

Laboratory-provider links software

Part 1 of 7	Atlas Medical Julie Pantalone sales@atlasmedical.com 26679 W. Agoura Rd. Calabasas, CA 91302 800-333-0070/818-340-7080 www.atlasmedical.com	Azalea Health Innovations Baha Zeidan info@azaleahealth.com 105 W. Central Ave. Valdosta, GA 31601 877-777-7686 www.azaleahealth.com	Blue Iris Division, Mitem Corp. Larry White info@mitem.com 640 Menlo Ave. Menlo Park, CA 94025 650-323-1500 www.blueiris.com
<i>See accompanying article on page 3</i> <i>See captodayonline.com/productguides for an interactive version of guide</i>			
Name of laboratory-provider links (LPL) software	Atlas LabWorks	Azalea LabHub	Blue Iris eLaborate
First ever/most recent installation of LPL software (based on Feb. 2012 survey deadline)	1995/February 2012	2008/December 2011	2005/October 2011
Last major update of LPL software	January 2012	January 2012	February 2012
No. of host or central labs using software clinically	140	3	24
• No. of host labs that electronically transfer orders from PO* or other client syst. to LIS	105	3	15
No. of U.S. satellite or client locations installed/Non-U.S. host installations	12,000+/-	334/0	476/0
No. of contracts for host labs signed in calendar year 2011	15	2	2
Percentage of installations that have standalone LPL systems**	100%	50%	100%
National and regional commercial labs that use LPL software	Sonic Healthcare USA, Cleveland Clinic, Avera Laboratory Network, Solstas Lab Partners, others	— (company focuses on hospital laboratories)	—
No. of employees in firm/In LPL systems development, installation, support	236/190	30/8	—
Average time to install, build files, train office staff in a typical physician's office	1-2 hours	2-3 hours	2 hours
Languages (other than English) supported by system	ABNs available in Spanish	none	—
Lab information system interfaces (other than company's own products)	Cerner, Orchard, SCC, Aspyra, Meditech, McKesson, Seacoast, Sunquest, others	Sunquest, Healthland	Cerner, Meditech, Allscripts, Siemens, Psyche, SCC Soft Computer, Sunquest, GE Healthcare
Software modifications or modules required on host LIS to interface EMR systems/POPMS*** interfaced to transfer patient demographics or billing information to LPL system	no Allscripts, Athena, AdvantX, eClinicalWorks, Acer, Greenway, MedPlexus, VitalWorks, others	no Medflow, Allscripts, eClinicalWorks, Azalea	no Allscripts, Aprima, AltaPoint, GE, eClinicalWorks, Greenway, Medent, NextGen, custom, others
EMR systems/POPMS interfaced to send lab orders to LPL system	Allscripts, Athena, eClinicalWorks, e-MDs, Epic, MedEvolve, Mitochon, NextGen, Sage, others	SOAPware, Praxis	Allscripts, Aprima, AltaPoint, GE, eClinicalWorks, Greenway, Medent, NextGen, custom, others
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	Allscripts, Aprima, Athena, eClinicalWorks, e-MDs, Epic, GE, Greenway, MedEvolve, Mitochon, others	SOAPware, Praxis	Allscripts, Aprima, AltaPoint, GE, eClinicalWorks, Greenway, Medent, NextGen, custom, others
How demographics or billing info. are transferred from EMR syst. or POPMS to LPL syst.	one-time batch download/file transfer, or in real time, or via host query, others	one-time batch download/file transfer, or in real time	one-time batch download/file transfer, or in real time, or via host query
External software tools to transfer data from EMR system or POPMS to LPL system	none	none	none
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	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	block of text, PDF, individually segmented fields, radiology and pathology images, graphs, others
Data interface standards operational	ASTM 1238, HL7 2.x, HL7 2.3.1, XML, custom when required	HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, XML, CDA, custom when required	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, ANSI X12, XML, custom when required, VT100, others
System supports LOINC for identifying lab result database elements	yes	yes	yes
Patient order and result database maintained on local PC	no	no	no
• Software displays results and allows orders to be entered in an offline mode	no	no	—
Complete ASP solution for LPL system/Method of charging for ASP solution	yes/fixed monthly fee or transaction based—user's choice	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	98%	100%	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	98%	100%	100%
- Local medical review policies can be viewed	98%	installed	100%
- Automatic routing of an order to different labs or hospitals according to payer rules	80%	100%	installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	98%/80%	installed/installed	100%/15%
- Duplicate order checking/Physician office-specific panels	98%/98%	100%/100%	installed/installed
• Automatic handling of scheduled or standing orders	98%	100%	installed
• Bar-code collection label printing	98%	100%	75%
• Two-dimensional bar code on printed requisition	15%	100%	75%
• Software adapted for use in phlebotomy or collection stations	80%	100%	installed
• Result receipt			
- Stored as a block of text	98%	100%	100%
- All items (result, reference range, units, etc.) stored as individual data elements	98%	100%	100%
- Automatic parsing of report pages to extract results	80%	100%	50%
- Inquiry mode that allows physician's office to check status of specimens with host	80%	100%	100%
• Reporting			
- In exact format received from host lab/Cumulative	50%/90%	100%/100%	100%/100%
- Integration of host and physician's office lab results	10%	100%	100%
- Display of new results for patient and/or clinic	98%	100%	100%
- Remote access available to on-call physicians	98%	100%	100%
- Unattended printing of reports	98%	not available	15%
- Display current report with historical data on same screen	98%	installed	100%
- Graph historical results with current results for trend analysis	98%	100%	100%
• Physician can electronically sign reports to confirm review	80%	100%	installed
• Physician can compose and send secure electronic messages to patients	10%	100%	available but not installed
• User-defined rule-based system and alerts in physician's office module	20%	80%	installed
• Electronic transfer of data to another physician's office	10%	100%	not available
- E-mail/Encrypted e-mail	available but not installed/available but not installed	100%/100%	not available/available but not installed
- Web reference or pointer to Web site/Fax	50%/5%	100%/100%	100%/not available
• Physician's office orders supplies from host lab	50%	100%	100%
• Specimen pickup or courier requests to host lab	available but not installed	100%	100%
• Financial			
- Billing, collections, accounts receivable	not available	available but not installed	not available
- Electronic claims transfer/Interfaces to billing systems	not available/30%	available but not installed/100%	not available/available but not installed
• Electronic medical record interface	80%	100%	100%
• Interfaces to physician's office lab instruments	2%	available in August 2012	available but not installed
• Entry of physician's office lab results with edit checks	2%	available in August 2012	available but not installed
System cost: one-time or initial charges/Monthly subscription fees	—	\$5,000-\$20,000/transactional	—
• Basis for increasing fees as physician offices or referring sites are added	various pricing models offered based on budgetary needs and requirements of the customer	no increase—flat fee per host lab, no matter how many referring sites are live	—
• Situations where fees increase with additional services	various pricing models offered based on budgetary needs and requirements of the customer	if order entry is added to result transmission or vice versa, or if special billing functions are added	—
System priced on a cost-per-transaction basis	yes	yes (\$0.45 per transaction)	—
