Part 1 of 9		
a wan intu	Cerner Corp.	Computer Service & Support (CSS)
rait i vi 5	Jenna Halvorson jenna.halvorson@cerner.com	Jim O'Neill jimjr@csslis.com
	2800 Rockcreek Parkway	2106 New Rd., Building E-6
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1	Kansas City, MO 64117	Linwood, NJ 08221
Con accompanying article or news 10	816-201-7740	800-336-4277
See accompanying article on page 18	www.cerner.com	www.csslis.com
Name of billing/accounts receivable system	Cerner Millennium Profit	AR-2000 Lab Billing System
numb of sming abount roomast system	Somo minomiani i som	7.11 2000 Edd Dinning Oydioni
First ever/most recent B/AR* system installation (based on March 2010 survey deadline)	2000/February 2010	1980/January 2010
Last major release for featured B/AR system	January 2010	June 2009
No. of contracts for sites operating B/AR system	47	71
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Contracts signed since March 2009	12	7
• Contracts gone live since March 2009	4	3
No. of sites operating B/AR system (HL/IL/PP/PO/OL/FI)**	60 (—/—/—/—/4 in Aruba, Egypt, Grand Caymans, Abu Dhabi)	71 (0/66/5/0/0/0)
No. of inpatient invoices handled by installed sites annually		150,000–2,000,000 (avg., 750,000)
No. of outpatient requisitions handled by installed sites annually		150,000–2,000,000 (avg., 750,000)
Largest No. of hospitals/pathologists serviced by one B/AR system		—/10
Percentage of installations that have standalone B/AR systems	0	75%
- Torontage of mountaining that have standarding by in Optionic	•	10/0
No. of employees in entire company	7,504	15
No. of employees dedicated to software development, installation, support	46	5
No. of user workstations in sites operating B/AR system	_	2–50
Average No. of user workstations in sites operating B/AR system	_	10
Server platform	Compag, IBM RS/6000	IBM RS/6000
PC/workstation platform	Intel Premium	Windows 2000, XP, Vista, 7; Macintosh OS 9, OS X
Innovative peripherals	image storage	
Operating systems	Open VMS, AIX, Unix	AIX 6.0, Linux
Databases and tools used	Oracle	LabBase
Information systems/software interfaces	MedAssets, Relay Health, Practice Insight, Emdeon, Oracle EBS, Lawson,	Orchard, Misys, Aspyra, ClinLab, Antek, McKesson, GE Healthcare,
<u> </u>	others	Emdeon, ADSC
Enatures (listed as a paymentage of live installations or board or well-tills)		
Features (listed as a percentage of live installations or based on availability)	inetallad	100%
Patient demographics transferred via interface from LIS to B/AR system 1500 claim form generation (paper version)	installed	100%
• 1500 claim form generation (paper version)	installed	100%
• UB-92 claim form generation (paper version)	installed	100%
• Client invoices	installed	100%
Patient invoices	installed	100%
Reprints of above on demand	installed	100%
Key indicator tracking (online view of site-assigned key indicators)	installed	100%
Test profile vs. component billing	not available	100%
Medical-necessity screening for Medicare	installed	100%
Professional component billing	installed	20%
Auto delete of nonbillable procedures	not available	100%
Technical component only	installed	20%
Retain demographic data, repeating patients	installed	100%
	installed	100%
Accounts and patient payment posting Accounts received a system		
Accounts receivable system	installed	100%
Management or marketing reports	installed	100%
Automatic balance billing to patients	installed	100%
Capitation billing plus billable tests	not available	25%
Utilization reports for managed care	_	100%
Global charges for lab tests	installed	100%
Unlimited user-defined fee schedules	installed	100%
Track financial classes	installed	100%
Allow open-item accounting (each line item on bill can be handled separately)	installed	100%
User report writer	installed	75%
Collection agency system	installed	65%
User-configurable dunning	installed	100%
Client services or call tracking module	not available	100%
Rules-based processing or claims scrubbing	installed	100%
Multi-lab or multi-company processing	installed	100%
Support all HIPAA transaction sets	installed	100%
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B/AR system supports electronic data interchange with third-party payers and claims	yes	yes
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses?	yes	yes
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? • Functions offered	yes claims, payments, eligibility, referral/authorization	yes claims, eligibility, others
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? • Functions offered • Third-party payers and claims clearinghouses with which system is interfaced	yes claims, payments, eligibility, referral/authorization — (will interface with any clearinghouse and payer)	yes claims, eligibility, others Capario
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B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? Functions offered Third-party payers and claims clearinghouses with which system is interfaced Type of claim data generation Third-party rules and coding updates supported by system Complete ASP solution for B/AR system? Method of charging for ASP service Client software required ASP information conduit Client contracts supported from data center not operated by client How data center is operated Indexed field in each test definition for LOINC code? Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) Smallest standalone B/AR system Largest standalone B/AR system Smallest B/AR configuration for integrated lab system Distinguishing features (supplied by vendor)	yes claims, payments, eligibility, referral/authorization — (will interface with any clearinghouse and payer) UB-92, 1500, UB-04 Medical Necessity, Info-X, CPT-4, ICD-9 yes fixed fee requires that software be installed on a client PC operates over the Internet — by vendor no no yes/no — improves cash flow and reduces claims denials simplifies billing statements and improves customer service	claims, eligibility, others Capario 1500 Ingenix no yes no yes/yes \$5k/\$10k/\$5k/\$0.2k \$15k/\$75k/\$1.5k/\$1.5k \$5t/\$10k/\$5k/\$0.25k \$15k/\$75k/\$1.5k • tight integration with electronic claims portal; electronic Medicare claims and transmission to more than 2,100 commercial insurance carriers and each state's Medicaid plan; electronic Medicare, Medicaid, and commercial payment posting/reconciliation • nursing home and PPS part A subsystem; multiple fee schedules and flexible automatic discounts by client; sales commission
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? Functions offered Third-party payers and claims clearinghouses with which system is interfaced Type of claim data generation Third-party rules and coding updates supported by system Complete ASP solution for B/AR system? Method of charging for ASP service Client software required ASP information conduit Client contracts supported from data center not operated by client How data center is operated Indexed field in each test definition for LOINC code? Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) Smallest standalone B/AR system Largest standalone B/AR system Smallest B/AR configuration for integrated lab system Largest B/AR configuration for integrated lab system Distinguishing features (supplied by vendor)	yes claims, payments, eligibility, referral/authorization — (will interface with any clearinghouse and payer) UB-92, 1500, UB-04 Medical Necessity, Info-X, CPT-4, ICD-9 yes fixed fee requires that software be installed on a client PC operates over the Internet — by vendor no no yes/no — improves cash flow and reduces claims denials simplifies billing statements and improves customer service	claims, eligibility, others Capario 1500 Ingenix no
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? • Functions offered • Third-party payers and claims clearinghouses with which system is interfaced • Type of claim data generation Third-party rules and coding updates supported by system Complete ASP solution for B/AR system? • Method of charging for ASP service • Client software required • ASP information conduit • Client contracts supported from data center not operated by client • How data center is operated Indexed field in each test definition for LOINC code? Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) • Smallest standalone B/AR system • Largest standalone B/AR system • Smallest B/AR configuration for integrated lab system • Largest B/AR configuration for integrated lab system Distinguishing features (supplied by vendor)	yes claims, payments, eligibility, referral/authorization — (will interface with any clearinghouse and payer) UB-92, 1500, UB-04 Medical Necessity, Info-X, CPT-4, ICD-9 yes fixed fee requires that software be installed on a client PC operates over the Internet — by vendor no no yes/no — improves cash flow and reduces claims denials simplifies billing statements and improves customer service	claims, eligibility, others Capario 1500 Ingenix no

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Part 2 of 9	Cortex Medical Management Systems	Diamond Computing
	sgordon@cortexmed.com	Jim Campbell jim@diamondcomputing.net 2345 4th St.
