
| Name of laboratory-provider links (LPL) software/system | Horizon Outreach for Lab | MultiLink |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 1999/October 2009 | 1996/2009 |
| Last major update of LPL software | November 2009 | 2007 |
| No. of host or central labs using software clinically | 19 | 9 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 2 | 7 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | 1,100+/-0 | 400+/-0 |
| No. of contracts for host labs signed in calendar year 2009 | 5 | 0 |
| Percentage of installations that have stand-alone LPL systems** | 0 | 10% |
| National and regional commercial labs that use LPL software | 0 | — |
| No. of employees in entire company | 32,000 | 11 |
| • No. of employees dedicated to LPL software development, installation, support | 80 in LIS division | 4 |
| Average time to install, build files, train office staff in a typical physician's office | 1 hour | 4 hours |
| Languages, other than English, supported by system | ABNs available in Spanish | none |
| LIS, HIS, other interfaces (other than company's own products) | — | Diamond |
| Software modifications or modules required on host LIS to interface? | no | no |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | SRS Software, GE Healthcare, Turbo-Doc, Logician, NextGen, Misys, Bizmatics, others | VitalWorks, NextGen, Medical Manager, others |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | Epic, Orchard Software | — |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | SRS Software, GE Healthcare, Turbo-Doc, Logician, NextGen, others | — |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time, others | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | Boston Workstation, Data Innovations, Relay Health | LinkTools for HL7 socket connection |
| Lab's test directory stored on physician office's resident portion of LPL system? | not applicable as no LPL software resides in the client site | yes |
| How results are returned to physician's office | PDF, individually segmented fields | individually segmented fields |
| Data interface standards operational | HL7 2.x | ASTM 1238, HL7 2.x, custom when required |
| System supports LOINC for identifying lab result database elements? | yes | yes |
| System architecture or functionality | standard Web browser (Internet Explorer) | thick client, PC, while not connected to lab host |
| Patient order and result database maintained on local PC? | no | yes |
| • Software displays results and allows orders to be entered in an offline mode? | — | yes |
| Online connections between physician's office and central or host system | VPN, public Internet connection (either dial-up or DSL/cable modem) | VPN, public Internet connection (either dial-up modem to private phone No. or DSL/cable modem) |
| Complete ASP solution for LPL system?/method of charging for ASP solution | yes/fixed monthly fee or transaction based—user's choice | no/— |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | installed | 95% |
| - Advanced beneficiary notice printed if medical necessity criteria not met | installed | 35% |
| - Local medical review policies can be viewed | not available | 95% |
| - Automatic routing of an order to different labs according to payer rules | installed | 70% |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | installed/installed | 95%/70% |
| - Duplicate order checking/physician office-specific panels | installed/installed | 95%/95% |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | installed | 95% |
| - Automatic handling of scheduled or standing orders | installed | 25% |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | installed | not available |
| • Bar-code collection label printing | installed | 95% |
| • Two-dimensional bar code on printed requisition | installed | available but not installed |
| • Software adapted for use in phlebotomy or collection stations | installed | 5% |
| • Result receipt | | |
| - Stored as a block of text | installed | not available |
| - All items (result, reference range, units) stored as individual data elements | installed | 100% |
| - Automatic parsing of report pages to extract results | installed | not available |
| - Inquiry mode that allows physician's office to check status of specimens with host | installed | 100% |
| • Reporting | | |
| - In exact format received from host lab/cumulative | installed/installed | 100%/100% |
| - Integration of host and physician's office lab results | not available | not available |
| - Display of new results for patient and/or clinic | installed | 100% |
| - Remote access available to on-call physicians | installed | installed |
| - Unattended printing of reports | installed | 100% |
| - Display current report with historical data on same screen | installed | 100% |
| - Graph historical results with current results for trend analysis | installed | 100% |
| • Physician can electronically sign reports to confirm review | installed | not available |
| • Physician can compose and send secure electronic messages to patients | not available | not available |
| • User-defined rule-based system and alerts in physician's office module | not available | 50% |
| • Electronic transfer of data to another physician's office | not available | 10% via report generator |