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> • over 21 years of health care technology experience; cost-effective outreach solutions • drives clean order capture for the lab, regardless of where order originated, using iOn Interoperability Network • physicians offered "anytime-anywhere" access for CPOE and patient results from their mobile devices with Atlas Mobile module 	<ul style="list-style-type: none"> • can scale from lab ordering and resulting system to eRx and meaningful use-certified EHR • can attach photomicrographs to pathology lab results • includes insurance verification and address verification 	<ul style="list-style-type: none"> • a complete solution for clinical data integration from clinical labs, anatomic pathology, radiology, and clinical documents • 27 years of integration experience; system is a single-vendor platform for integrating hospital-based systems • complete non-invasive outreach solution for hospitals using Meditech Magic, with no modifications to Meditech system and no requirements to add 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 2 of 7	Brunston Corp. Donald Butler, PhD sales@brunston.com 967 E. ParkCenter Blvd., #133 Boise, ID 83706 208-968-7770 www.brunston.com	CareEvolve Brian T. Jones bjones@careevolve.com 481B Edward Ross Drive Elmwood Park, NJ 07407 888-322-5222 www.careevolve.com	Cerner Corp. Jennifer Walker jennifer.walker@cerner.com 2800 Rockcreek Parkway Kansas City, MO 63117 816-201-2854 www.cerner.com
Name of laboratory-provider links (LPL) software	Brio/Web†	CareEvolve Portal†	Cerner WebConnect
First ever/most recent installation of LPL software (based on Feb. 2012 survey deadline) Last major update of LPL software No. of host or central labs using software clinically • No. of host labs that electronically transfer orders from PO* or other client syst. to LIS No. of U.S. satellite or client locations installed/Non-U.S. host installations No. of contracts for host labs signed in calendar year 2011 Percentage of installations that have standalone LPL systems** National and regional commercial labs that use LPL software No. of employees in firm/In LPL systems development, installation, support Average time to install, build files, train office staff in a typical physician's office Languages (other than English) supported by system	2002/November 2011 October 2011 31 2 2,800/0 19 100% Trinity Health Systems 8/4 2 hours Spanish	1999/February 2012 October 2011 85 83 30,000+/- 8 100% BioReference Laboratories, Solstas Lab Partners, PathAdvantage, Alverno Clinical Laboratories, Omega Diagnostics, others 38/33 less than 1 hour ABNs available in Spanish	1997/February 2012 November 2011 36 34 not tracked/3 (Australia, Qatar, Saudi Arabia) 15 25% — 10,072/429 3 hours supports all non two-byte languages
Lab information system interfaces (other than company's own products) Software modifications or modules required on host LIS to interface EMR systems/POPMS*** interfaced to transfer patient demographics or billing information 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 How demographics or billing info. are transferred from EMR syst. or POPMS to LPL syst. External software tools to transfer data from EMR system or POPMS to LPL system	Cerner, McKesson, Meditech, Antek, SCC Soft Computer yes (Brunston Securo/Exchange) NextGen, Allscripts, GE, eClinicalWorks, Prime Clinical Systems, Praxis NextGen, Allscripts, GE, eClinicalWorks, Prime Clinical Systems, Praxis NextGen, Allscripts, GE, eClinicalWorks, Prime Clinical Systems, Praxis in real time none (uses Brunston Securo/Exchange)	Cerner, Meditech, McKesson, Epic, Orchard, SCC Soft Computer, Sunquest, CPSI, Antek, Seacoast, HMS, Hex, homegrown, others yes (HL7 or PDF export module) Athena, Allscripts, MD Everywhere, Practice Partners, e-MDs, Sage, Medisoft, many others eClinicalWorks, e-MDs, GE, Greenway, Allscripts, NextGen, Sage, Epic, many others eClinicalWorks, e-MDs, GE, Greenway, Allscripts, NextGen, Sage, Epic, digiChart, many others one-time batch download/file transfer, or in real time, or via host query, others Ellkay Transfer and VPN software	Sunquest, GE Healthcare, Orchard Software no Allscripts, Alteer, Sage, McKesson, Praxis, Cerner, ECW, EHS, e-MDs, Encite, Epic, GE, Healthland, Spring Medical Systems, others — Allscripts, Alteer, Sage, McKesson, Praxis, Cerner, ECW, EHS, e-MDs, Encite, Epic, GE, Healthland, Spring Medical Systems, others one-time batch download/file transfer, or via host query Ellkay, Certify Data Systems
Lab's test directory stored on physician office's resident portion of LPL system How results are returned to physician's office Data interface standards operational System supports LOINC for identifying lab result database elements	yes individually segmented fields ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 3, XML, custom when required no	not applicable as no LPL software resides in the client site block of text, PDF, individually segmented fields ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML, CDA, custom when required, others yes	not applicable as no LPL software resides in the client site block of text, PDF, individually segmented fields HL7 2.x, XML, custom when required yes
Patient order and result database maintained on local PC • Software displays results and allows orders to be entered in an offline mode Complete ASP solution for LPL system/Method of charging for ASP solution	yes yes yes/fixed monthly fee or transaction based—user's choice	no — yes/fixed monthly fee or transaction based—user's choice; per doctor	no — yes/transaction based
Features (listed as a percentage of live installs or based on availability) • Order entry - Medicare compliance checking using carrier-specific rules - Advanced beneficiary notice printed if medical necessity criteria not met - Local medical review policies can be viewed - Automatic routing of an order to different labs or hospitals according to payer rules - Printing of lab's requisitions/Printing of requisitions for other lab providers - Duplicate order checking/Physician office-specific panels • Automatic handling of scheduled or standing orders • Bar-code collection label printing • Two-dimensional bar code on printed requisition • Software adapted for use in phlebotomy or collection stations • Result receipt - Stored as a block of text - All items (result, reference range, units, etc.) stored as individual data elements - Automatic parsing of report pages to extract results - Inquiry mode that allows physician's office to check status of specimens with host • Reporting - In exact format received from host lab/Cumulative - Integration of host and physician's office lab results - Display of new results for patient and/or clinic - Remote access available to on-call physicians - Unattended printing of reports - Display current report with historical data on same screen - Graph historical results with current results for trend analysis • Physician can electronically sign reports to confirm review • Physician can compose and send secure electronic messages to patients • User-defined rule-based system and alerts in physician's office module • Electronic transfer of data to another physician's office - E-mail/Encrypted e-mail - Web reference or pointer to Web site/Fax • Physician's office orders supplies from host lab • Specimen pickup or courier requests to host lab • Financial - Billing, collections, accounts receivable - Electronic claims transfer/Interfaces to billing systems • Electronic medical record interface • Interfaces to physician's office lab instruments • Entry of physician's office lab results with edit checks	100% 100% — — 100%/— 100%/100% 100% 100% — installed — 100% — 100% — 100% — installed — installed — 100%/— — 100% — —/100% 30% — —	100% 100% 100% 100% 100%/100% 100%/100% installed 100% 50% 100% 10% 90% not available installed 10%/installed installed 100% 100% 100% 100% 100% 100% 100% 100% available but not installed 100% 100% installed/50% installed/100% 25% 100% not available not available/10% 100% not available —	50% 50% installed (via embedded Internet links) 90% 100%/available but not installed 100%/installed 95% 100% (for sites entering orders) not available 80% 100% 100% not available 75% 100%/100% available via Cerner ambulatory office solution 100% 100% available via Cerner LIS 100% 100% available via Cerner ambulatory office solution available via Cerner ambulatory office solution available via Cerner ambulatory office solution available via Cerner ambulatory office solution not available/not available not available/not available 10% 10% available via Cerner ambulatory office solution both avail. via Cerner ambulatory office solution 40% available via Cerner ambulatory office solution available via Cerner ambulatory office solution