	jkrebs@cortexmed.com 2107 Elliott Ave., Suite 201	Tucker, GA 30084
	Seattle, WA 98121	800-486-5980
	206-812-6981 www.cortexmedicalbilling.com	www.diamondcomputing.net
Name of billing/accounts receivable system	RCM+ (formerly Cortex Medical Billing)	LabGem/BillGem
,	, ,	Labdelli Dilidelli
First ever/most recent B/AR* system installation (based on March 2010 survey deadline)	1987/January 2009	1984/2009
Last major release for featured B/AR system	October 2009	2009
No. of contracts for sites operating B/AR system	27	10
Contracts signed since March 2009 Contracts gone live since March 2009	0	1
No. of sites operating B/AR system (HL/IL/PP/PO/OL/FI)**	27 (1/1/20/1/4-clinical labs, emergency room physicians/0)	10 (4/5/1/0/0/0)
		,
No. of inpatient invoices handled by installed sites annually No. of outpatient requisitions handled by installed sites annually	0-40,000 (avg., 20,000) 3,600-100,000+ (avg., 67,500)	_
Largest No. of hospitals/pathologists serviced by one B/AR system	4/17	_
Percentage of installations that have standalone B/AR systems	9%	10%
No of annulances in autimo communic	12	
No. of employees in entire company • No. of employees dedicated to software development, installation, support	3	_
No of year workstations in sites an evaluar D/AD evaluar	1.00	0.500
No. of user workstations in sites operating B/AR system • Average No. of user workstations in sites operating B/AR system	1–20 6	3–500 —
Server platform PC/workstation platform	Windows VP Vieta 7	Windows Windows
Innovative peripherals	Windows XP, Vista, 7	- Williams
Operating systems	Windows 2008	_
Databases and tools used	SQL 2008, Crystal Report Writer version 10	Micronetics Standard Mumps, Caché, Visual Basic, ActiveReports
Information systems/software interfaces	Impac, SCC Soft Computer, Epic, Meditech, Cortex, Cerner, Aspyra	McKesson, Sunquest, Cerner
	. ,	
Features (listed as a percentage of live installations or based on availability)	1000/	200/
Patient demographics transferred via interface from LIS to B/AR system 1500 claim form generation (paper version)	100% 100%	20% 100%
UB-92 claim form generation (paper version)	available third quarter 2010	10%
Client invoices	75%	100%
Patient invoices	100%	60%
Reprints of above on demand New indicator tracking (online view of cite accimped key indicators)	100%	100%
Key indicator tracking (online view of site-assigned key indicators) Test profile vs. component billing	100% 100%	100% 60%
Medical-necessity screening for Medicare	available via Zirmed	60%
Professional component billing	100%	10%
Auto delete of nonbillable procedures	100%	100%
Technical component only Retain demographic data, repeating patients	20% 100%	10% 100%
Accounts and patient payment posting	100%	60%
Accounts receivable system	100%	100%
Management or marketing reports	100%	100%
Automatic balance billing to patients Considering billing the billing that before	100%	60%
Capitation billing plus billable tests Utilization reports for managed care	30% 100%	10% 100%
Global charges for lab tests	100%	10%
Unlimited user-defined fee schedules	100%	100%
Track financial classes	100%	100%
Allow open-item accounting (each line item on bill can be handled separately) User report writer	100% 100%	available but not installed 100%
Collection agency system	100%	60%
User-configurable dunning	100%	60%
Client services or call tracking module	10%	100%
Rules-based processing or claims scrubbing	100%	60%
Multi-lab or multi-company processing Support all HIPAA transaction sets	50% 60%	100%
- **		No.
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses?	yes	yes
• Functions offered	claims, payments, rebill by claim or payer, delinquent claims	claims, payments, eligibility, rebill, others (depends on state)
a Third north navore and alaims aleasing because with which contact is interfered	Tirmed Medicare Medical Blue Green Blue Chieff Markers	
Third-party payers and claims clearinghouses with which system is interfaced	Zirmed, Medicare, MediCal, Blue Cross Blue Shield, McKesson, Office Ally, Data Media, PSC Info Group, others	in-state Medicare, Medicaid, Blue Cross Blue Shield, Availity, Capario
Type of claim data generation	1500	UB-92, 1500
Third-party rules and coding updates supported by system	_	_
Complete ASP solution for B/AR system?	yes fixed for	yes
Method of charging for ASP service Client software required	fixed fee browser based, remote desktop connection	fixed fee or transaction based—user's choice requires that software be installed on a client PC
ASP information conduit	operates over the Internet or requires use of a VPN or other dedicated	operates over the Internet or requires use of a VPN or other dedicated
Olivet controls comment of the state of the	connection	connection—user's choice
Client contracts supported from data center not operated by client How data center is operated	4 by a third party (Adhost)	<u></u>
Indexed field in each test definition for LOINC code? Provide LOINC dictionary for each new installation?	no no	yes
-		
Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance)	yes/escrow	yes/yes
Smallest standalone B/AR system	—/0/\$10k/\$0.4k per concurrent user	_
Largest standalone B/AR system	—/\$200k/\$42k/\$3.5k	_
Smallest B/AR configuration for integrated lab system	—/0/\$10k/\$0.4k per concurrent user	_
Largest B/AR configuration for integrated lab system	—/\$200k/\$42k/\$3.5k	
Distinguishing features (supplied by vendor)	patient-centric account—one patient account that can have different	flexibility and customization—client's programming requests and
	dates of service and be billed to different insurance carriers	needs quickly turned around
	 all detailed data—charges, payments, and adjustments—kept online forever 	 experience—over 25 years in the field support—emphasis on easily adapting use and workflow to clients'
	complete revenue cycle management that is adaptable to many	support—emphasis on easily adapting use and workflow to clients' needs
*B/AR=billing/accounts receivable	specialties, including anatomic pathology, clinical laboratory, radiology, physical therapy, emergency medicine, surgeons, psychiatry, others	
** HL=hospital labs, IL=independent labs, PP=pathology practices (only surgical pathology/cytology services), P0=physician offices, OL=other U.S. locations, FI=foreign installations	priyotodi diorapy, omergency medicine, surgeons, psychiauy, vuiers	
Note: a dash in lieu of an answer means company did not answer question or question is not applicable		

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David O of O	Healthuisian Calutions a Laurean Commany	Hou Labouston, Customs
Part 3 of 9	Healthvision Solutions, a Lawson Company	Hex Laboratory Systems
	Jim Schroeder jim.schroeder@us.lawson.com	Susan Bollinger sbollinger@hexlab.com
	5030 Riverside Drive, Suite 300	1042B El Camino Real, Suite 308
	Irving, TX 75039	Encinitas, CA 92024
	602-363-4451	800-729-2085
	www.lawson.com	www.hexlab.com
Name of billing/accounts receivable system	MediAR (formerly MediSolutions' Revenue Cycle Management)	Lab/Hex Billing & Cash Management
,	. (,	The second secon
First ever/most recent B/AR* system installation (based on March 2010 survey deadline)	1975/February 2010	1983/February 2010
Last major release for featured B/AR system	December 2008	January 2010
No. of contracts for sites operating B/AR system	52	40
Contracts signed since March 2009	1	3
Contracts gone live since March 2009	2	3
No. of sites operating B/AR system (HL/IL/PP/PO/OL/FI)**	125 (2/8/0/2/5 hospital non-lab/108 in Canada)	40 (0/35/1/0/3 veterinary, health department/1 in Lebanon)
No. of inpatient invoices handled by installed sites annually	1,500–150,000 (avg., 45,000)	
No. of outpatient requisitions handled by installed sites annually	1,500–5,500,000 (avg., 320,000)	10,000–1,300,000 (avg., 200,000)
Largest No. of hospitals/pathologists serviced by one B/AR system Percentage of installations that have standalone B/AR systems	43/0 75%	—/20 2%
reicentage of installations that have stalldalone D/An Systems	13/6	2/0
No. of employees in entire company	_	15
No. of employees dedicated to software development, installation, support	_	_
No of constant death and the state of the second of the DAD contains	0.000	0.04
No. of user workstations in sites operating B/AR system • Average No. of user workstations in sites operating B/AR system	2–200 25	3–64 16
Average No. of user workstations in sites operating b/An system	25	10
Server platform	any Windows, Unix, Linux	Intel open platform
PC/workstation platform	Windows 2000, NT, XP, Vista	Windows
Innovative peripherals	bar-code readers, image scanners	document scanning
Operating systems	Unix, Linux, Windows	Linux
Databases and tools used	Oracle, Oracle Tools	Thoroughbred Business Basic, 4GL, SQL
Information systems/software interfaces	Cerner, Allscripts-Misys, Eclipsys, Clinibase, McKesson, Wyndgate Technologies,	Orchard, Cerner, Sunquest, Antek Healthware
Information systems/software interfaces	Cerner, Allscripts-Misys, Edipsys, Clinibase, McKesson, Wyndgate Technologies, Orchard, Aspyra, Technidata, Meditech, Healthvision, proprietary	oronaru, oerner, sunquest, Antek NealunWare
	orchard, Aspyra, recimidata, weditech, nealthysion, proprietary	
Features (listed as a percentage of live installations or based on availability)		
Patient demographics transferred via interface from LIS to B/AR system	100%	100%
1500 claim form generation (paper version)	100%	100%
UB-92 claim form generation (paper version)	20%	100%