| - E-mail/encrypted e-mail | not available/not available | — |
| - Web reference or pointer to Web site/fax | not available/installed | — |
| • Physician's office orders supplies from host lab | not available | 25% |
| • Specimen pickup or courier requests to host lab | installed | 25% |
| • Financial | | |
| - Billing, collections, accounts receivable | installed | not available |
| - Electronic claims transfer/interfaces to billing systems | installed/installed | not available/not available |
| • Electronic medical record interface | installed | not available |
| • Interfaces to physician's office lab instruments | installed | not available |
| • Entry of physician's office lab results with edit checks | installed | not available |
| System cost: one-time or initial charges/monthly subscription fees | — | \$25k-\$50k/— |
| • Basis for increasing fees as physician offices or referring sites are added | no increase—flat fee per host lab, no matter how many referring sites are live | based on No. of practices/groups |
| • Situations where fees increase with additional services | no increase | if order entry is added to result transmission or vice versa or if report generator or scheduling modules are added |
| System priced on a cost-per-transaction basis? | no | no |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> • instrument-ready bar-code label generation in physician's office, removing potential labeling errors • true integration (not interface) with McKesson Horizon Lab LIS • reverse auto-registration with certain hospital information systems for billing purposes | <ul style="list-style-type: none"> • capable of interoperation with browser/Internet application (Multidata's MultiWeb) for hybrid approach • multi-user version can be implemented across LAN/WAN for large medical offices • add-on modules (report generator and scheduling) and custom functionality can be implemented for special clinics or settings |
| *PO=physician's office | | |
| **no other modules installed by vendor in institution | | |
| ***POPMS=physician office practice management system | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | |

Laboratory-provider links software

| Part 10 of 13 | Multidata Computer Systems Michael Slater mrslater@mul.com 160 Broadway, Suite 1010 New York, NY 10038 212-967-6700 www.mul.com | Orchard Software Kerry Foster sales@orchardsoft.com 701 Congressional Blvd., Suite 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com |
|---|--|--|
| Name of laboratory-provider links (LPL) software/system | MultiWeb | Orchard Copia |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 2006/2009 | 2000/February 2010 |
| Last major update of LPL software | 2009 | January 2010 |
| No. of host or central labs using software clinically | 5 | 68 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 2 | 54 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | 500+/0 | not tracked/— |
| No. of contracts for host labs signed in calendar year 2009 | 1 | 17 |
| Percentage of installations that have stand-alone LPL systems** | 0 | 5% |
| National and regional commercial labs that use LPL software | — | ProLab Pathology Services, NextWave Diagnostics, ViraCor, DCL Medical Laboratories, NorDx |
| No. of employees in entire company | 11 | 146 |
| • No. of employees dedicated to LPL software development, installation, support | 4 | 97 |
| Average time to install, build files, train office staff in a typical physician's office | 1 hour | 1 hour per staff member |
| Languages, other than English, supported by system | none | — |
| LIS, HIS, other interfaces (other than company's own products) | — | SCC Soft Computer, MisyS, McKesson, Healthpac, Medical Manager, QuadraMed, Telcor |
| Software modifications or modules required on host LIS to interface? | no | no |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | eClinicalWorks, NextGen, GE Healthcare, others | Allscripts, GE Healthcare, NextGen, others |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | — | Allscripts, eClinicalWorks, GE Healthcare, others |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | — | Allscripts, eClinicalWorks, GE Healthcare, others |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | frequent automatic updates of all demographics that have changed | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | LinkTools for HL7 socket connection | Covisint (Hilgraeve), Eilkey Bridge |
| Lab's test directory stored on physician office's resident portion of LPL system? | not applicable as no LPL software resides in the client site | not applicable as no LPL software resides in the client site |
| How results are returned to physician's office | PDF, individually segmented fields | block of text, PDF, individually segmented fields, HL7, fax, e-mail |
| Data interface standards operational | ASTM 1238, HL7 2.x, custom when required | ASTM 1238, HL7 2.x, Web services |
| System supports LOINC for identifying lab result database elements? | yes | yes |
| System architecture or functionality | standard Web browsers | thin proprietary client, standard Web browsers |
| Patient order and result database maintained on local PC? | no | no |