System cost: one-time or initial charges/Monthly subscription fees • Basis for increasing fees as physician offices or referring sites are added • Situations where fees increase with additional services System priced on a cost-per-transaction basis	— based on No. of practices/groups or No. of physicians of record Securo/Exchange, Securo/Med separate price no	0-\$70,000/\$1,200-\$7,000 multiple options based on type of lab and use of system if order entry is added to result transmission or vice versa, or as interfaces are built to EMRs no	— — — yes
Distinguishing product features (supplied by company) *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	• Web-based access to richly functioning ordering/resulting application • EMR interface support with Securo/Exchange • physician- and patient-secure data exchange with Securo/Med and patient voice resulting system †formerly Brio2000 Link	• lab-owned vendor that provides unique knowledge of the lab and outreach industry • dedicated project management, interface development, and customer support resources—all residing in the United States • minimal amount of clicks to place an order; certified across all browsers, including mobile browsers †formerly LabEvolve	• allows lab to automate order entry, graph and trend lab results, store patient results with secure access to real-time online viewing, more • Web portal hosted in Cerner's HIPAA-enabling, ISO 9001:2000-certified data center • Web portal allows labs to leverage Cerner's connection and communication technologies to better integrate with provider systems, health systems, and HIEs

Laboratory-provider links software

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See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	Emdeon Clinician	4medica Laboratory Suite (Lab4/Path4)	ITF-GoDoc Mobile Results Reporting and OE
First ever/most recent installation of LPL software (based on Feb. 2012 survey deadline)	1999/February 2012	1998/—	2008/January 2012
Last major update of LPL software	October 2011	December 2011	November 2011
No. of host or central labs using software clinically	300	100+	20
• No. of host labs that electronically transfer orders from PO* or other client syst. to LIS	170	90	0
No. of U.S. satellite or client locations installed/Non-U.S. host installations	~5,000/—	35,000+/0	450/0
No. of contracts for host labs signed in calendar year 2011	—	6	9
Percentage of installations that have standalone LPL systems**	40%	80%	10%
National and regional commercial labs that use LPL software	Ameripath, Aurora Diagnostics, BioReference Laboratories, Avero Laboratories, Bostwick Laboratories, many others	Quest Diagnostics, LabCorp	LabCorp, RML, Sunrise, Enzo
No. of employees in firm/in LPL systems development, installation, support	3,200+/40+	75/55	65/25
Average time to install, build files, train office staff in a typical physician's office	2.5 hours	2-4 hours	1 hour
Languages (other than English) supported by system	Spanish	Spanish	—
Lab information system interfaces (other than company's own products)	Antek, Atlas, Cerner, CPSI, Hex, Meditech, Sunquest, Orchard, many others	Sunquest, Meditech, McKesson, SCC Soft Computer, GE Healthcare, Hex, Cerner, others	Sunquest, Cerner, Meditech, McKesson, Orchard, Cortex, NetLims, Psyche, SCC Soft Computer, Seacoast, Siemens, many others
Software modifications or modules required on host LIS to interface	yes (lab module may have to be purchased if LIS does not include outgoing/incoming interfaces)	yes (HL7)	no
EMR systems/POPMS*** interfaced to transfer patient demographics or billing information to LPL system	Siemens, Cerner, NextGen, Allscripts, GE Healthcare, Epic, many others	120+ systems (names not provided)	none (handled in ITF-Hub)
EMR systems/POPMS interfaced to send lab orders to LPL system	Allscripts, GE Healthcare, Greenway, Sage, eClinicalWorks, many others	30+ systems (names not provided)	none (handled in ITF-Hub)
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	eClinicalWorks, Allscripts, McKesson, NextGen, Healthland, many others	50+ systems (names not provided)	none (handled in ITF-Hub)
How demographics or billing info. are transferred from EMR syst. or POPMS to LPL syst.	one-time batch download/file transfer, or in real time, or via host query, or ADT push/pull	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer, or in real time, or via host query, or Web services
External software tools to transfer data from EMR system or POPMS to LPL system	Elkay	none	none
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	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	block of text, PDF, individually segmented fields
Data interface standards operational	ASTM 1238, HL7 2.x, HL7 2.3.1, ANSI X12, XML, custom when required	HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, XML, custom when required	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML, CDA, custom when required, others
System supports LOINC for identifying lab result database elements	yes	yes	yes
Patient order and result database maintained on local PC	no	no	yes
• Software displays results and allows orders to be entered in an offline mode	no	—	yes
Complete ASP solution for LPL system/Method of charging for ASP solution	yes/fixed monthly fee; per provider per month	yes/fixed monthly fee or transaction based—user's choice	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	installed	100%	available but not installed
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	100%	available but not installed
- Local medical review policies can be viewed	installed	100%	available but not installed
- Automatic routing of an order to different labs or hospitals according to payer rules	installed	100%	available but not installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	100%/100%	available but not installed/available but not installed
- Duplicate order checking/Physician office-specific panels	installed/installed	100%/100%	available but not installed/available but not installed
• Automatic handling of scheduled or standing orders	installed	80%	available but not installed
• Bar-code collection label printing	installed	75%	available but not installed
• Two-dimensional bar code on printed requisition	installed	25%	available but not installed
• Software adapted for use in phlebotomy or collection stations	installed	75%	available but not installed
• Result receipt			
- Stored as a block of text	installed	20%	100%
- All items (result, reference range, units, etc.) stored as individual data elements	installed	90%	100%
- Automatic parsing of report pages to extract results	installed	100%	100%
- Inquiry mode that allows physician's office to check status of specimens with host	not available	100%	100%
• Reporting			