Client invoices	100%	100%
Patient invoices	100%	100%
Reprints of above on demand	100%	100%
Key indicator tracking (online view of site-assigned key indicators)	5%	100%
Test profile vs. component billing	80%	100%
Medical-necessity screening for Medicare	40%	100%
Professional component billing	100%	100%
Auto delete of nonbillable procedures	100%	100%
Technical component only	20%	100%
Retain demographic data, repeating patients	100%	100%
Accounts and patient payment posting	100%	100%
Accounts receivable system	100%	100%
Management or marketing reports Automotic hologophilling to notice to	installed	100%
Automatic balance billing to patients Capitation billing plus billable tests	100% 60%	100%
Utilization reports for managed care	installed	100% 100%
Global charges for lab tests	100%	100%
Unlimited user-defined fee schedules	100%	100%
Track financial classes	100%	100%
Allow open-item accounting (each line item on bill can be handled separately)	100%	100%
User report writer	100%	100%
Collection agency system	100%	100%
User-configurable dunning	100%	100%
Client services or call tracking module	100%	100%
Rules-based processing or claims scrubbing	100%	100%
Multi-lab or multi-company processing	100%	100%
Support all HIPAA transaction sets	100%	100%
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses?	yes	yes
• Functions offered	insurance inquiry/response (270/271), primary and secondary claims	claims, remittance, rebill, acknowledgement, medical necessity,
	(837 I/P), claims inquiry/response (276/277), remittances (835)	eligibility, financial reports
Third-party payers and claims clearinghouses with which system is interfaced	Medicare, Medicaid, Highmark Blue Cross Blue Shield, Capario, Availity, THIN,	Capario, Availity, RealMed, THIN, Medicare, Medicaid, MediCal
	McKesson, HDX, Electronic Commerce Processing, others	
Type of claim data generation	UB-92, 1500	UB-92, 1500, ANSI 4010
Third-party rules and coding updates supported by system	3M, CodeMap	CodeMap, MCF compliance, 3M, ADP, Ingenix, any tab-delimited file
Time party raiso and obtaing apartico supported by system	on, continup	occomand, mor compliance, on, and, ingenia, any tau-acininted inc
Complete ASP solution for B/AR system?	yes	no
Method of charging for ASP service	fixed fee or transaction based—user's choice	_
Client software required	requires that software be installed on a client PC	_
ASP information conduit	requires use of a VPN or other dedicated connection	_
Client contracts supported from data center not operated by client	0	_
How data center is operated	by vendor	<u> </u>
Indexed field in each test definition for LOINC code?	yes	yes
Provide LOINC dictionary for each new installation?	no	no
	VOC/OCCTON	voc/ocerow
Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance)	yes/escrow	yes/escrow
Smallest standalone B/AR system	_	\$5k/\$7.5k/\$5k/\$0.2k
Largest standalone B/AR system	_	\$25k/\$50k/\$25k/\$1.25k
Smallest B/AR configuration for integrated lab system	_	\$1k/\$7.5k/\$2.5k/\$0.1k
Largest B/AR configuration for integrated lab system	_	\$10k/\$50k/\$5k/\$0.5k
Distinguishing features (supplied by vendor)	user-configurable rules-based system design system hased processing integrated with online worldlaw	extensive experience in medical laboratory billing since 1983; experience in all lab markets including purging homes commercial.
	exception-based processing integrated with online workflow management	experience in all lab markets, including nursing homes, commercial
	management • automated denial management integrated with online workflow	labs, and specialty labs; billing can be integrated with Hex LIS or other LIS or standalone
	and the state of t	flexible system with custom invoices and statements; alternate pricing
*B/AR=billing/accounts receivable		schedules and many user-definable features
** HL=hospital labs, IL=independent labs, PP=pathology practices (only surgical pathology/cytology		electronic billing and remittance—working on ANSI 5010 and ICD-10;
services), PO=physician offices, OL=other U.S. locations, FI=foreign installations		e-bill to Medicare, Medicaid, and clearinghouses; money back faster
Note: a dash in lieu of an answer means company did not answer question or question is not applicable		with fewer denials

D 14 (2)	** "	
Part 4 of 9	McKesson Joseph R. Stabile joseph.stabile@mckesson.com	Medical Information Technology (Meditech) Paul Berthiaume pberthiaume@meditech.com
	5995 Windward Parkway	Meditech Circle
	Alpharetta, GA 30005	Westwood, MA 02090
	404-338-4363	781-821-3000
	www.mckesson.com/laboratory	www.meditech.com
Name of billing/accounts receivable system	Horizon Lab Financials† (formerly Telcor Billing Information System)	Meditech Revenue Cycle-client/server
First and week was at DADY and an installation (based on March 2010 and and deadline)		1077/ January, 0010
First ever/most recent B/AR* system installation (based on March 2010 survey deadline) Last major release for featured B/AR system	2006/January 2010 May 2009	1977/January 2010 April 2008
	2	400 [†]
No. of contracts for sites operating B/AR system • Contracts signed since March 2009	1	13 [†]
Contracts gone live since March 2009	1	27 [†]
No. of sites operating B/AR system (HL/IL/PP/PO/OL/FI)**	9 (9/0/0/0/0)	400 (370/0/0/0/30 in Canada, Honduras, Ireland, Bahamas, United Arab
		Emirates, United Kingdom)
No. of inpatient invoices handled by installed sites annually	_	_
No. of outpatient requisitions handled by installed sites annually	_	_
Largest No. of hospitals/pathologists serviced by one B/AR system Percentage of installations that have standalone B/AR systems	7/— 0	
r ercentage of installations that have standardie D/An systems		<u> </u>
No. of employees in entire company	32,000	2,981
No. of employees dedicated to software development, installation, support	28	160
No. of user workstations in sites operating B/AR system	4–50	_
Average No. of user workstations in sites operating B/AR system	20	
Server platform	Intel, Windows	Dell, Perot Systems, Hewlett-Packard, IBM
PC/workstation platform	any standard Windows	Windows 2000, XP, Vista, XP Tablet
Innovative peripherals Operating systems	integrated fax, PDF, e-mail, Excel export Windows	image scanners, EDI interfaces Windows 2000 Professional, XP, Vista on PCs; Windows 2000, 2003, Server
oporuning oyotomo		2008 Service Pack 1 Standard Edition (x86 or x64) for patient database
Databases and tools used	SQL server, Crystal Developer	Meditech database management system
Information systems/software interfaces	Horizon Lab	Cerner, McKesson, Epic, Siemens
· ·		V E-07-1-1-1
Features (listed as a percentage of live installations or based on availability)	inetallad	installed
Patient demographics transferred via interface from LIS to B/AR system 1500 claim form generation (paper version)	installed installed	installed installed
UB-92 claim form generation (paper version)	installed	installed
Client invoices	installed	installed
Patient invoices	installed	installed
Reprints of above on demand Way indicator tracking (online view of site assigned key indicators)	installed	installed
Key indicator tracking (online view of site-assigned key indicators) Test profile vs. component billing	installed installed	installed installed
Medical-necessity screening for Medicare	installed	installed
Professional component billing	installed	installed
Auto delete of nonbillable procedures	installed	installed
Technical component only Patain demographic data repositing nations	installed installed	installed installed
Retain demographic data, repeating patients Accounts and patient payment posting	installed	installed
Accounts receivable system	installed	100%
Management or marketing reports	installed	installed
Automatic balance billing to patients	installed	installed
Capitation billing plus billable tests	installed	installed
Utilization reports for managed care Global charges for lab tests	installed installed	installed installed
Unlimited user-defined fee schedules	installed	installed
Track financial classes	installed	installed
Allow open-item accounting (each line item on bill can be handled separately)	installed	installed
User report writer Collection connect system	installed	installed
Collection agency system User-configurable dunning	installed installed	installed installed
Client services or call tracking module	available in December 2010	installed
Rules-based processing or claims scrubbing	installed	installed
Multi-lab or multi-company processing Company of MUNAA transaction acts	installed	installed
Support all HIPAA transaction sets	installed	installed
B/AR system supports electronic data interchange with third-party payers and claims	yes	yes
clearinghouses? • Functions offered	claims submission, payments, eligibility, automatic reprints and rebills,	ANSI 278 for authorization requests, ANSI 837 for institutional claims,
	customizable invoice	ANSI 837 for professional claims, ANSI 835 for electronic payment
Third-party payers and claims clearinghouses with which system is interfaced	Express Bill, Claim.MD, THIN, Epremis, e-Gate, GHN, McKesson Relay	HDX, NEHEN, Veriquest, SSI, Emdeon, Capario, Quovadx, Provider Advantage
Type of claim data generation	Health, Medicare, Medicaid, Blue Cross Blue Shield, UHIN, DSG UB-92, 1500	UB-92, 1500
Third-party rules and coding updates supported by system	allows import from CMS files—CCI, NCD/LCD rules, CPT, diagnosis	3M, HANYS, HSS, IRP, QuadraMed
Complete ASP solution for B/AR system?	yes	no