| • Software displays results and allows orders to be entered in an offline mode? | — | — |
| Online connections between physician's office and central or host system | public Internet connection (either dial-up or DSL/cable modem) | public Internet connection (either dial-up or DSL/cable modem) |
| Complete ASP solution for LPL system?/method of charging for ASP solution | yes/fixed monthly fee | yes/varies depending on user |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | 25% | 80% |
| - Advanced beneficiary notice printed if medical necessity criteria not met | available but not installed | 80% |
| - Local medical review policies can be viewed | 15% | installed |
| - Automatic routing of an order to different labs according to payer rules | available but not installed | 70% |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | 25%/available but not installed | 80%/installed |
| - Duplicate order checking/physician office-specific panels | 25%/25% | installed/80% |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | 25% | 40% |
| - Automatic handling of scheduled or standing orders | available but not installed | 40% |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | not available | 40% |
| • Bar-code collection label printing | 25% | installed |
| • Two-dimensional bar code on printed requisition | available but not installed | available but not installed |
| • Software adapted for use in phlebotomy or collection stations | available but not installed | 80% |
| • Result receipt | | |
| - Stored as a block of text | not available | 100% |
| - All items (result, reference range, units) stored as individual data elements | 100% | 100% |
| - Automatic parsing of report pages to extract results | not available | installed |
| - Inquiry mode that allows physician's office to check status of specimens with host | 100% | installed |
| • Reporting | | |
| - In exact format received from host lab/cumulative | 100%/100% | installed/installed |
| - Integration of host and physician's office lab results | not available | installed |
| - Display of new results for patient and/or clinic | 100% | 100% |
| - Remote access available to on-call physicians | 100% | installed |
| - Unattended printing of reports | not available | installed |
| - Display current report with historical data on same screen | 100% | installed |
| - Graph historical results with current results for trend analysis | 100% | installed |
| • Physician can electronically sign reports to confirm review | not available | installed |
| • Physician can compose and send secure electronic messages to patients | not available | not available |
| • User-defined rule-based system and alerts in physician's office module | 100% | installed |
| • Electronic transfer of data to another physician's office | available but not installed | 90% |
| - E-mail/encrypted e-mail | — | 10%/10% |
| - Web reference or pointer to Web site/fax | — | installed/80% |
| • Physician's office orders supplies from host lab | 20% | installed |
| • Specimen pickup or courier requests to host lab | not available | installed |
| • Financial | | |
| - Billing, collections, accounts receivable | not available | not available |
| - Electronic claims transfer/interfaces to billing systems | not available/not available | not available/60% |
| • Electronic medical record interface | not available | 60% |
| • Interfaces to physician's office lab instruments | not available | installed |
| • Entry of physician's office lab results with edit checks | not available | installed |
| System cost: one-time or initial charges/monthly subscription fees | \$5k-\$50k/\$1.5k-\$10k | \$25k-\$250k/\$1k-\$20k |
| • Basis for increasing fees as physician offices or referring sites are added | no increase—flat fee per host lab, no matter how many referring sites are live | as concurrent users are needed |
| • Situations where fees increase with additional services | if order entry is added to result transmission or vice versa or if report generator or scheduling modules are added | if additional host interfaces are added |
| System priced on a cost-per-transaction basis? | no | no |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> • capable of interoperation with thick client PC application (Multidata's MultiLink) for hybrid approach • tiered access/security control for large multi-facility/multi-site enterprises • add-on modules (report generator and scheduling) and custom functionality can be implemented for special clinics or settings | <ul style="list-style-type: none"> • very flexible, easy-to-use rules/decision support • customizable order-entry screens, reports, and requisitions by client and sign-in location • provides direct-to-client EMR integration and Internet access for order entry and result delivery |
| *PO=physician's office | | |
| **no other modules installed by vendor in institution | | |
| ***POPMS=physician office practice management system | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | |

Laboratory-provider links software

| | | |
|---|---|---|
| Part 11 of 13 | 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 1125 Oak St., Suite 303 Conway, AR 72032 501-327-7700, ext. 0 www.pathagility.com |