- In exact format received from host lab/Cumulative	installed/installed	95%/30%	100%/80%
- Integration of host and physician's office lab results	installed	30%	70%
- Display of new results for patient and/or clinic	installed	100%	100%
- Remote access available to on-call physicians	installed	100%	100%
- Unattended printing of reports	installed	100%	—
- Display current report with historical data on same screen	installed	100%	50%
- Graph historical results with current results for trend analysis	installed	100%	available in second quarter 2012
• Physician can electronically sign reports to confirm review	not available	100%	90%
• Physician can compose and send secure electronic messages to patients	not available	available but not installed	50%
• User-defined rule-based system and alerts in physician's office module	not available	75%	80%
• Electronic transfer of data to another physician's office	installed	100%	10%
- E-mail/Encrypted e-mail	not available/not available	not available/25%	not available/—
- Web reference or pointer to Web site/Fax	installed/not available	available but not installed/installed	20%/10%
• Physician's office orders supplies from host lab	installed	15%	not available
• Specimen pickup or courier requests to host lab	not available	100%	not available
• Financial			
- Billing, collections, accounts receivable	installed	available but not installed	not available
- Electronic claims transfer/Interfaces to billing systems	installed/installed	available but not installed/75%	not available/10%
• Electronic medical record interface	installed	50%	80%
• Interfaces to physician's office lab instruments	available but not installed	5%	20%
• Entry of physician's office lab results with edit checks	available in December 2012	installed	20%
System cost: one-time or initial charges/Monthly subscription fees	—	—	0-\$5,000/\$20-\$30
• Basis for increasing fees as physician offices or referring sites are added	based on No. of physicians of record	in practice model, flat fee increase per location; in transaction model, no fee increase for additional sites/users	no increase—flat fee per host lab, no matter how many referring sites are live; or based on No. of practices/groups with e-prescribing
• Situations where fees increase with additional services	if order entry is added to result transmission or vice versa, or if special billing functions are added	in practice model, no fee increase; in transaction model, fees may increase/decrease based on use	
System priced on a cost-per-transaction basis	no	—	yes (\$0.50 per transaction)
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> satisfies meaningful use through EMR Lite functionality, including orders, results, e-prescribing, claims processing, more company has provided health care data exchange for more than 20 years processed more than 6.4 billion health care transactions in 2011 	distinguishing features not provided	<ul style="list-style-type: none"> deep library of EHR connections at 160 and growing designed from the ground up to be a cloud- and software-as-a-service-based offering total solution—company provides software, project management, and implementation; no hardware, databases, etc. to manage
*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 4 of 7	Halfpenny Technologies Jim Whitehurst jwhitehurst@halfpenny.com 725 Skippack Pike, Suite 100 Blue Bell, PA 19422 855-277-9100, ext. 145 www.halfpenny.com	Lifepoint Informatics Vincent Gryscavage sales@lifepoint.com 65 Harristown Rd. Glen Rock, NJ 07452 201-447-9991 www.lifepoint.com	LigoLab Information Systems Suren Avunjian suren@ligolab.com 500 N. Central Ave., Suite 930 Glendale, CA 91203 800-544-6522 www.ligolab.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	ITF-Portal	LPI Web Provider Portal†	LigoLab Connect
First ever/most recent installation of LPL software (based on Feb. 2012 survey deadline)	2008/December 2011	2000/February 2012	2006/January 2012
Last major update of LPL software	June 2011	December 2011	June 2011
No. of host or central labs using software clinically	44	218	18
• No. of host labs that electronically transfer orders from PO* or other client syst. to LIS	28	189	—
No. of U.S. satellite or client locations installed/Non-U.S. host installations	2,300/0	100,000+/2 (Canada, St. Kitts)	500+/0
No. of contracts for host labs signed in calendar year 2011	27	18	4
Percentage of installations that have standalone LPL systems**	0	less than 1%	30%
National and regional commercial labs that use LPL software	LabCorp, Solstas Lab Partners, BJC HealthCare, Sharp HealthCare, ACL, others	Memorial Hermann Health System, University of California at San Francisco, others	PAML, West Pacific Medical Laboratory, Summit Pathology
No. of employees in firm/In LPL systems development, installation, support	65/25	50+/50+	21/3
Average time to install, build files, train office staff in a typical physician's office	3 hours	less than 1 hour	15–30 minutes
Languages (other than English) supported by system	—	Spanish	fully supports internationalization (translations available on request)
Lab information system interfaces (other than company's own products)	Sunquest, Meditech, McKesson, Orchard, Cerner, NetLims, Psyche, Seacoast, CPSI, others	Cerner, SCC Soft Computer, Sunquest, McKesson, Meditech, Antek, Orchard, Psyche, Seacoast, others	Allscripts, Meditech, Cerner, Schuyler House, others
Software modifications or modules required on host LIS to interface EMR systems/POPMS*** interfaced to transfer patient demographics or billing information to LPL system	no none (handled in ITF-Hub)	no Medent, NextGen, Altos, Allscripts, GE, digiChart, eClinicalWorks, e-MDs, Epic, Greenway, Aprima, many others	no Allscripts, Praxis, Cerner, NextGen, AIM, ACS, Entre Technologies, Aprima, eClinicalWorks, e-MDs, others
EMR systems/POPMS interfaced to send lab orders to LPL system	none (handled in ITF-Hub)	Medent, NextGen, Altos, Allscripts, GE, digiChart, eClinicalWorks, e-MDs, Epic, Greenway, Aprima, many others	Allscripts, Praxis, Cerner, NextGen, AIM, ACS, Entre Technologies, Aprima, eClinicalWorks, e-MDs, others
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	none (handled in ITF-Hub)	Medent, NextGen, Altos, Allscripts, GE, digiChart, eClinicalWorks, e-MDs, Epic, Greenway, Aprima, many others	Allscripts, Praxis, Cerner, NextGen, AIM, ACS, Entre Technologies, Aprima, eClinicalWorks, e-MDs, others
How demographics or billing info. are transferred from EMR syst. or POPMS to LPL syst.	one-time batch download/file transfer, or in real time, or via host query, or Web services	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer, or in real time
External software tools to transfer data from EMR system or POPMS to LPL system	none	yes (names of tools not provided)	yes (names of tools not provided)
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	no
How results are returned to physician's office	block of text, PDF, individually segmented fields	block of text, PDF, individually segmented fields, CCD, CCR, Flat file, encrypted e-mail	block of text, PDF, individually segmented fields
Data interface standards operational	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML, CDA, custom when required, others yes	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML, CDA, custom when required, others yes	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML
System supports LOINC for identifying lab result database elements	yes	yes	yes
Patient order and result database maintained on local PC	no	no	no
• Software displays results and allows orders to be entered in an offline mode	—	—	no
Complete ASP solution for LPL system/Method of charging for ASP solution	yes/fixed monthly fee or transaction based—user's choice	yes/variable monthly basis	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	60%	100%	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	60%	100%	installed