Method of charging for ASP service Client of there required.	fixed fee	_
Client software required ASP information conduit	requires that software be installed on a client PC requires use of a VPN or other dedicated connection	_
Client contracts supported from data center not operated by client	0	_
How data center is operated	by vendor	_
Indexed field in each test definition for LOINC code?	yes	yes
Provide LOINC dictionary for each new installation?	no	yes
Journaling?/source code?	yes/escrow	no/escrow
Cost (hardware/software/installation and training/monthly maintenance)		
Smallest standalone B/AR system Smallest standalone B/AR system	_	_
Largest standalone B/AR system Smallest B/AR configuration for integrated lab system	-	_
Smallest B/AR configuration for integrated lab system Largest B/AR configuration for integrated lab system	_ _	_
	a decimal fauthoused for the second by the second fauthoused for the second for t	
Distinguishing features (supplied by vendor)	 designed for the workflow and business of outreach and reference laboratories, including the ability to collect payments at time of service 	accommodates multi-entity accounting with centralized and decentralized billing
	from patients at patient service centers	maximizes revenue efficiency through an integrated revenue cycle
	 extensive decision-support and business-management tools, profitability 	and laboratory information system
*B/AR=billing/accounts receivable	analysis, utilization inquiry, revenue inquiry • uses the latest technology with unparalleled data access; ICD-10	 provides an efficient billing process and claim checks to ensure all information has been gathered sufficiently for claim submission
** HL=hospital labs, IL=independent labs, PP=pathology practices (only surgical pathology/cytology services), PO=physician offices, OL=other U.S. locations, FI=foreign installations	compliant	January 100 July 100
Note: a dash in lieu of an answer means company did not answer question or question is not applicable	†billing/AR software supplied by Telcor	†sites (not contracts)

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Part 5 of 9	Medical Information Technology (Meditech)	Medical Information Technology (Meditech)
	Paul Berthiaume pberthiaume@meditech.com	Paul Berthiaume pberthiaume@meditech.com
	Meditech Circle	Meditech Circle
	Westwood, MA 02090	Westwood, MA 02090
	781-821-3000	781-821-3000
	www.meditech.com	www.meditech.com
Name of billing/accounts receivable system	Meditech Revenue Cycle-Magic	Meditech Revenue Cycle-6.0
		•
First ever/most recent B/AR* system installation (based on March 2010 survey deadline)	1977/March 2009	1977/March 2010
Last major release for featured B/AR system	February 2010	April 2008
No. of contracts for sites operating B/AR system	572 [†]	14 [†]
Contracts signed since March 2009	4†	20 [†]
Contracts gone live since March 2009 No. of sites expecting P (AP custom (III /III /IP) (PD /IP) (III /III /IP)	2 [†]	11 [†]
No. of sites operating B/AR system (HL/IL/PP/PO/OL/FI)**	572 (507/0/0/0/65 in Canada, Honduras, Ireland, Bahamas, United Arab Emirates, United Kingdom)	14 (11/0/0/0/0/3 in Canada, Honduras, Ireland, Bahamas, United Arab Emirates, United Kingdom)
	Zilliacos, olitoa rangaoni,	Zimacos, omoa rangaom,
No. of inpatient invoices handled by installed sites annually	_	_
No. of outpatient requisitions handled by installed sites annually	_	_
Largest No. of hospitals/pathologists serviced by one B/AR system Percentage of installations that have standalone B/AR systems	0	<u> </u>
Totochage of installations that have stallatione birth systems		
No. of employees in entire company	2,981	2,981
No. of employees dedicated to software development, installation, support	160	160
No. of user workstations in sites operating B/AR system	_	_
Average No. of user workstations in sites operating B/AR system	_	_
Course platform	Dall Davet Custome Havelett Deckard IDM	Dell Devet Custome Heiglight Deckard IDM
Server platform PC/workstation platform	Dell, Perot Systems, Hewlett-Packard, IBM Intel-based PC; Windows 2000 Professional, XP, Vista, XP Tablet	Dell, Perot Systems, Hewlett-Packard, IBM Windows 2000, XP, Vista, XP Tablet
Innovative peripherals	image scanners, EDI interfaces	image scanners, EDI interfaces
Operating systems	Windows 2000 Professional, XP, Vista	Windows Server 2003 Enterprise of Datacenter x64 Edition, others
Databases and tools used	Meditech database management system	Meditech database management system
Information systems/software interfaces	Cerner, McKesson, Epic, Siemens	Cerner, McKesson, Epic, Siemens
miorilation systems/software interiaces	oomon, monesson, epic, siciliciis	oomo, moresson, cpio, siciliciis
Features (listed as a percentage of live installations or based on availability)		
Patient demographics transferred via interface from LIS to B/AR system	installed	installed
1500 claim form generation (paper version)	installed	installed
UB-92 claim form generation (paper version) Client invoices	installed	installed
Client invoices Patient invoices	installed installed	installed installed
Reprints of above on demand	installed	installed
Key indicator tracking (online view of site-assigned key indicators)	installed	installed
Test profile vs. component billing	installed	installed
Medical-necessity screening for Medicare	installed	installed
Professional component billing	installed	installed
Auto delete of nonbillable procedures Tackwisel company to the	installed	installed
Technical component only Retain demographic data, repeating patients	installed installed	installed installed
Retain demographic data, repeating patients Accounts and patient payment posting	installed	installed
Accounts and patient payment posting Accounts receivable system	100%	100%
Management or marketing reports	installed	installed
Automatic balance billing to patients	installed	installed
Capitation billing plus billable tests	installed	installed
Utilization reports for managed care Chiladel because for lab hadden.	installed	installed
Global charges for lab tests Unlimited year defined for exhaulter	installed	installed
Unlimited user-defined fee schedules Track financial classes	installed installed	installed installed
Allow open-item accounting (each line item on bill can be handled separately)	installed	installed
User report writer	installed	installed
Collection agency system	installed	installed
User-configurable dunning	installed	installed
Client services or call tracking module Dules beard processing or plains completing.	installed	installed
Rules-based processing or claims scrubbing Multi-lab or multi-company processing	installed	installed
Multi-lab or multi-company processing Support all HIPAA transaction sets	installed installed	installed installed
B/AR system supports electronic data interchange with third-party payers and claims	yes	yes
clearinghouses? • Functions offered	ANSI 278 for authorization requests, ANSI 837 for institutional claims,	ANSI 278 for authorization requests, ANSI 837 for institutional claims,
	ANSI 837 for professional claims, ANSI 835 for electronic payment	ANSI 837 for professional claims, ANSI 835 for electronic payment
Third-party payers and claims clearinghouses with which system is interfaced	HDX, NEHEN, Veriquest, SSI, Emdeon, Capario, Quovadx, Provider	HDX, NEHEN, Veriquest, SSI, Emdeon, Capario, Quovadx, Provider
Type of claim data generation	Advantage UB-92, 1500	Advantage UB-92, 1500
1)po oi oianni uutu goneiation	02 02, 1000	02 02 ₁ 1000
Third-party rules and coding updates supported by system	3M, HANYS, HSS, IRP, QuadraMed	3M, HANYS, HSS, IRP, QuadraMed
Complete ASP solution for B/AR system?	no	no
Method of charging for ASP service	_	_
Client software required	_	_
ASP information conduit	_	_
Client contracts supported from data center not operated by client	_	_
How data center is operated	_	_
Indexed field in each test definition for LOINC code?	yes	yes
Provide LOINC dictionary for each new installation?	yes	yes
Journaling?/source code?	no/escrow	no/escrow
Cost (hardware/software/installation and training/monthly maintenance)		
Smallest standalone B/AR system	_	_
Largest standalone B/AR system Smallest B/AR southwarten for intervaled lab system	_	_
Smallest B/AR configuration for integrated lab system Largest B/AR configuration for integrated lab system	_	_
Largest B/AR configuration for integrated lab system		
Distinguishing features (supplied by vendor)	accommodates multi-entity accounting with centralized and decentralized	accommodates multi-entity accounting with centralized and
	billing	decentralized billing maximizes revenue efficiency through an integrated revenue cycle
	 maximizes revenue efficiency through an integrated revenue cycle and laboratory information system 	and laboratory information system
	provides an efficient billing process and claim checks to ensure all	 provides an efficient billing process and claim checks to ensure all
*B/AR=billing/accounts receivable	information has been gathered sufficiently for claim submission	information has been gathered sufficiently for claim submission
** HL=hospital labs, IL=independent labs, PP=pathology practices (only surgical pathology/cytology		
and and posterior of the state		
services), P0=physician offices, OL=other U.S. locations, FI=foreign installations Note: a dash in lieu of an answer means company did not answer question or question is not applicable	†sites (not contracts)	†sites (not contracts)

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2 4.		