| Name of laboratory-provider links (LPL) software/system | Orchard Harvest Webstation | Pathagility DataPath |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 2000/February 2010 | 2007/February 2010 |
| Last major update of LPL software | September 2009 | February 2010 |
| No. of host or central labs using software clinically | 359 | 3 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 297 | 1 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | 1,850+/- | 500+/- |
| No. of contracts for host labs signed in calendar year 2009 | 32 | 2 |
| Percentage of installations that have stand-alone LPL systems** | 0 | 1% |
| National and regional commercial labs that use LPL software | EDP Biotech Corp., Gramic Research Laboratory, others | — |
| No. of employees in entire company | 146 | 6 |
| • No. of employees dedicated to LPL software development, installation, support | 97 | 3 |
| Average time to install, build files, train office staff in a typical physician's office | 1 hour per staff member | — |
| Languages, other than English, supported by system | — | — |
| LIS, HIS, other interfaces (other than company's own products) | GE Healthcare, NextGen, Misys, Allscripts, others | Elekta Impac, proprietary systems, others |
| Software modifications or modules required on host LIS to interface? | no | no |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | Allscripts, GE Healthcare, NextGen, others | e-MDs, proprietary systems |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | Allscripts, eClinicalWorks, GE Healthcare, others | e-MDs, proprietary systems |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | Allscripts, eClinicalWorks, GE Healthcare, others | e-MDs, proprietary systems |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time, other none (use proprietary mapping software) | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time, other none (use internal solution) |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | — | — |
| Lab's test directory stored on physician office's resident portion of LPL system? | no | not applicable as no LPL software resides in the client site |
| How results are returned to physician's office | block of text, PDF, individually segmented fields, HL7, fax, e-mail | block of text, PDF, individually segmented fields |
| Data interface standards operational | ASTM 1238, HL7 2.x, Web services | HL7 2.x, HL7 3.0, ANSI X12, XML, custom when required |
| System supports LOINC for identifying lab result database elements? | yes | yes |
| System architecture or functionality | thick client, PC, while connected to lab host; thin proprietary client; standard Web browsers | standard Web browsers |
| Patient order and result database maintained on local PC? | no | no |
| • Software displays results and allows orders to be entered in an offline mode? | — | — |
| Online connections between physician's office and central or host system | VPN, public Internet connection (either dial-up or DSL/cable modem) | public Internet connection (either dial-up or DSL/cable modem) |
| Complete ASP solution for LPL system?/method of charging for ASP solution | no/— | yes/fixed monthly fee (transaction-based plan negotiable) |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | 100% | available in June 2010 |
| - Advanced beneficiary notice printed if medical necessity criteria not met | 100% | available in June 2010 |
| - Local medical review policies can be viewed | installed | available in June 2010 |
| - Automatic routing of an order to different labs according to payer rules | 100% | available in June 2010 |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | 100%/100% | available but not installed/available in June 2010 |
| - Duplicate order checking/physician office-specific panels | 100%/100% | available in June 2010/available in June 2010 |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | 100% | available but not installed |
| - Automatic handling of scheduled or standing orders | 100% | available in June 2010 |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | 100% | available in June 2010 |
| • Bar-code collection label printing | 30% | available in June 2010 |
| • Two-dimensional bar code on printed requisition | available but not installed | available in June 2010 |
| • Software adapted for use in phlebotomy or collection stations | 100% | available in September 2010 |
| • Result receipt | | |
| - Stored as a block of text | 100% | installed |
| - All items (result, reference range, units) stored as individual data elements | 100% | installed |
| - Automatic parsing of report pages to extract results | 100% | installed |
| - Inquiry mode that allows physician's office to check status of specimens with host | 100% | installed |
| • Reporting | | |
| - In exact format received from host lab/cumulative | 100%/100% | installed/available but not installed |
| - Integration of host and physician's office lab results | 100% | installed |
| - Display of new results for patient and/or clinic | 100% | installed |
| - Remote access available to on-call physicians | 100% | installed |
| - Unattended printing of reports | 100% | installed |
| - Display current report with historical data on same screen | 100% | installed |
| - Graph historical results with current results for trend analysis | 100% | available in September 2010 |