- Local medical review policies can be viewed	10%	100%	not available
- Automatic routing of an order to different labs or hospitals according to payer rules	40%	100%	installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	60%/40%	100%/65%	installed/installed
- Duplicate order checking/Physician office-specific panels	60%/40%	100%/100%	installed/installed
• Automatic handling of scheduled or standing orders	10%	100%	installed
• Bar-code collection label printing	60%	100%	installed
• Two-dimensional bar code on printed requisition	10%	65%	installed
• Software adapted for use in phlebotomy or collection stations	20%	85%	installed
• Result receipt			
- Stored as a block of text	20%	100%	installed
- All items (result, reference range, units, etc.) stored as individual data elements	100%	100%	installed
- Automatic parsing of report pages to extract results	100%	100%	installed
- Inquiry mode that allows physician's office to check status of specimens with host	100%	100%	installed
• Reporting			
- In exact format received from host lab/Cumulative	100%/80%	100%/25%	installed/installed
- Integration of host and physician's office lab results	10%	installed	installed
- Display of new results for patient and/or clinic	100%	100%	installed
- Remote access available to on-call physicians	100%	100%	installed
- Unattended printing of reports	80%	100%	installed
- Display current report with historical data on same screen	50%	100%	installed
- Graph historical results with current results for trend analysis	40%	100%	installed
• Physician can electronically sign reports to confirm review	30%	100%	available but not installed
• Physician can compose and send secure electronic messages to patients	20%	25%	installed
• User-defined rule-based system and alerts in physician's office module	60%	100%	available but not installed
• Electronic transfer of data to another physician's office	10%	50%	installed
- E-mail/Encrypted e-mail	not available/20%	installed/installed	available but not installed/available but not installed
- Web reference or pointer to Web site/Fax	10%/20%	installed/installed	installed/installed
• Physician's office orders supplies from host lab	not available	85%	installed
• Specimen pickup or courier requests to host lab	30%	70%	installed
• Financial			
- Billing, collections, accounts receivable	not available	not available	available but not installed
- Electronic claims transfer/Interfaces to billing systems	not available/20%	not available/85%	installed/installed
• Electronic medical record interface	80%	100%	installed
• Interfaces to physician's office lab instruments	10%	not available	installed
• Entry of physician's office lab results with edit checks	5%	25%	installed
System cost: one-time or initial charges/Monthly subscription fees	0–\$10,000/\$500–\$1,000	0–\$60,000/\$500–\$22,000	—
• 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, others	no increase—flat fee per host lab, no matter how many referring sites are live, or based on No. of practices/groups, others	based on No. of physicians of record
• Situations where fees increase with additional services	if order entry is added to result transmission or vice versa, others	depends on functionality requested	if special billing functions are added
System priced on a cost-per-transaction basis	yes (\$0.50 per transaction)	no	yes
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> • deep library of EHR connections at 160 and growing • designed from the ground up to be a cloud- and software-as-a-service-based offering • total solution—company provides software, project management, and implementation; no hardware, databases, etc. to manage 	<ul style="list-style-type: none"> • ONC-ATCB-certified technology • comprehensive, ready-to-go EMR interface library (EMRHub) reduces time to market and provides immediate benefit • CPOE Connect works with any EMR and acts as a lab order-entry plugin to provide clean, compliant, and validated ancillary orders 	<ul style="list-style-type: none"> • highly integrated system with document imaging, specimen tracking, clinical, AP, molecular, digital pathology, billing, more • rule-based system that can be configured to adapt all workflows; dynamic report templates per client • robust, scalable, and 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, Labtest Systems	

Laboratory-provider links software

Part 5 of 7	McKesson Joseph R. Stabile joseph.stabile@mckesson.com 5995 Windward Parkway Alpharetta, GA 30005 404-338-4363 www.mckesson.com/laboratory	OptumInsight Nicole Spencer nspencer@axolotl.com 160 W. Santa Clara St., Suite 1000 San Jose, CA 95113 408-920-0800 www.axolotl.com	Orchard Software Kerry Foster sales@orchardsoft.com 701 Congressional Blvd., Suite 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	Horizon OutReach for Lab	Optum Health Information Exchange [†]	Orchard Copia
First ever/most recent installation of LPL software (based on Feb. 2012 survey deadline)	1999/March 2011	1995/February 2012	2000/February 2012
Last major update of LPL software	March 2011	February 2012	January 2012
No. of host or central labs using software clinically	25	200+	118
• No. of host labs that electronically transfer orders from PO* or other client syst. to LIS	5	8+	92
No. of U.S. satellite or client locations installed/Non-U.S. host installations	1,500+/0	2,000+/0	not tracked/—
No. of contracts for host labs signed in calendar year 2011	3	—	20
Percentage of installations that have standalone LPL systems**	0	0	10%
National and regional commercial labs that use LPL software	—	Quest, LabCorp, others	ProLab Pathology Services, NextWave Diagnostics, ViraCor, Predictive Bioscience, NorDx, Yosemite Pathology, others
No. of employees in firm/In LPL systems development, installation, support	44,000/80 (for all LIS-related solutions)	—	180/109
Average time to install, build files, train office staff in a typical physician's office	1 hour	18 hours (depends on data volume/No. of feeds)	1 hour per staff member
Languages (other than English) supported by system	ABNs available in Spanish	none	none
Lab information system interfaces (other than company's own products)	none	Cerner, Allscripts, SCC Soft Computer, CompuLab, Siemens, McKesson, QuadraMed, GE, Meditech, Epic, others	Antek, Meditech, Schuyler House, Cerner, CPSI, Sunquest, SCC Soft Computer, McKesson, CSS, Psyche, Siemens, others
Software modifications or modules required on host LIS to interface EMR systems/POPMS*** interfaced to transfer patient demographics or billing information to LPL system	no SRS Software, GE Healthcare, Turbo-Doc, NextGen, Allscripts, Bizmatics/Prognosis via InteHealth, others	no Greenway, eClinicalWorks, Allscripts, Practice Partner, Epic, GE, NextGen, SOAPware, Medent, CareTracker, others	no Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others
EMR systems/POPMS interfaced to send lab orders to LPL system	Epic, Orchard, GE Healthcare, Allscripts	none	Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	SRS Software, GE Healthcare, Turbo-Doc, NextGen, Allscripts, Bizmatics/Prognosis via InteHealth, others	Greenway, eClinicalWorks, Allscripts, Practice Partner, Epic, GE, NextGen, SOAPware, Medent, CareTracker, others	Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others
How demographics or billing info. are transferred from EMR syst. or POPMS to LPL syst.	one-time batch download/file transfer, or in real time, or Boston Workstation, Relay Health	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer, or in real time, or via host query
External software tools to transfer data from EMR system or POPMS to LPL system	Boston Workstation, Data Innovations, Relay Health	none	Covisint, Ellkay Bridge, Boston Workstation