Part 6 of 9	Multidata Computer Systems	Netlims NJ, LLC
	Michael Slater mrslater@mul.com	Avi Allerhand avi@netlims.com
	160 Broadway, Suite 1010	111 Town Square Place, Suite 700
	New York, NY 10038	Jersey City, NJ 07310
	212-967-6700	201-894-5300
	www.mul.com	www.netlims.com
Name of billing/accounts receivable system	MultiTech A/R	AutoBilling
Name of billing/accounts receivable system	Mulu lecii A/n	Autobining
First ever/most recent B/AR* system installation (based on March 2010 survey deadline)	1984/2003	2003/—
Last major release for featured B/AR system	December 2009	_
No. of contracts for sites operating B/AR system	38	5
Contracts signed since March 2009	2	2
■	2	2
Contracts gone live since March 2009 No. of sites encycling P (AP gustom (H) (I) (PD (PO (O) (F))*** Contracts gone live since March 2009	20 (4/24/0/0/0/0)	— E (0/4/0/0/0/1 in India)
No. of sites operating B/AR system (HL/IL/PP/PO/OL/FI)**	38 (4/34/0/0/0/0)	5 (0/4/0/0/0/1 in India)
No. of inpatient invoices handled by installed sites annually	0	_
No. of outpatient requisitions handled by installed sites annually	15,000-5,000,000 (avg., 450,000)	120,000-1,200,000 (avg., 580,000)
Largest No. of hospitals/pathologists serviced by one B/AR system	1/—	
Percentage of installations that have standalone B/AR systems	20%	0
, , , , , , , , , , , , , , , , , , ,		·
No. of employees in entire company	11	104
No. of employees dedicated to software development, installation, support	5.5	17
No. of user workstations in sites operating B/AR system	4–100+	4–30
Average No. of user workstations in sites operating B/AR system	4-100+ 15-20	4–30 10
- Average No. of user workstations in sites operating brain system	10 20	10
Server platform	Intel x86 compatible, most Unix/Linux, HP Alpha	open platform
PC/workstation platform	Intel x86 compatible	Windows compatible
Innovative peripherals	optional image input/output management	images attachment, management
Operating systems	Windows Server 2003, 2008; Unix/Linux; HP VMS	Windows, Unix
Databases and tools used	Caché, Kofax, VSI-Fax	any RDBMS
Information systems/software interfesses	Signanc Notemart CE Haalthaara Enia Couras Bayaka Customa	
Information systems/software interfaces	Siemens, Netsmart, GE Healthcare, Epic, Cerner, Psyche Systems,	Siemens, Cerner, GE Healthcare, Allscripts-Misys, SCC Soft Computer
	SCC Soft Computer, Aspyra	
Features (listed as a percentage of live installations or based on availability)		
Patient demographics transferred via interface from LIS to B/AR system	80%	100%
• 1500 claim form generation (paper version)	95%	100%
UB-92 claim form generation (paper version)	10%	available but not installed
• Client invoices	100%	100%
Patient invoices	100%	100%
Reprints of above on demand	100%	100%
Key indicator tracking (online view of site-assigned key indicators)	95%	100%
Test profile vs. component billing	100%	100%
Medical-necessity screening for Medicare	95%	100%
Professional component billing	40%	100%
Auto delete of nonbillable procedures	100%	100%
Technical component only	20%	100%
Retain demographic data, repeating patients	100%	100%
Accounts and patient payment posting	95%	100%
	95% 95%	
Accounts receivable system Management or marketing reports		100%
Management or marketing reports Automatic halance hilling to patients	95% 95%	100%
Automatic balance billing to patients Capitation billing plus billable tests	95% 95%	100%
Capitation billing plus billable tests Hitligation reports for managed care	95%	100%
Utilization reports for managed care Clobal physics for lab toots	100%	100%
Global charges for lab tests Unlimited upor defined for caledules	80%	100%
Unlimited user-defined fee schedules Track financial placeses	100%	100%
Track financial classes Allow once item accounting (cook line item on hill can be handled conceptable)	100%	100%
Allow open-item accounting (each line item on bill can be handled separately)	100%	100%
User report writer Callection agency evetom	25%	100%
Collection agency system Illow configurable dumning	95%	100%
User-configurable dunning Client configurable and the line module	95%	100%
Client services or call tracking module Dules based processing or claims contribute.	95%	100%
Rules-based processing or claims scrubbing Multi-lab or multi-company processing.	95%	100%
Multi-lab or multi-company processing Support all MIDAA transaction eats	25%	available but not installed
Support all HIPAA transaction sets	95%	100%
B/AR system supports electronic data interchange with third-party payers and claims	yes	yes
clearinghouses?		
Functions offered	claims, payments, eligibility, service authorization	claims, payments, eligibility, rebill, authorization
Third-party payers and claims clearinghouses with which system is interfaced	Emdeon	Emdeon, NEIC, Express Bill, Zirmed, Capario, others
Type of claim data generation	UB-92, 1500	1500, client bill, ANSI 837
Third works rates and as the second states are		OM CodeMay AMA
Third-party rules and coding updates supported by system	_	3M, CodeMap, AMA
Complete ASP solution for B/AR system?	no	no
Method of charging for ASP service	_	_
Client software required	_	_
ASP information conduit	_	_
Client contracts supported from data center not operated by client	_	_
How data center is operated	_	_
· ·		
Indexed field in each test definition for LOINC code?	yes	yes
Provide LOINC dictionary for each new installation?	yes	0
		yes/escrow
Provide LOINC dictionary for each new installation?	yes	
Provide LOINC dictionary for each new installation? Journaling?/source code?	yes	
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance)	yes/escrow	
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) • Smallest standalone B/AR system • Largest standalone B/AR system	yes/escrow \$10k/\$50k/included/\$0.75k	yes/escrow — —
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) Smallest standalone B/AR system Largest standalone B/AR system Smallest B/AR configuration for integrated lab system	yes yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$0.5k	yes/escrow — — \$10k/\$100k/\$25k/\$8k
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) • Smallest standalone B/AR system • Largest standalone B/AR system • Smallest B/AR configuration for integrated lab system • Largest B/AR configuration for integrated lab system	yes yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$0.5k \$50k/\$200k/included/\$3k	yes/escrow \$10k/\$100k/\$25k/\$8k \$15k/\$200k/\$40k/\$16k
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) Smallest standalone B/AR system Largest standalone B/AR system Smallest B/AR configuration for integrated lab system	yes yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$0.5k \$50k/\$200k/included/\$3k • designed for commercial labs, with tools to address payer determination	yes/escrow \$10k/\$100k/\$25k/\$8k \$15k/\$200k/\$40k/\$16k • exceptions and denials automatic tools allow easy tracing and
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) • Smallest standalone B/AR system • Largest standalone B/AR system • Smallest B/AR configuration for integrated lab system • Largest B/AR configuration for integrated lab system	yes yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$0.5k \$50k/\$200k/included/\$3k • designed for commercial labs, with tools to address payer determination and patient eligibility in an environment where most specimens originate	yes/escrow — \$10k/\$100k/\$25k/\$8k \$15k/\$200k/\$40k/\$16k • exceptions and denials automatic tools allow easy tracing and handling
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) • Smallest standalone B/AR system • Largest standalone B/AR system • Smallest B/AR configuration for integrated lab system • Largest B/AR configuration for integrated lab system	yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$3k \$50k/\$200k/included/\$3k • designed for commercial labs, with tools to address payer determination and patient eligibility in an environment where most specimens originate in nonlab facilities	yes/escrow \$10k/\$100k/\$25k/\$8k \$15k/\$200k/\$40k/\$16k • exceptions and denials automatic tools allow easy tracing and handling • automation—travel algorithm, reinvoice, colliding panels
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) • Smallest standalone B/AR system • Largest standalone B/AR system • Smallest B/AR configuration for integrated lab system • Largest B/AR configuration for integrated lab system	yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$0.5k \$50k/\$200k/included/\$3k • designed for commercial labs, with tools to address payer determination and patient eligibility in an environment where most specimens originate in nonlab facilities • expertise with New York Medicaid and similar state Medicaid initiatives,	yes/escrow — \$10k/\$100k/\$25k/\$8k \$15k/\$200k/\$40k/\$16k • exceptions and denials automatic tools allow easy tracing and handling
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) • Smallest standalone B/AR system • Largest standalone B/AR system • Smallest B/AR configuration for integrated lab system • Largest B/AR configuration for integrated lab system	yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$3k \$50k/\$200k/included/\$3k • designed for commercial labs, with tools to address payer determination and patient eligibility in an environment where most specimens originate in nonlab facilities • expertise with New York Medicaid and similar state Medicaid initiatives, including prior service authorization and emerging transition to ambula-	yes/escrow \$10k/\$100k/\$25k/\$8k \$15k/\$200k/\$40k/\$16k • exceptions and denials automatic tools allow easy tracing and handling • automation—travel algorithm, reinvoice, colliding panels