| • Physician can electronically sign reports to confirm review | 100% | available in June 2010 |
| • Physician can compose and send secure electronic messages to patients | not available | available but not installed |
| • User-defined rule-based system and alerts in physician's office module | 100% | installed |
| • Electronic transfer of data to another physician's office | 100% | installed |
| - E-mail/encrypted e-mail | 10%/10% | installed/installed |
| - Web reference or pointer to Web site/fax | 50%/100% | installed/installed |
| • Physician's office orders supplies from host lab | not available | available but not installed |
| • Specimen pickup or courier requests to host lab | not available | available but not installed |
| • Financial | | |
| - Billing, collections, accounts receivable | not available | not available |
| - Electronic claims transfer/interfaces to billing systems | not available/100% | available in June 2010/installed |
| • Electronic medical record interface | not available | installed |
| • Interfaces to physician's office lab instruments | not available | available but not installed |
| • Entry of physician's office lab results with edit checks | not available | installed |
| System cost: one-time or initial charges/monthly subscription fees | \$7.5k-\$15k/— | 0-\$35k/\$0.25k-\$4.5k |
| • Basis for increasing fees as physician offices or referring sites are added | based on algorithm | based on volume, hardware and networking infrastructure, other factors |
| • Situations where fees increase with additional services | no increase | if order entry is added to result transmission or vice versa or dependent on services added after initial implementation (negotiable fixed fee) |
| System priced on a cost-per-transaction basis? | no | no (can negotiate/support a transaction cost model) |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> cost-effective Internet access for order entry and result look-up diagnosis code screening and destination filters provides order entry/results retrieval for reference lab testing | <ul style="list-style-type: none"> fresh, flexible LPL SaaS platform from a team with large national lab background focused on system agility, faster implementations, and value OrderPath EMR-to-LIS lab-order management/bi-directional interfacing platform adds value to labs, EMR vendors, and clinicians Web-based collaboration portal (ConnectPath) and multi-channel report distribution management tools (ReportPath) enhance the capabilities and extend the lifespan of LIS/EMR technology investments |
| *PO=physician's office | | |
| **no other modules installed by vendor in institution | | |
| ***POPMS=physician office practice management system | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | |

Laboratory-provider links software

| Part 12 of 13 | SCC Soft Computer Ellie Vahman ellie@softcomputer.com 5400 Tech Data Drive Clearwater, FL 33760 727-789-0100 www.softcomputer.com | Sunquest Information Systems Don Mounce donald.mounce@sunquestinfo.com 250 S. Williams Blvd. Tucson, AZ 85711 800-748-0692 www.sunquestinfo.com |
|--|---|---|
| Name of laboratory-provider links (LPL) software/system | SoftWeb | Sunquest ICE Physician Portal [†] (formerly Anglia ICE) |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 2003/February 2010 | 2000/2010 |
| Last major update of LPL software | December 2009 | 2010 |
| No. of host or central labs using software clinically | 39 | 104 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | not tracked | 104 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | not tracked/0 | 2,000+/ [†] 104 (United Kingdom, Denmark) |
| No. of contracts for host labs signed in calendar year 2009 | 4 | 11 |
| Percentage of installations that have stand-alone LPL systems** | 0 | 50% |
| National and regional commercial labs that use LPL software | confidential | 105 NHS hospital labs in the United Kingdom; 3 hospital labs in Denmark |
| No. of employees in entire company | 1,522 | 650 |
| • No. of employees dedicated to LPL software development, installation, support | 63 | — (included in LIS division) |
| Average time to install, build files, train office staff in a typical physician's office | 2–40 hours (depends on sophistication of installation) | 4 hours |
| Languages, other than English, supported by system | none | any |
| LIS, HIS, other interfaces (other than company's own products) | GE Healthcare, QuadraMed, McKesson, Keane, Perot, Siemens, Epic, HMS, Cerner, Eclipsys, Meditech, Stockell Insite, IntraNexus, others | Cerner, McKesson, Omnilab, iSoft, Technidata, CliniSys, Cerner, Détente, others |
| Software modifications or modules required on host LIS to interface? | no | no |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | Medical Manager, Healthworks, Alliance-Plus, Epic, Misys, GE Healthcare, Greenway, others | EMIS, TPP, InPS, others |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | not tracked | EMIS, TPP, InPS, others |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | not tracked | EMIS, TPP, InPS, others |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time, others | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, real-time interoperability |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | Ellkay, Boston Workstation, Halfpenny Technologies, Emdeon | none required |