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	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, individually segmented fields	block of text, PDF, individually segmented fields, HL7, fax, e-mail
Data interface standards operational	HL7 2.x	HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML, CDA, custom when required, NCPDP	ASTM 1238, HL7 2.3.1, HL7 2.3.5, ANSI X12, custom when required, Web services
System supports LOINC for identifying lab result database elements	yes	yes	yes
Patient order and result database maintained on local PC	no	no	no
• Software displays results and allows orders to be entered in an offline mode	—	—	—
Complete ASP solution for LPL system/Method of charging for ASP solution	yes/fixed monthly fee	yes/fixed monthly fee	yes/annually, monthly, or quarterly—depending on client needs
Features (listed as a percentage of live installs or based on availability)			
• Order entry			
- Medicare compliance checking using carrier-specific rules	installed	not available	80%
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	installed	80%
- Local medical review policies can be viewed	not available	installed	installed
- Automatic routing of an order to different labs or hospitals according to payer rules	not available	available but not installed	70%
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	installed/installed	80%/installed
- Duplicate order checking/Physician office-specific panels	installed/installed	not available/installed	installed/80%
• Automatic handling of scheduled or standing orders	installed	installed	40%
• Bar-code collection label printing	installed	installed	installed
• Two-dimensional bar code on printed requisition	installed	not available	installed
• Software adapted for use in phlebotomy or collection stations	installed	not available	80%
• Result receipt			
- Stored as a block of text	installed	100%	100%
- All items (result, reference range, units, etc.) stored as individual data elements	installed	100%	100%
- Automatic parsing of report pages to extract results	installed	100%	installed
- Inquiry mode that allows physician's office to check status of specimens with host	installed	available but not installed	installed
• Reporting			
- In exact format received from host lab/Cumulative	installed/installed	100%/100%	installed/installed
- Integration of host and physician's office lab results	not available	100%	installed
- Display of new results for patient and/or clinic	installed	100%	100%
- Remote access available to on-call physicians	installed	100%	installed
- Unattended printing of reports	installed	100%	installed
- Display current report with historical data on same screen	installed	100%	installed
- Graph historical results with current results for trend analysis	installed	100%	installed
• Physician can electronically sign reports to confirm review	installed	installed	installed
• Physician can compose and send secure electronic messages to patients	not available	installed	not available
• User-defined rule-based system and alerts in physician's office module	not available	installed	installed
• Electronic transfer of data to another physician's office	not available	100%	90%
- E-mail/Encrypted e-mail	not available/not available	not available/not available	10%/10%
- Web reference or pointer to Web site/Fax	not available/installed	100%/installed	installed/80%
• Physician's office orders supplies from host lab	not available	not available	installed
• Specimen pickup or courier requests to host lab	installed	not available	installed
• Financial			
- Billing, collections, accounts receivable	installed	not available	not available
- Electronic claims transfer/Interfaces to billing systems	installed/installed	not available/not available	not available/60%
• Electronic medical record interface	installed	installed	80%
• Interfaces to physician's office lab instruments	installed	not available	not available
• Entry of physician's office lab results with edit checks	installed	installed	not available
System cost: one-time or initial charges/Monthly subscription fees	—	\$15,000/\$1,200	\$100,000–\$250,000/—
• 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	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	no increase	if order entry is added to result transmission or vice versa	if additional host interfaces are added
System priced on a cost-per-transaction basis	no	no	no
Distinguishing product features (supplied by company)	<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 Horizon Lab LIS reverse auto-registration with certain hospital information systems for billing purposes 	<ul style="list-style-type: none"> provides results delivery into any 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 direct-to-client EMR integration and Internet access for order entry and result delivery order-entry screens, reports, and requisitions can be configured uniquely by client and sign-in location integration tool for outreach: bolt on to legacy LIS; very flexible, easy to use, rules/decision support
*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 Axolotl Elysium Exchange	

Laboratory-provider links software

Part 6 of 7	Orchard Software Kerry Foster sales@orchardsoft.com 701 Congressional Blvd., Suite 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com	Pathagility, LLC Mark McCuin mark@pathagility.com 10810 Executive Center Drive, Suite 100 Little Rock, AR 72211 888-222-2792 www.pathagility.com	Psyche Systems Corp. Brian Keefe brianke@psychesystems.com 25 Birch St., Building B, Suite 200 Milford, MA 01757 508-473-1500 www.psychesystems.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	Orchard Harvest Webstation	ReportPath	e.lixa
First ever/most recent installation of LPL software (based on Feb. 2012 survey deadline)	2000/February 2012	2007/February 2012	2004/February 2012
Last major update of LPL software	January 2012	December 2011	October 2011
No. of host or central labs using software clinically	402	7	47
• No. of host labs that electronically transfer orders from PO* or other client syst. to LIS	338	3	not tracked
No. of U.S. satellite or client locations installed/Non-U.S. host installations	not tracked/—	1,000+/-	—
No. of contracts for host labs signed in calendar year 2011	18	2	13
Percentage of installations that have standalone LPL systems**	0	2%	less than 5%
National and regional commercial labs that use LPL software	EDP Ciotech Corp., Gramic Research Laboratory, Oxford Immunotec, others	—	confidential
No. of employees in firm/In LPL systems development, installation, support	180/109	7/4	48/14
Average time to install, build files, train office staff in a typical physician's office	1 hour per staff member	1 hour	less than 4 hours
Languages (other than English) supported by system	none	none	—
Lab information system interfaces (other than company's own products)	Antek, Meditech, Cerner, CPSI, Sunquest, SCC Soft Computer, McKesson, CSS, Siemens, Psyche, QuadraMed, others	Small Business Computers of New England, Sunquest, proprietary systems, others	Siemens, Sunquest
Software modifications or modules required on host LIS to interface EMR systems/POPMS*** interfaced to transfer patient demographics or billing information to LPL system	no Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others	no —	no McKesson, Siemens
EMR systems/POPMS interfaced to send lab orders to LPL system	Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others	Allscripts, digiChart, McKesson, eClinicalWorks, UroChart, e-MDs, proprietary systems, others	Allscripts
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others	Allscripts, digiChart, McKesson, eClinicalWorks, UroChart, e-MDs, proprietary systems, others	Practice Partner, Allscripts, AdvantaChart, Bizmatics, eClinicalWorks, GE Healthcare, ProVation, digiChart, McKesson, others