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) • Smallest standalone B/AR system • Largest standalone B/AR system • Smallest B/AR configuration for integrated lab system • Largest B/AR configuration for integrated lab system	yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$3k \$50k/\$200k/included/\$3k • designed for commercial labs, with tools to address payer determination and patient eligibility in an environment where most specimens originate in nonlab facilities • expertise with New York Medicaid and similar state Medicaid initiatives, including prior service authorization and emerging transition to ambulatory patient group billing	yes/escrow \$10k/\$100k/\$25k/\$8k \$15k/\$200k/\$40k/\$16k • exceptions and denials automatic tools allow easy tracing and handling • automation—travel algorithm, reinvoice, colliding panels
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) • Smallest standalone B/AR system • Largest standalone B/AR system • Smallest B/AR configuration for integrated lab system • Largest B/AR configuration for integrated lab system Distinguishing features (supplied by vendor)	yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$3k \$50k/\$200k/included/\$3k • designed for commercial labs, with tools to address payer determination and patient eligibility in an environment where most specimens originate in nonlab facilities • expertise with New York Medicaid and similar state Medicaid initiatives, including prior service authorization and emerging transition to ambula-	yes/escrow \$10k/\$100k/\$25k/\$8k \$15k/\$200k/\$40k/\$16k • exceptions and denials automatic tools allow easy tracing and handling • automation—travel algorithm, reinvoice, colliding panels
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) Smallest standalone B/AR system Largest standalone B/AR system Smallest B/AR configuration for integrated lab system Largest B/AR configuration for integrated lab system Distinguishing features (supplied by vendor)	yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$3k \$50k/\$200k/included/\$3k • designed for commercial labs, with tools to address payer determination and patient eligibility in an environment where most specimens originate in nonlab facilities • expertise with New York Medicaid and similar state Medicaid initiatives, including prior service authorization and emerging transition to ambulatory patient group billing	yes/escrow \$10k/\$100k/\$25k/\$8k \$15k/\$200k/\$40k/\$16k • exceptions and denials automatic tools allow easy tracing and handling • automation—travel algorithm, reinvoice, colliding panels
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) • Smallest standalone B/AR system • Largest standalone B/AR system • Smallest B/AR configuration for integrated lab system • Largest B/AR configuration for integrated lab system Distinguishing features (supplied by vendor) *B/AR=billing/accounts receivable ** HL=hospital labs, IL=independent labs, PP=pathology practices (only surgical pathology/cytology)	yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$3k \$50k/\$200k/included/\$3k • designed for commercial labs, with tools to address payer determination and patient eligibility in an environment where most specimens originate in nonlab facilities • expertise with New York Medicaid and similar state Medicaid initiatives, including prior service authorization and emerging transition to ambulatory patient group billing	yes/escrow \$10k/\$100k/\$25k/\$8k \$15k/\$200k/\$40k/\$16k • exceptions and denials automatic tools allow easy tracing and handling • automation—travel algorithm, reinvoice, colliding panels
Provide LOINC dictionary for each new installation? Journaling?/source code? Cost (hardware/software/installation and training/monthly maintenance) Smallest standalone B/AR system Largest standalone B/AR system Smallest B/AR configuration for integrated lab system Largest B/AR configuration for integrated lab system Distinguishing features (supplied by vendor)	yes/escrow \$10k/\$50k/included/\$0.75k \$100k/\$200k/included/\$3k \$5k/\$25k/included/\$3k \$50k/\$200k/included/\$3k • designed for commercial labs, with tools to address payer determination and patient eligibility in an environment where most specimens originate in nonlab facilities • expertise with New York Medicaid and similar state Medicaid initiatives, including prior service authorization and emerging transition to ambulatory patient group billing	yes/escrow \$10k/\$100k/\$25k/\$8k \$15k/\$200k/\$40k/\$16k • exceptions and denials automatic tools allow easy tracing and handling • automation—travel algorithm, reinvoice, colliding panels

P-47-40		
Part / At U	SCC Soft Computer	Schuylar House
Part 7 of 9	SCC Soft Computer Ellie Vahman ellie@softcomputer.com	Schuyler House Janet Chennault jlc@schuylerhouse.com
	5400 Tech Data Drive	27821 Fremont Court, #8
	Clearwater, FL 33760	Valencia, CA 91355
	727-789-0100	800-706-0266
	www.softcomputer.com	www.schuylab.com
	·	TTTT-OSTUJIUD-OSTI
Name of billing/accounts receivable system	SoftA/R	SchuyLab
First ever/most recent B/AR* system installation (based on March 2010 survey deadline)	1993/2009	1994/March 2010
Last major release for featured B/AR system	November 2009	January 2010
	72	189
No. of contracts for sites operating B/AR system • Contracts signed since March 2009	73 2	3
Contracts gone live since March 2009	4	3
No. of sites operating B/AR system (HL/IL/PP/PO/OL/FI)**	211 (182/17/— [†] /0/12 clinics/0)	192 (12/136/0/22/17 veterinary/5 in Guam, Caribbean)
	(
No. of inpatient invoices handled by installed sites annually	— 4 000 000 0 500 000 / 4 000 000)	100-2,000+
No. of outpatient requisitions handled by installed sites annually	1,000,000–6,500,000 (avg., 4,300,000)	100-2,000+
Largest No. of hospitals/pathologists serviced by one B/AR system Percentage of installations that have standalone B/AR systems	3/7	0
Tercentage of installations that have stalldalone birth systems		<u> </u>
No. of employees in entire company	1,522	22
No. of employees dedicated to software development, installation, support	56	3
No. of user workstations in sites operating B/AR system	3–50	1–60
Average No. of user workstations in sites operating B/AR system	10	3
Server platform	IBM System p (AIX)	PC
PC/workstation platform	Microsoft Windows workstations SoftMedia (integrated document management)	Dell recommended; any standard PC
Innovative peripherals Operating systems	SoftMedia (integrated document management) server: IBM AIX (Unix); workstation: Microsoft Windows	voice input Windows XP, 7, Vista
Databases and tools used	Oracle	Pervasive
Information systems/software interfaces	SCC Soft Computer, Cerner, McKesson, Eclipsys, Epic, Siemens, GE Healthcare, IntraNexus, QuadraMed, Meditech, Keane, CPSI, others	Acer, Affinity, AMI, Allscripts-Misys, Healthland, Digital MD Systems, GE Healthcare, McKesson, Siemens, others
	ncanicale, inicalexus, Quaurameu, Meditech, Reane, CPSI, Others	UE HEARINGALE, MICRESSOII, SIEHIEHS, OTHERS
Features (listed as a percentage of live installations or based on availability)		
Patient demographics transferred via interface from LIS to B/AR system	100%	100%
1500 claim form generation (paper version)	50%	80%
UB-92 claim form generation (paper version)	6%	-
Client invoices	80%	100%
Patient invoices	50%	100%
Reprints of above on demand	50%	100%
Key indicator tracking (online view of site-assigned key indicators)	100%	installed
• Test profile vs. component billing	100%	100%
Medical-necessity screening for Medicare Description of the d	100%	20%
Professional component billing Auto delete of populishle procedures	100% 100%	100%
Auto delete of nonbillable procedures Technical component only	100% 	100% 100%
Retain demographic data, repeating patients		100%
Accounts and patient payment posting	80%	100%
Accounts and patient payment posting Accounts receivable system	50%	100%
Management or marketing reports	100%	100%
Automatic balance billing to patients	50%	100%
Capitation billing plus billable tests	installed	not available
Utilization reports for managed care	_	not available
Global charges for lab tests	100%	not available
Unlimited user-defined fee schedules	100%	100%
• Track financial classes	50%	100%
Allow open-item accounting (each line item on bill can be handled separately)	100%	not available
User report writer Collection agency system	100% 50%	not available not available
User-configurable dunning	50%	not available
	available through vendor's general LIS or via third party	not available
Client services or call tracking module	available unbugh vehicle 3 general Lio of via unita party	
Client services or call tracking module Rules-based processing or claims scrubbing	100%	
Client services or call tracking module Rules-based processing or claims scrubbing Multi-lab or multi-company processing	100% 2%	not available not available
Rules-based processing or claims scrubbing	100% 2% 50%	not available
Rules-based processing or claims scrubbing Multi-lab or multi-company processing Support all HIPAA transaction sets	2% 50%	not available not available 100%
Rules-based processing or claims scrubbing Multi-lab or multi-company processing	2%	not available not available
Rules-based processing or claims scrubbing Multi-lab or multi-company processing Support all HIPAA transaction sets B/AR system supports electronic data interchange with third-party payers and claims	2% 50% yes claims, payments, secondary claims, acknowledgements	not available not available 100%
Rules-based processing or claims scrubbing Multi-lab or multi-company processing Support all HIPAA transaction sets B/AR system supports electronic data interchange with third-party payers and claims clearinghouses?	2% 50% yes claims, payments, secondary claims, acknowledgements Medicare, Blue Cross Blue Shield, Quadax, Capario, MVP, Emdeon,	not available not available 100% yes