| Lab's test directory stored on physician office's resident portion of LPL system? | no | not applicable as no LPL software resides in the client site |
| How results are returned to physician's office | block of text, PDF, individually segmented fields | block of text, PDF, individually segmented fields |
| Data interface standards operational | HL7 2.x, XML | ASTM 1238, HL7 2.x, XML, CDA, custom when required, UN Edifact |
| System supports LOINC for identifying lab result database elements? | no | yes |
| System architecture or functionality | thick client, PC, while connected to lab host; thin proprietary client; standard Web browser | thin proprietary client, standard Web browser (Internet Explorer) |
| Patient order and result database maintained on local PC? | no | yes |
| • Software displays results and allows orders to be entered in an offline mode? | — | yes |
| Online connections between physician's office and central or host system | VPN, public Internet connection (either dial-up or DSL/cable modem) | VPN, public Internet connection (either dial-up or DSL/cable modem) |
| Complete ASP solution for LPL system?/method of charging for ASP solution | yes/fixed monthly fee or transaction based—user's choice | yes/fixed monthly fee or transaction based—user's choice, others |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | installed | available in 2010 |
| - Advanced beneficiary notice printed if medical necessity criteria not met | installed | available in 2010 |
| - Local medical review policies can be viewed | installed | 100% |
| - Automatic routing of an order to different labs according to payer rules | not available | available in 2010 |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | installed/not available | 100%/100% |
| - Duplicate order checking/physician office-specific panels | installed/installed | 100%/100% |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | 100% | 100% |
| - Automatic handling of scheduled or standing orders | available but not installed | 100% |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | not available | available in 2010 |
| • Bar-code collection label printing | 90% | 100% |
| • Two-dimensional bar code on printed requisition | not available | 100% |
| • Software adapted for use in phlebotomy or collection stations | installed | 100% |
| • Result receipt | | |
| - Stored as a block of text | 100% | 100% (for microbiology/AP) |
| - All items (result, reference range, units) stored as individual data elements | 100% | 100% (for laboratory) |
| - Automatic parsing of report pages to extract results | not available | installed |
| - Inquiry mode that allows physician's office to check status of specimens with host | available but not installed | 100% |
| • Reporting | | |
| - In exact format received from host lab/cumulative | 100%/100% | 100% (for microbiology/AP)/100% (for lab) |
| - Integration of host and physician's office lab results | 100% | 100% |
| - Display of new results for patient and/or clinic | 100% | 100% |
| - Remote access available to on-call physicians | 100% | installed |
| - Unattended printing of reports | available in July 2010 | 100% |
| - Display current report with historical data on same screen | 100% | installed |
| - Graph historical results with current results for trend analysis | 100% | 100% |
| • Physician can electronically sign reports to confirm review | 100% | 100% |
| • Physician can compose and send secure electronic messages to patients | not available | available in 2011 |
| • User-defined rule-based system and alerts in physician's office module | installed | 100% |
| • Electronic transfer of data to another physician's office | not available | 100% |
| - E-mail/encrypted e-mail | installed/100% | installed/installed |
| - Web reference or pointer to Web site/fax | installed/not available | 100%/installed |
| • Physician's office orders supplies from host lab | available via SoftExpress | 100% |
| • Specimen pickup or courier requests to host lab | available but not installed | 100% |
| • Financial | | |
| - Billing, collections, accounts receivable | installed | available in 2011 |
| - Electronic claims transfer/interfaces to billing systems | installed/100% | installed/installed |
| • Electronic medical record interface | installed | installed |
| • Interfaces to physician's office lab instruments | available via SCC's SoftLab | available in 2011 |
| • Entry of physician's office lab results with edit checks | available via SCC's SoftLab | available in 2011 |
| System cost: one-time or initial charges/monthly subscription fees | 0–\$150k/\$1.5k–\$6k | — |
| • Basis for increasing fees as physician offices or referring sites are added | no increase—flat fee per host lab, no matter how many referring sites are live | — |
| • Situations where fees increase with additional services | if order entry is added to result transmission or vice versa | — |