How demographics or billing info. are transferred from EMR syst. or POPMS to LPL syst.	one-time batch download/file transfer, or in real time, or via host query, or socket to socket based on ADT trigger points	one-time batch download/file transfer, or in real time, or via host query, others	one-time batch download/file transfer, or in real time
External software tools to transfer data from EMR system or POPMS to LPL system	none (uses a proprietary mapping software)	none	—
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	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	block of text, PDF, individually segmented fields
Data interface standards operational	ASTM 1238, HL7 2.3.1, HL7 2.3.5, ANSI X12, custom when required, Web services	HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML, CDA, custom when required, other	HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, XML, custom when required
System supports LOINC for identifying lab result database elements	yes	yes	yes
Patient order and result database maintained on local PC	no	no	no
• Software displays results and allows orders to be entered in an offline mode	—	—	—
Complete ASP solution for LPL system/Method of charging for ASP solution	no/—	yes/fixed monthly fee or transaction based—user's choice	yes/fixed monthly fee or tiered support based on size of client base
Features (listed as a percentage of live installs or based on availability)			
• Order entry			
- Medicare compliance checking using carrier-specific rules	100%	available but not installed	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	available but not installed	installed
- Local medical review policies can be viewed	installed	available but not installed	not available
- Automatic routing of an order to different labs or hospitals according to payer rules	100%	available but not installed	installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	100%/100%	installed/available but not installed	installed/installed
- Duplicate order checking/Physician office-specific panels	100%/100%	installed/available but not installed	installed/installed
• Automatic handling of scheduled or standing orders	100%	available but not installed	installed
• Bar-code collection label printing	30%	installed	installed
• Two-dimensional bar code on printed requisition	installed	installed	not available
• Software adapted for use in phlebotomy or collection stations	100%	available but not installed	installed
• Result receipt			
- Stored as a block of text	100%	installed	installed
- All items (result, reference range, units, etc.) stored as individual data elements	100%	installed	installed
- Automatic parsing of report pages to extract results	100%	installed	installed
- Inquiry mode that allows physician's office to check status of specimens with host	100%	installed	installed
• Reporting			
- In exact format received from host lab/Cumulative	100%/100%	installed/available but not installed	installed/installed
- Integration of host and physician's office lab results	100%	installed	installed
- Display of new results for patient and/or clinic	100%	installed	installed
- Remote access available to on-call physicians	100%	installed	installed
- Unattended printing of reports	100%	installed	installed
- Display current report with historical data on same screen	100%	installed	installed
- Graph historical results with current results for trend analysis	100%	available but not installed	installed
• Physician can electronically sign reports to confirm review	100%	installed	installed
• Physician can compose and send secure electronic messages to patients	not available	installed	not available
• User-defined rule-based system and alerts in physician's office module	100%	installed	installed
• Electronic transfer of data to another physician's office	100%	installed	not available
- E-mail/Encrypted e-mail	25%/10%	installed/installed	installed/not available
- Web reference or pointer to Web site/Fax	50%/100%	installed/installed	not available/installed
• Physician's office orders supplies from host lab	not available	installed	installed
• Specimen pickup or courier requests to host lab	not available	installed	installed
• Financial			
- Billing, collections, accounts receivable	not available	installed	not available
- Electronic claims transfer/Interfaces to billing systems	not available/100%	installed/installed	not available/installed
• Electronic medical record interface	installed	installed	installed
• Interfaces to physician's office lab instruments	not available	installed	not available
• Entry of physician's office lab results with edit checks	installed	installed	not available
System cost: one-time or initial charges/Monthly subscription fees	\$40,000-\$150,000/—	0-\$50,000/\$500-\$5,000	\$10,000-\$50,000/\$200-\$1,500
• Basis for increasing fees as physician offices or referring sites are added	as concurrent licenses are added	flat fee, or volume-based pricing if client prefers	based on No. of practices/groups, or based on No. of physicians of record
• Situations where fees increase with additional services	if additional EMR interfaces are added	flat fee, or volume-based pricing if client prefers	if order entry is added to result transmission or vice versa, or if custom EMR interfaces are added
System priced on a cost-per-transaction basis	no	no (can negotiate/support a transaction cost model)	no
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> provides cost-effective Internet access for order entry and result look-up diagnosis code screening at order entry insures accurate ICD-9 coding rules-based technology to aid in decisionmaking throughout system 	<ul style="list-style-type: none"> marketable SaaS platform providing lab clients an attractive offering to their referring physician groups and health care partners system developed, deployed, and supported by a team with deep expertise in the laboratory space and software user experience design architected for efficient and affordable EMR interfacing, multi-channel report distribution/retrieval, and device/instrument connectivity 	<ul style="list-style-type: none"> low start-up costs unlimited EMR connections using single module supports the latest user-definable complex requisition formats for cytogenetics and molecular orders
*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			

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

Laboratory-provider links software

Part 7 of 7	SCG Soft Computer Ellie Vahman ellie@softcomputer.com 5400 Tech Data Drive Clearwater, FL 33760 727-789-0100 www.softcomputer.com	Sunquest Information Systems Vito Covalucci vito.covalucci@sunquestinfo.com 250 S. Williams Blvd. Tucson, AZ 85711 800-748-0692 www.sunquestinfo.com	VitalAxis Marcus Cognetti sales@vitalaxis.com 3811 Terrawood Court Rockville, MD 20853 866-441-0268 www.vitalaxis.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	SoftWebPlus [†]	Sunquest Physician Portal [†]	VitalOffice
First ever/most recent installation of LPL software (based on Feb. 2012 survey deadline)	2004/February 2012	2000/January 2012	2006/February 2011
Last major update of LPL software	January 2012	January 2012	February 2011
No. of host or central labs using software clinically	46	100+	39
• No. of host labs that electronically transfer orders from PO* or other client syst. to LIS	not tracked	100+	24
No. of U.S. satellite or client locations installed/Non-U.S. host installations	not tracked/0	3,000+/100+ (United Kingdom, Denmark)	3,451/0
No. of contracts for host labs signed in calendar year 2011	5	4	13
Percentage of installations that have standalone LPL systems**	0	100%	75%
National and regional commercial labs that use LPL software	confidential	—	—
No. of employees in firm/in LPL systems development, installation, support	1,586/48	670/—	98/83
Average time to install, build files, train office staff in a typical physician's office	2–4 hours	4 hours	1.5 hours
Languages (other than English) supported by system	ABN form available in Spanish	multi-language phrasebook available	none
Lab information system interfaces (other than company's own products)	—	Cerner, McKesson, Omnilab, iSoft, Technidata, CliniSys, others	—
Software modifications or modules required on host LIS to interface EMR systems/POPMS*** interfaced to transfer patient demographics or billing information to LPL system	no Allscripts, Alliance-Plus, Carefx, Mitem, eClinicalWorks, Epic, GE Healthcare, Greenway, HealthWorks, Sage, others	no Allscripts, NextGen, Epic, others	no Advanced Data Systems, AdvantX, Allscripts, eClinicalWorks, GE Healthcare, Greenway, Sage, Bizmatic, NextGen, others
EMR systems/POPMS interfaced to send lab orders to LPL system	Allscripts, Alliance-Plus, Carefx, Mitem, eClinicalWorks, Epic, GE Healthcare, Greenway, HealthWorks, Sage, others	Allscripts, NextGen, Epic, others	Allscripts, Emdeon, Medent
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	Allscripts, Alliance-Plus, Carefx, Mitem, eClinicalWorks, Epic, GE Healthcare, Greenway, HealthWorks, Sage, others	Allscripts, NextGen, Epic, others	Advanced Data Systems, Allscripts, eClinicalWorks, Emdeon, GE Healthcare, Medent, gMed Greenway, NextGen, Bizmatic, others
How demographics or billing info. are transferred from EMR syst. or POPMS to LPL syst.	one-time batch download/file transfer, or in real time, or via host query, others	one-time batch download/file transfer, or in real time, or via host query, others	one-time batch download/file transfer, or in real time, or via host query
External software tools to transfer data from EMR system or POPMS to LPL system	Emdeon, Ellkay, Boston Workstation, others ^{††}	none	Mirth, Ellkay
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	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	block of text, PDF, individually segmented fields, fax, remote printer
Data interface standards operational	HL7 2.x, HL7 3, XML, custom when required	ASTM 1238, HL7 2.x, HL7 3, XML, CDA, custom when required, others	HL7 2.x, HL7 3, ANSI X12, XML, custom when required
System supports LOINC for identifying lab result database elements	yes	yes	no
Patient order and result database maintained on local PC	no	no	yes
• Software displays results and allows orders to be entered in an offline mode	no	no	yes
Complete ASP solution for LPL system/Method of charging for ASP solution	yes/fixed monthly fee or transaction based—user's choice	no/—	yes/fixed monthly fee or transaction based—user's choice, hybrid
Features (listed as a percentage of live installs or based on availability)			
• Order entry			
- Medicare compliance checking using carrier-specific rules	installed	1%	not available
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	1%	not available
- Local medical review policies can be viewed	not available	100%	installed
- Automatic routing of an order to different labs or hospitals according to payer rules	installed	available but not installed	installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	100%/100%	installed/installed
- Duplicate order checking/Physician office-specific panels	100%/100%	100%/100%	not available/available in second quarter 2012
• Automatic handling of scheduled or standing orders	installed	100%	installed (schedule interface updates)
• Bar-code collection label printing	installed	100%	available
• Two-dimensional bar code on printed requisition	installed	100%	available
• Software adapted for use in phlebotomy or collection stations	installed	100%	not available
• Result receipt			
- Stored as a block of text	0	100% (for microbiology/AP)	installed
- All items (result, reference range, units, etc.) stored as individual data elements	100%	100%	installed
- Automatic parsing of report pages to extract results	0	100%	installed
- Inquiry mode that allows physician's office to check status of specimens with host	100%	100%	installed
• Reporting			
- In exact format received from host lab/Cumulative	100%/100%	100% (for microbiology/AP)/100%	installed/installed
- Integration of host and physician's office lab results	100%	100%	installed
- Display of new results for patient and/or clinic	100%	100%	installed
- Remote access available to on-call physicians	installed	installed	installed
- Unattended printing of reports	installed	100%	installed
- Display current report with historical data on same screen	100%	100%	installed
- Graph historical results with current results for trend analysis	100%	100%	installed
• Physician can electronically sign reports to confirm review	installed	100%	not available
• Physician can compose and send secure electronic messages to patients	not available	available but not installed (can send to PHR)	not available
• User-defined rule-based system and alerts in physician's office module	installed	100%	not available
• Electronic transfer of data to another physician's office	not available	100%	installed
- E-mail/Encrypted e-mail	available in 2012/available in 2012	1% (for notifications, not results)/installed	not available/not available
- Web reference or pointer to Web site/Fax	installed/installed	100%/installed (via LIS)	installed/installed
• Physician's office orders supplies from host lab	installed	1%	installed
• Specimen pickup or courier requests to host lab	installed	100%	installed
• Financial			
- Billing, collections, accounts receivable	installed	not available	installed
- Electronic claims transfer/Interfaces to billing systems	installed/installed	installed (via LIS)/installed (via LIS)	installed/installed
• Electronic medical record interface	installed	installed (via LIS)	installed
• Interfaces to physician's office lab instruments	available via SoftLab LIS (required)	not available	installed
• Entry of physician's office lab results with edit checks	available via SoftLab LIS (required)	not available	installed
System cost: one-time or initial charges/Monthly subscription fees	\$50,000–\$500,000/\$500–\$4,500	—	—
• 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	based on No. of practices/groups, or based on No. of physicians of record
• Situations where fees increase with additional services	no increase	no increase	if various products or services are added
System priced on a cost-per-transaction basis	no	no	yes
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> robust rules for conditional order-entry logic; user preferences to simplify patient registration, order entry, compliance, more integrated phlebotomy module to allow SoftLab LIS users to deploy SoftWebPlus at draw sites as opposed to the LIS fully integrated Web-client of SoftLab LIS 	<ul style="list-style-type: none"> part of a comprehensive, fully-integrated suite of outreach products designed to increase hospital outreach business highly customizable to the unique workflow of the lab; connects hospitals to community-based physicians that refer patients to outreach services can be used in ancillary clinical areas, such as cardiology, radiology, therapy, others 	<ul style="list-style-type: none"> tablet version built for touch-screen environment that includes advanced 3D image-mapping of reports HTM5 iPhone/Android application that can be installed on couriers' phones, connects with wireless bar-code scanners, and, through Web services, can track courier pick-up while monitoring GPS location on phone advanced order entry with 1D and 2D bar-coding of specimens
*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 SoftWeb		
	^{††} interfaces not required		
		[†] formerly Anglia Integrated Clinical Desktop	

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