Rules-based processing or claims scrubbing Multi-lab or multi-company processing Support all HIPAA transaction sets B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? Functions offered Third-party payers and claims clearinghouses with which system is interfaced	2% 50% yes claims, payments, secondary claims, acknowledgements Medicare, Blue Cross Blue Shield, Quadax, Capario, MVP, Emdeon, Zirmed, Gateway EDI, Netwerkes, eProvider Solutions, MedAssets	not available not available 100% yes claims, rebill, remittance Office Ally, Capario, Palmetto
Rules-based processing or claims scrubbing Multi-lab or multi-company processing Support all HIPAA transaction sets B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? Functions offered	2% 50% yes claims, payments, secondary claims, acknowledgements Medicare, Blue Cross Blue Shield, Quadax, Capario, MVP, Emdeon,	not available not available 100% yes claims, rebill, remittance
Rules-based processing or claims scrubbing Multi-lab or multi-company processing Support all HIPAA transaction sets B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? Functions offered Third-party payers and claims clearinghouses with which system is interfaced	2% 50% yes claims, payments, secondary claims, acknowledgements Medicare, Blue Cross Blue Shield, Quadax, Capario, MVP, Emdeon, Zirmed, Gateway EDI, Netwerkes, eProvider Solutions, MedAssets	not available not available 100% yes claims, rebill, remittance Office Ally, Capario, Palmetto
Rules-based processing or claims scrubbing Multi-lab or multi-company processing Support all HIPAA transaction sets B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? Functions offered Third-party payers and claims clearinghouses with which system is interfaced Type of claim data generation Third-party rules and coding updates supported by system	2% 50% yes claims, payments, secondary claims, acknowledgements Medicare, Blue Cross Blue Shield, Quadax, Capario, MVP, Emdeon, Zirmed, Gateway EDI, Netwerkes, eProvider Solutions, MedAssets UB-92, 1500, ANSI 837 Professional and Institutional, custom Quadax, 3M	not available not available 100% yes claims, rebill, remittance Office Ally, Capario, Palmetto 1500 CodeMap
Rules-based processing or claims scrubbing Multi-lab or multi-company processing Support all HIPAA transaction sets B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? Functions offered Third-party payers and claims clearinghouses with which system is interfaced Type of claim data generation Third-party rules and coding updates supported by system Complete ASP solution for B/AR system?	2% 50% yes claims, payments, secondary claims, acknowledgements Medicare, Blue Cross Blue Shield, Quadax, Capario, MVP, Emdeon, Zirmed, Gateway EDI, Netwerkes, eProvider Solutions, MedAssets UB-92, 1500, ANSI 837 Professional and Institutional, custom Quadax, 3M yes	not available not available 100% yes claims, rebill, remittance Office Ally, Capario, Palmetto 1500
Rules-based processing or claims scrubbing Multi-lab or multi-company processing Support all HIPAA transaction sets B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? Functions offered Third-party payers and claims clearinghouses with which system is interfaced Type of claim data generation Third-party rules and coding updates supported by system Complete ASP solution for B/AR system? Method of charging for ASP service	2% 50% yes claims, payments, secondary claims, acknowledgements Medicare, Blue Cross Blue Shield, Quadax, Capario, MVP, Emdeon, Zirmed, Gateway EDI, Netwerkes, eProvider Solutions, MedAssets UB-92, 1500, ANSI 837 Professional and Institutional, custom Quadax, 3M yes fixed fee or transaction based—user's choice	not available not available 100% yes claims, rebill, remittance Office Ally, Capario, Palmetto 1500 CodeMap
Rules-based processing or claims scrubbing Multi-lab or multi-company processing Support all HIPAA transaction sets B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? Functions offered Third-party payers and claims clearinghouses with which system is interfaced Type of claim data generation Third-party rules and coding updates supported by system Complete ASP solution for B/AR system?	2% 50% yes claims, payments, secondary claims, acknowledgements Medicare, Blue Cross Blue Shield, Quadax, Capario, MVP, Emdeon, Zirmed, Gateway EDI, Netwerkes, eProvider Solutions, MedAssets UB-92, 1500, ANSI 837 Professional and Institutional, custom Quadax, 3M yes	not available not available 100% yes claims, rebill, remittance Office Ally, Capario, Palmetto 1500 CodeMap
Rules-based processing or claims scrubbing Multi-lab or multi-company processing Support all HIPAA transaction sets B/AR system supports electronic data interchange with third-party payers and claims clearinghouses? Functions offered Third-party payers and claims clearinghouses with which system is interfaced Type of claim data generation Third-party rules and coding updates supported by system Complete ASP solution for B/AR system? Method of charging for ASP service Client software required	2% 50% yes claims, payments, secondary claims, acknowledgements Medicare, Blue Cross Blue Shield, Quadax, Capario, MVP, Emdeon, Zirmed, Gateway EDI, Netwerkes, eProvider Solutions, MedAssets UB-92, 1500, ANSI 837 Professional and Institutional, custom Quadax, 3M yes fixed fee or transaction based—user's choice requires that software be installed on a client PC	not available not available 100% yes claims, rebill, remittance Office Ally, Capario, Palmetto 1500 CodeMap
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Part 8 of 9	Seacoast Laboratory Data Systems	Sunquest Information Systems
	Jim Whitehurst jim@sldsi.com	Don Mounce donald.mounce@sunquestinfo.com
	195 New Hampshire Ave., Suite 140	250 S. Williams Blvd.
	Portsmouth, NH 03801	Tucson, AZ 85711
	603-431-4114	877-239-6337
	www.sldsi.com	www.sunquestinfo.com
Name of billing/accounts receivable system	SurroundLab AR	Sunquest Clinical Financial (formerly Misys Clinical Financial)
First ever/most recent B/AR* system installation (based on March 2010 survey deadline)	2001/November 2009 November 2009	1985/2008 2009
Last major release for featured B/AR system		
No. of contracts for sites operating B/AR system	67	82
Contracts signed since March 2009 Contracts gone live since March 2009	5 5	1
No. of sites operating B/AR system (HL/IL/PP/PO/OL/FI)**	72 (4/61/7/0/0/0)	
Ho. of onco operating DAM System (HE/HE/17/1 O/DE/11)	12 (40111101010)	220 (42/100/01/0/0/0)
No. of inpatient invoices handled by installed sites annually	-	0-12,000 (avg., 8,000)
No. of outpatient requisitions handled by installed sites annually	1,200–4,000,000 (avg., 900,000)	5,000–4,000,000 (avg., 250,000)
Largest No. of hospitals/pathologists serviced by one B/AR system Percentage of installations that have standalone B/AR systems	—/8 30%	8/45
reicentage of histaliations that have standardie b/An systems	30%	_
No. of employees in entire company	46	600
No. of employees dedicated to software development, installation, support	29	_
No. of user workstations in sites operating B/AR system	2–100+	5–125
Average No. of user workstations in sites operating B/AR system	20	35
Convey platform	letel v0C	IDM Hawlett Deckard
Server platform PC/workstation platform	Intel x86	IBM, Hewlett-Packard Dell, Hewlett-Packard
Innovative peripherals	digital faxing	—
Operating systems	Windows, Linux	AIX, HP-UX
Databases and tools used	Caché, Deep Sea	Caché
Information systems/software interfaces	_	Sunquest, Cerner, Siemens, McKesson, GE Healthcare, Epic, Eclipsys,
		SCC Soft Computer, Impac, Meditech, others
Fortune (Bold on the Control of the		· · · · · · · · · · · · · · · · · · ·
Features (listed as a percentage of live installations or based on availability) • Patient demographics transferred via interface from LIS to B/AR system	100%	100%
Patient demographics transferred via interface from LIS to B/AR system 1500 claim form generation (paper version)	100% 100%	95%
UB-92 claim form generation (paper version)	30%	10%
Client invoices	100%	100%
Patient invoices	95%	100%
Reprints of above on demand	100%	100%
Key indicator tracking (online view of site-assigned key indicators) The profile we company to billing.	100%	100%
Test profile vs. component billing Madical-necessity screening for Medicare	100% 100%	100% 95%
Medical-necessity screening for Medicare Professional component billing	100% 40%	95% 95%
Auto delete of nonbillable procedures	100%	100%
Technical component only	40%	90%
Retain demographic data, repeating patients	100%	100%
Accounts and patient payment posting	100%	100%
Accounts receivable system	100%	100%
Management or marketing reports Automotic halongs hilling to potion to	100%	100%
Automatic balance billing to patients Capitation billing plus billable tests	100% 15%	90% 20%
Utilization reports for managed care	20%	100%
Global charges for lab tests	100%	90%
Unlimited user-defined fee schedules	100%	100%
Track financial classes	100%	100%
Allow open-item accounting (each line item on bill can be handled separately)	100%	100%
User report writer Collection groups system	installed	100%
Collection agency system User-configurable dunning	installed 100%	100% 100%
Oser-configurable dunning Client services or call tracking module	100%	available through vendor's general LIS or via third party
Rules-based processing or claims scrubbing	100%	100%
Multi-lab or multi-company processing	100%	100%
Support all HIPAA transaction sets	100%	100%
B/AR system supports electronic data interchange with third-party payers and claims	yes	yes
clearinghouses?		
• Functions offered	claims, payments, eligibility, collections	submission, remittance
Third-party payers and claims clearinghouses with which system is interfaced	many	Per-Sé, Emdeon, Cydata, NEIC, Quadex, Regence, Medical Manager of Ohio, others
Type of claim data generation	UB-92, 1500	UB-92, 1500, custom
Third-party rules and coding updates supported by system	CodeMap	3M
Complete ASP solution for B/AR system?	no	no
Method of charging for ASP service	_	_
Client software required	_	_
ASP information conduit Client contracts currently from data contax not converted by client	_	_
Client contracts supported from data center not operated by client How data center is operated.		-
How data center is operated		-
Indexed field in each test definition for LOINC code?	yes	no
Provide LOINC dictionary for each new installation?	no	no
Journaling?/source code?	yes/escrow	yes/escrow
Cost (hardware/software/installation and training/monthly maintenance)	#40L/#F0L/#40L/#41-	
Smallest standalone B/AR system A largest standalone B/AR system	\$10k/\$50k/\$10k/\$1k \$40k/\$300k/\$50k/	_
Largest standalone B/AR system Smallest B/AR configuration for integrated lab system	\$40k/\$300k/\$50k/— 	_
Smallest B/AR configuration for integrated lab system Largest B/AR configuration for integrated lab system	_	_
	a decimal avaluation for a supposability with the "	a manifes a complete interfere to be after 110 and to 111 and
Distinguishing features (supplied by vendor)	designed exclusively for commercial laboratory operation real-time billing data	 provides a seamless interface to leading LIS applications with extensive management-analysis capabilities
	complete access to data via ODBC connections	 modular implementation scales from start-up client-only invoicing to
		full-scale insurance billing and accounts payable
		extensive validation prior to claims submission reduces claim rejection rate
+D/AD Lilling/accounts		rate
*B/AR=billing/accounts receivable ** HL=hospital labs, IL=independent labs, PP=pathology practices (only surgical pathology/cytology)		
services), PO=physician offices, OL=other U.S. locations, FI=foreign installations		
Note: a dash in lieu of an answer means company did not answer question or question is not applicable		

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Part 9 of 9	Telcor	Xifin
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	402-489-1207 www.telcor.com	858-436-2995 www.xifin.com
		·
Name of billing/accounts receivable system	Billing Information System	Xifin Revenue Cycle Management
First ever/most recent B/AR* system installation (based on March 2010 survey deadline)	2004/March 2010	2001/February 2010
Last major release for featured B/AR system	February 2010	February 2010
No. of contracts for sites operating B/AR system	40	28
Contracts signed since March 2009	16	7
• Contracts gone live since March 2009	10	7
No. of sites operating B/AR system (HL/IL/PP/PO/OL/FI)**	40 (16/18/3/0/3 molecular, academic, mobile radiology/0)	28 (8/17/3/0/0/0)
No. of inpatient invoices handled by installed sites annually	_	_
No. of outpatient requisitions handled by installed sites annually	15,000–2,655,250 (avg., 535,000)	62,964–6,792,000 (avg., 1,000,000)
Largest No. of hospitals/pathologists serviced by one B/AR system Percentage of installations that have standalone B/AR systems	26/31 85%	
1 crocinage of installations that have stallatione birth systems		100/0
No. of employees in entire company	82	95
No. of employees dedicated to software development, installation, support	32	95
No. of user workstations in sites operating B/AR system	4–102	19–208
Average No. of user workstations in sites operating B/AR system	25	80
Server platform	Intel-based Windows server	SaaS (software as a service) Web browser based
PC/workstation platform	Windows XP	PC-Intel with Internet connection
Innovative peripherals	integrated fax, PDF, e-mail, Excel export	bar-code printers, image management, OCR readers, fax, archived storage
Operating systems	Windows 2003, 2008 server	Windows 2000, XP, Vista with Internet Explorer 6, 7
Databases and tools used	Microsoft SQL 2005, 2008; .Net 3.5 platform; Crystal Reports 2008; Excel;	Oracle 10g Enterprise Edition, Business Objects Enterprise XI
	Adobe PDF reader	
Information systems/software interfaces	Cerner, McKesson, Orchard, Sunquest, Aspyra, Impac, Siemens,	Allscripts-Misys, eTeleNext, Sunquest, McKesson, Epic, Cerner,
	GE Healthcare, others	Netlims, Sysware, Atlas Medical, others
Features (listed as a percentage of live installations or based on availability)		
Patient demographics transferred via interface from LIS to B/AR system	installed	100%
1500 claim form generation (paper version)	installed	100%
UB-92 claim form generation (paper version)	installed	100%
Client invoices Patient invoices	installed installed	100% 100%
Reprints of above on demand	installed	100%
Key indicator tracking (online view of site-assigned key indicators)	installed	100%
Test profile vs. component billing	installed	100%
Medical-necessity screening for Medicare	installed	100%
Professional component billing Auto delete of nonbillable procedures	installed installed	100% 100%
Technical component only	installed	100%
Retain demographic data, repeating patients	installed	100%
Accounts and patient payment posting	installed	100%
Accounts receivable system	installed	100%
Management or marketing reports Automatic balance billing to patients	installed installed	100% 100%
Capitation billing plus billable tests	installed	100%
Utilization reports for managed care	installed	100%
Global charges for lab tests	installed	100%
Unlimited user-defined fee schedules	installed	100%
Track financial classes Allow open-item accounting (each line item on bill can be handled separately)	installed installed	100% 100%
Name of the first state of	installed	100%
Collection agency system	installed	100%
User-configurable dunning	installed	100%
Client services or call tracking module	not available	100%
Rules-based processing or claims scrubbing Multi-lab or multi-company processing	installed installed	100% 100%
Multi-lab or multi-company processing Support all HIPAA transaction sets	installed	100%
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses?	yes	yes
• Functions offered	claims, remittance, rebill, automatic status update	payer and clearinghouse management, electronic submissions/remittance/
Third-party payers and claims clearinghouses with which system is interfaced	UHIN, various state Medicaid, Wellmark Blue Cross Blue Shield, Epremis,	eligibility/acknowledgement/status check, payer edits, others Medicare carriers and Fls, Medicaids, Blue Cross, UHC, Aetna, Cigna,
Tima pary payoro ana oranno orannynouses with winon system is interiaced	Emdeon, Palmetto, Capario, HPSM, Availity, Aetna, Community Care, others	Capario, Per-Sé, Softrix, McKesson, Matrix
Type of claim data generation	UB-92, 1500, state specific	UB-92, 1500, nonstandard Medicaids
Third-party rules and coding updates supported by system	allows import from CMS files—CCI, CPT, diagnosis, NCD/LCD rules	LCD/NCDs, CCI, OCE, ICD-9, procedure codes by payer and year, others
	, , , , ,	
Complete ASP solution for B/AR system? • Method of charging for ASP service	yes fixed fee or transaction based—user's choice	yes fixed fee or transaction based
Client software required	browser based or requires that software be installed on a client PC—	browser based
· ·	user's choice	
ASP information conduit	operates over the Internet or requires use of a VPN or other dedicated connection—user's choice	operates over the Internet
Client contracts supported from data center not operated by client	7	100%
How data center is operated	by vendor or third party (McKesson)	by a third party (Savvis)
Indexed field in each test definition for LOINC code?	yes	yes
Provide LOINC dictionary for each new installation?	no	no
Journaling?/source code?	yes/yes	yes/no
Cost (hardware/software/installation and training/monthly maintenance)		
Smallest standalone B/AR system	\$10k/\$74k/\$20k/\$1k	—/\$1.25 per accession/\$145k per site/included
Largest standalone B/AR system Smallest B/AR configuration for integrated leb outton	\$50k/\$400k/\$149k/\$6k	—/\$0.89 per accession/\$300k per site/included
Smallest B/AR configuration for integrated lab system Largest B/AR configuration for integrated lab system	_	/\$1.25 per accession/\$145k per site/included /\$0.89 per accession/\$300k per site/included
, ,		
Distinguishing features (supplied by vendor)	 specifically designed for the workflow and business of laboratories in clinical, anatomic pathology, molecular diagnostics, and reference and 	services include ongoing programming, integration, and database maintenance
		user-configurable, rules-driven workflow automation facilitating
*B/AR=billing/accounts receivable	hospital outreach environments; includes the ability to collect payments	user-configurable, rules-univen worknow automation facilitating
*B/AR=billing/accounts receivable ** HL=hospital labs, IL=independent labs, PP=pathology practices (only surgical pathology/cytology	at time of service from patients at patient service centers	incorporation of lab procedures and best practices