| System priced on a cost-per-transaction basis? | yes (proprietary) | — |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> robust rules, billing methods, conditional order-entry logic, and user preferences to simplify patient registration, order entry, compliance, and specimen processing physician practice-specific, customizable dashboard views for quick results query, including levels of security permissions for viewing results and on-demand/scheduled collated chartable results reports and management-type reports fully integrated Web client of company's SoftLab LIS | <ul style="list-style-type: none"> seamless connectivity between laboratory outreach businesses and community-based referring physicians delivers workflow excellence, improving productivity and business processes while supporting criteria for meaningful use and integrating laboratory data throughout the enterprise customizable to the provider with a 10-year record of global clinical success for connectivity between laboratories and physicians |
| *PO=physician's office **no other modules installed by vendor in institution ***POPMS=physician office practice management system Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | [†] product available in the United States in the third quarter 2010; currently available in the United Kingdom |

Laboratory-provider links software

| | | |
|---|--|--|
| Part 13 of 13 | Telcor Mark Thornton mark.thornton@telcor.com 7101 A St. Lincoln, NE 68510 402-489-1207 www.telcor.com | VitalAxis Tharak Krishnamurthy tharak@vitalaxis.com 3811 Terrawood Court Rockville, MD 20853 301-850-2812 www.vitalaxis.com |
| Name of laboratory-provider links (LPL) software/system | Quick-Req/Quick-Results | VitalOffice |
| First ever/most recent installation of LPL software (based on Feb. 2010 survey deadline) | 2002/December 2009 | 2006/January 2010 |
| Last major update of LPL software | November 2009 | January 2010 |
| No. of host or central labs using software clinically | 19 | 16 |
| • No. of host labs that electronically transfer orders from PO* or other client system into LIS | 14 | 5 |
| No. of U.S. satellite or client locations installed/non-U.S. host installs (In what countries?) | 1,492/0 | 1,685/0 |
| No. of contracts for host labs signed in calendar year 2009 | 3 | 10 |
| Percentage of installations that have stand-alone LPL systems** | 100% | 25% |
| National and regional commercial labs that use LPL software | Physicians Laboratory Services, Bon Secours, DRL Laboratories | 53 laboratories (names not provided) |
| No. of employees in entire company | 80 | 50 |
| • No. of employees dedicated to LPL software development, installation, support | 11 | 45 |
| Average time to install, build files, train office staff in a typical physician's office | 1.5 hours | 40 hours |
| Languages, other than English, supported by system | Spanish | — |
| LIS, HIS, other interfaces (other than company's own products) | Sunquest, Siemens, Aspyra, Meditech, Cerner, McKesson, others | Seacoast, Vantage Systems, Biolmagene, others |
| Software modifications or modules required on host LIS to interface? | no | yes |
| EMR systems/POPMS*** interfaced to transfer patient demographics/billing info. to LPL system | Medisoft, Athena Health, Mountainside Software, Misys, Noteworthy, Greenway, iSalus Healthcare, Cerner, e-MDs, others | Allscripts, eClinicalWorks, Misys, GE Healthcare, Emdeon, gMed, NextGen, STI, MDeverywhere, Lytec, Medical Manager, Medical Mastermind |
| EMR systems/POPMS*** interfaced to send lab orders to LPL system | in development | Allscripts, Emdeon, gMed |
| EMR systems/POPMS*** interfaced to load lab results from LPL system back into EMR | Gamewood, eClinicalWorks, digiChart, MediNotes, Companion, Mountainside Software, Practice Partner, CPSI, Healthland | Meridian, Misys, eClinicalWorks, Sage, Provation, Greenway, GE Healthcare, UroChart, gMed, NextGen, Allscripts, others |
| How demographics/billing info. are transferred from EMR system or POPMS to LPL system | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time, others none (internal service) | one-time batch download/file transfer, daily update of demographics, frequent automatic updates of all demographics that have changed, LPL provides patient ID to EMR or POPMS and it replies in real time |
| External software tools/vendors used to transfer data from EMR syst. or POPMS to LPL syst. | none (internal service) | Mirth |
| Lab's test directory stored on physician office's resident portion of LPL system? | yes | yes |
| How results are returned to physician's office | block of text, PDF, individually segmented fields, images | block of text, PDF, individually segmented fields, fax |
| Data interface standards operational | HL7 2.x, HL7 3.0, ANSI X12, XML, custom when required | HL7 2.x, HL7 3.0, ANSI X12, XML, custom when required |
| System supports LOINC for identifying lab result database elements? | no | no |
| System architecture or functionality | thick client, PC, whether or not connected to lab host; thin proprietary client; modified Web browser and standard Web browsers for viewing results | standard Web browsers |
| Patient order and result database maintained on local PC? | yes | no |
| • Software displays results and allows orders to be entered in an offline mode? | yes | no |
| Online connections between physician's office and central or host system | VPN, public Internet connection (either dial-up or DSL/cable modem) | public Internet connection (either dial-up or DSL/cable modem) |
| Complete ASP solution for LPL system?/method of charging for ASP solution | yes/fixed monthly fee | yes/fixed monthly fee or transaction based—user's choice, other |
| Features (listed as a percentage of live installs or based on availability) | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | installed | not available |
| - Advanced beneficiary notice printed if medical necessity criteria not met | installed | not available |
| - Local medical review policies can be viewed | installed | not available |
| - Automatic routing of an order to different labs according to payer rules | installed | installed |
| - Printing of lab's requisitions/printing of requisitions for other lab providers | installed/installed | installed/installed |
| - Duplicate order checking/physician office-specific panels | installed/installed | installed/not available |
| • Electronic order entry (from physician's office to host) | | |
| - Transfer of patient demographics or insurance | installed | installed |
| - Automatic handling of scheduled or standing orders | installed | not available |
| - Automatic routing of orders to hospital or commercial labs depending on payer rules | installed | installed |
| • Bar-code collection label printing | installed | installed |
| • Two-dimensional bar code on printed requisition | installed | installed |
| • Software adapted for use in phlebotomy or collection stations | installed | installed |
| • Result receipt | | |
| - Stored as a block of text | installed | installed |
| - All items (result, reference range, units) stored as individual data elements | installed | installed |
| - Automatic parsing of report pages to extract results | not available | not available |
| - Inquiry mode that allows physician's office to check status of specimens with host | installed | installed |
| • Reporting | | |
| - In exact format received from host lab/cumulative | installed/installed | installed/not available |
| - Integration of host and physician's office lab results | installed | not available |
| - Display of new results for patient and/or clinic | installed | installed |
| - Remote access available to on-call physicians | installed | installed |
| - Unattended printing of reports | installed | 15% |
| - Display current report with historical data on same screen | installed | installed |
| - Graph historical results with current results for trend analysis | installed | available in June 2010 |
| • Physician can electronically sign reports to confirm review | not available | not available |
| • Physician can compose and send secure electronic messages to patients | not available | not available |
| • User-defined rule-based system and alerts in physician's office module | installed | not available |
| • Electronic transfer of data to another physician's office | installed | installed |
| - E-mail/encrypted e-mail | installed/installed | not available/not available |
| - Web reference or pointer to Web site/fax | not available/installed | installed/installed |
| • Physician's office orders supplies from host lab | installed | installed |
| • Specimen pickup or courier requests to host lab | installed | installed |
| • Financial | | |
| - Billing, collections, accounts receivable | installed | not available |
| - Electronic claims transfer/interfaces to billing systems | installed/installed | installed/installed |
| • Electronic medical record interface | installed | installed |
| • Interfaces to physician's office lab instruments | available but not installed | not available |
| • Entry of physician's office lab results with edit checks | available but not installed | not available |
| System cost: one-time or initial charges/monthly subscription fees | \$10k-\$50k (scalable)/to be determined (\$0.009k minimum) | — |
| • Basis for increasing fees as physician offices or referring sites are added | based on number of workstations | — |
| • Situations where fees increase with additional services | if order entry is added to result transmission or vice versa or if special billing functions, such as eligibility verification, are added | — |
| System priced on a cost-per-transaction basis? | no | — |
| Distinguishing product features (supplied by vendor) | <ul style="list-style-type: none"> • integration to Telcor billing information system improves overall efficiency and profitability • uses Internet for data transport, with Quick-Req entry at office • integrates with patient service center functionality | <ul style="list-style-type: none"> • advanced order-entry capability from physician offices, including anatomic diagrams and bar-coded technology • capability to track specimens from the point of collection to the laboratory and within the laboratory using 1D and 2D barcoding • alternative requisition functionality that allows for the case type and insurance to direct the laboratory, level of service, and billing request—controlled by the practice administrator |
| *PO=physician's office | | |
| **no other modules installed by vendor in institution | | |
| ***POPMS=physician office practice management system | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | |