Structure     30 / CAP TODAY       Structure     Physician       Part 1 of 11     Part 1 of 11		Fet
Physician C	office-laboratory links	software
Part 1 of 11	Atlas Medical Software (a division of Atlas Development Corp.) Daniel Meyer	Axoloti Corp. Nicole Spencer nspencer@axolotl.com
	6351 Owensmouth Ave., Ste. 101	800 El Camino Real West, Ste. 150
Saa aaamnanying article on page 29	Woodland Hills, CA 91367 818-340-7080 www.atlasmedical.com	Mountain View, CA 94040 888-296-5685 www.axolotl.com
See accompanying article on page 28	Atlas LabWorks	
Name of POLL software/system		Elysium
First/most recent installation of software/system No. of host lab contracts signed by 2/1/02 that are not yet operational	1996/January 2003 6	1998/2002 0
No. of contracts signed between 12/1/01 and 12/1/02	10	5
No. of contracts that went live between 12/1/01 and 12/1/02	7	8
No. of host or central labs using software clinically No. of host labs that electronically transfer orders from PO* to LIS	29 25	45 5
No. of satellite locations installed	1,900+	3,000+
Staff to develop-install & support-other** in entire firm/in POLL software division Average time to install, build files, train office staff in a typical PO	17-11-15/13-9-11 2-4 hours	12-20-77 (total in company) 2 hours
Major commercial labs that use POLL package	Dynacare, Spectra, MDS, Spectrum	_
LIS, HIS, and other interfaces	Misys, Antrim, Rubicon, CCA, Cerner, LabGem, Cortex, others	Siemens, McKesson, Antrim, Cerner, Misys, others
Software modifications or modules required on host LIS to interface? POPMS*** used to transfer patient demographics/billing info. to POLL system	yes (HL7 orders and results interfaces) MedicaLogic, Medical Manager, Lytec, Medic, Pace, others	no Medrium, Lytec, Medical Manager, Athena Health
How demographics/billing information is transferred from POPMS at PO or clinic	continuous one-time batch download/file transfer, more frequent	one-time batch download/file transfer, daily update
to POLL system External software tools/vendors used to transfer data from POPMS to POLL system	automatic update of all demographics that have changed, other Persys Technologies	graphics —
How results are returned to PO	individually segmented fields, block of text (optional)	individually segmented fields
System architecture or functionality	thick client, PC, whether or not connected to lab host, thin propri-	standard Web browsers
Patient order and result database maintained on local PC?	etary client, standard Web browsers yes (thick clients), no (thin clients)	no
Functions not available if network link is down	for results: specimen tracking and messages; new information	
Online connections between PO and central or host system	delayed until link is re-established no online connection, dial-up modem to private phone No., leased	dial-up modem to private phone No., leased line, vi
	line, virtual private network, public Internet connection (dial-up sufficient)	network, public Internet connection (dial-up suffici
Commiste ACD estudion for DOLL ofference	· ·	
Complete ASP solution for POLL software? • Method of charging for ASP service	yes subscription or transaction-based	yes subscription
Features (listed as a percentage of live installs or whether or not it's available)		
Order entry     Medicare compliance checking using carrier-specific rules	100%	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	100%
<ul> <li>Local medical review policies can be viewed</li> <li>Automatic routing of an order to different labs according to payer rules</li> </ul>	100% 5%	100% not available
<ul> <li>Printing of lab's requisitions</li> <li>Printing of requisitions for other lab providers</li> </ul>	100% 5%	100% 100%
- Duplicate order checking	100%	not available
<ul> <li>Physician office-specific panels</li> <li>Electronic order entry (from P0 to host)</li> </ul>	20%	100% 100%
- Transfer of patient demographics/insurance	100%	100%
<ul> <li>Automatic handling of scheduled/standing orders</li> <li>Automatic routing of orders to hospital/commercial labs depending on payer rules</li> </ul>	35% s 5%	not available not available
Bar-code collection label printing	95%	available but not installed
<ul> <li>Two-dimensional bar-code on printed requisition</li> <li>Software adapted for use in phlebotomy/collection stations</li> </ul>	available but not installed 5%	available but not installed available but not installed
Result receipt     Stored as a block of text	available but not installed	not available
- All items (result, reference range, units) stored as individual data elements	100%	100%
<ul> <li>Automatic parsing of report pages to extract results</li> <li>Inquiry mode that allows P0 to check status of specimens with host</li> </ul>	not available 5%	available but not installed not available
Reporting		
- In exact format received from host lab - Cumulative	available but not installed 100%	not available 50%
- Integration of host and PO lab results	available but not installed	100%
<ul> <li>Display of new results for patient and/or clinic</li> <li>Remote access available to on-call physicians</li> </ul>	100% 25%	100% 100%
- Unattended printing of reports - Display current report with historical data on same screen	50% 100%	<u> </u>
- Graph historical results with current results for trend analysis	100%	100%
Physician can electronically sign reports to confirm review     Physician can compose and send secure electronic messages to patients	available but not installed available in October 2003	100% available but not installed
User-defined rule-based system and alerts in PO module	2%	100%
Electronic transfer of data to another PO     E-mail	 not available	100% not available
- Encrypted e-mail	available in June 2003	100%
- Web reference or pointer to Web site - Fax	2% available but not installed	not available 100%
<ul> <li>PO orders supplies from host lab</li> <li>Specimen pickup or courier requests to host lab</li> </ul>	5% 3%	available but not installed not available
• Financial		
- Billing/collections/accounts receivable - Electronic claims transfer	available in April 2003 not available	available but not installed available
- Interfaces to billing systems	2%	available but not installed
Other functionality     Electronic medical record	not available	30%
- Interfaces to PO lab instruments - Entry of PO lab results with edit checks	available but not installed 1%	not available 100%
System priced on a cost-per-transaction basis?	perpetual license, mo. subscription, and transactional models avail.	no
One-time/initial charges	porporar noonoo, mo. onooripuon, ana uansabuonai muutis dvall. —	-
Monthly/subscription fees Basis for increasing fees as POs are added	_	yes based on No. of physicians of record
Situations where fees increase with additional services	-	fees increase as more applications are used
Distinguishing features (supplied by vendor)	• seven years of successful installation, deployment, and cus-	• integrates results delivery, lab ordering, and char
	tomization to meet clients' needs	with other clinical and financial applications

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

### Physician office-laboratory links software

		Fe
ENTRIES     32 / CAP TODAY       Instruction     Physician of 11	office-laboratory links	software
Part 2 of 11	Brunston Integrated Systems Corp. Doug Ogden ogdend@brunston.com	CareEvolve Cory Fishkin cfishkin@careevolve.com
	3835-R E. Thousand Oaks Blvd., #221	481 B Edward H. Ross Drive
See accompanying article on page 28	Westlake Village, CA 91362 805-494-1341 www.brunston.com	Elmwood Park, NJ 07407 888-322-5222 www.careevolve.com
Name of POLL software/system	Brio2000 Link	CareEvolve
Name of FOLL Software/System		Gareevolve
First/most recent installation of software/system No. of host lab contracts signed by 2/1/02 that are not yet operational	2001/November 2002 3	January 2003 4
No. of contracts signed between 12/1/01 and 12/1/02	1	6
No. of contracts that went live between 12/1/01 and 12/1/02 No. of host or central labs using software clinically	1 4	2 2
No. of host labs that electronically transfer orders from PO* to LIS No. of satellite locations installed	1 42	1 175
Staff to develop-install & support-other** in entire firm/in POLL software division	5-5-4 (total in company)	10-13-5/3-5-2
Average time to install, build files, train office staff in a typical PO Major commercial labs that use POLL package	2.5 hours MDS Laboratories (U.S. division), Clinical Pathology Laboratories	1–3 hours BioReference Laboratories, SED Laboratories
	of Texas, American Health Associates Laboratories	,,
LIS, HIS, and other interfaces	Meditech, Antrim, CCA, McKesson Advantage	McKesson, Schuyler House
Software modifications or modules required on host LIS to interface? POPMS*** used to transfer patient demographics/billing info. to POLL system	yes (ODBC or remote modem dial-up) Medical Manager, Misys, Lytec, iMcKesson, MediSoft	yes (HL7 interface module) most major systems
How demographics/billing information is transferred from POPMS at PO or clinic	more frequent automatic update of all demographics that have	one-time batch download/file transfer, daily update
to POLL system External software tools/vendors used to transfer data from POPMS to POLL system	changed Persys Technologies	graphics third-party
How results are returned to PO	block of text, individually segmented fields	PDF, individually segmented fields
System architecture or functionality	thick client, PC, whether or not connected to lab host	thick client, PC, while not connected to lab host, st browsers
Patient order and result database maintained on local PC? • Functions not available if network link is down	yes none	no 
Online connections between PO and central or host system	dial-up modem to private phone No. or leased line (both for results reporting), public Internet connection (dial-up sufficient),	virtual private network, public Internet connection cient but DSL/cable modem recommended)
	virtual private network	
Complete ASP solution for POLL software? • Method of charging for ASP service	no 	yes subscription
Features (listed as a percentage of live installs or whether or not it's available)		
Order entry     Medicare compliance checking using carrier-specific rules	100%	15%
<ul> <li>Advanced beneficiary notice printed if medical necessity criteria not met</li> <li>Local medical review policies can be viewed</li> </ul>	100%	15%
<ul> <li>Automatic routing of an order to different labs according to payer rules</li> </ul>	100% available second quarter 2003	15% 15%
- Printing of lab's requisitions - Printing of requisitions for other lab providers	100% not available	15% 15%
- Duplicate order checking	not available	15%
<ul> <li>Physician office-specific panels</li> <li>Electronic order entry (from PO to host)</li> </ul>	100% 100%	not available
- Transfer of patient demographics/insurance	100%	15%
<ul> <li>Automatic handling of scheduled/standing orders</li> <li>Automatic routing of orders to hospital/commercial labs depending on payer rules</li> </ul>	100% available second quarter 2003	available in June 2003 available but not installed
<ul> <li>Bar-code collection label printing</li> <li>Two-dimensional bar-code on printed requisition</li> </ul>	100% 100% (PDF 417)	15% 15% (PDF 417)
<ul> <li>Software adapted for use in phlebotomy/collection stations</li> </ul>		available but not installed
Result receipt     Stored as a block of text	100%	not available
- All items (result, reference range, units) stored as individual data elements	100%	100%
<ul> <li>Automatic parsing of report pages to extract results</li> <li>Inquiry mode that allows PO to check status of specimens with host</li> </ul>	100% available but not installed	 not available
<ul> <li>Reporting</li> <li>In exact format received from host lab</li> </ul>	100%	100%
- Cumulative	100%	100%
- Integration of host and PO lab results - Display of new results for patient and/or clinic	not available 100%	available but not installed 100%
- Remote access available to on-call physicians	not available	not available
<ul> <li>Unattended printing of reports</li> <li>Display current report with historical data on same screen</li> </ul>	100% 100%	not available not available
- Graph historical results with current results for trend analysis	100%	100%
<ul> <li>Physician can electronically sign reports to confirm review</li> <li>Physician can compose and send secure electronic messages to patients</li> </ul>	not available available but not installed	100% available but not installed
<ul> <li>User-defined rule-based system and alerts in PO module</li> </ul>	not available	100%
<ul> <li>Electronic transfer of data to another PO</li> <li>E-mail</li> </ul>	— not available	_
- Encrypted e-mail	not available	
- Web reference or pointer to Web site - Fax	available but not installed not available	available but not installed —
<ul> <li>PO orders supplies from host lab</li> <li>Specimen pickup or courier requests to host lab</li> </ul>	available second quarter 2003 not available	available in July 2003 available in July 2003
• Financial		-
<ul> <li>Billing/collections/accounts receivable</li> <li>Electronic claims transfer</li> </ul>	not available not available	not available 15%
- Interfaces to billing systems • Other functionality	30%	available but not installed
- Electronic medical record	not available	available but not installed
<ul> <li>Interfaces to PO lab instruments</li> <li>Entry of PO lab results with edit checks</li> </ul>	not available not available	available but not installed not available
System priced on a cost-per-transaction basis?	no	no
One-time/initial charges Monthly/subscription fees		\$40k+ \$2k+
Basis for increasing fees as POs are added	no increase—flat fee per host lab	based on No. of physicians of record
Situations where fees increase with additional services	no increase	if order entry is added to result transmission (or vi special billing functions are added
Distinguishing features (supplied by vendor)	<ul> <li>Internet and auto-dial; no loss of function if network is down</li> <li>lab controls authentication certificates</li> </ul>	<ul> <li>unique physician-focused applications and servio</li> <li>specialized implementation and support team</li> </ul>

### Physician office-laboratory links software

		EL SI
Physician office	-laboratory links softv	CAP TODAY / 33
art 3 of 11	Cerner Corp. Gina Leo 2800 Rockcreek Parkway Kansas City, M0 64117-2551	4Medica Inc. David Edelstein davide@4medica.com 100 Corporate Pointe, Ste. 200 Culver City, CA 90230
	816-221-1024 www.cerner.com	<b>310-348-4100</b> www.4medica.com
ame of POLL software/system	ePathLink	4Medica Retriever/4Medica Diagnostics*
······································	1997/2003	1999/January 2003
	25 10	6 38
	3 10	32 112
b. of host labs that electronically transfer orders from PO* to LIS	10	53
	40+ 800+-2,700+-1,300+/varies	12,650 16-10-8/12-8-5
ajor commercial labs that use POLL package	20 hours University of Tennessee Medical Center/Dynacare, North Shore- Long Island Jewish Health System	1 hour LabCorp, Unilab, Quest, Memorial Care, Adventist, others
	Cerner PathNet LIS (integrated), Meditech, SCC, Siemens, others	Misys, Cerner, CoPath, Meditech, Antrim, Cortex, CIS, others
ftware modifications or modules required on host LIS to interface?	no	yes (HL7 import/export)
w demographics/billing information is transferred from POPMS at PO or clinic	Medscape Logician, IDX, other major vendors one-time batch download/file transfer, daily update of demo-	Medical Manager, IDX, Lytec, MediSoft, Versyss, others one-time batch download/file transfer, daily update of demo-
	graphics, more frequent automatic update of all demographics that have changed	graphics, more frequent automatic update of all demographics that have changed
ternal software tools/vendors used to transfer data from POPMS to POLL system	Hilgraeve Hypersend block of text, individually segmented fields	4Medica proprietary block of text, PDF, individually segmented fields
	thin proprietary client, standard Web browsers	standard Web browsers
tient order and result database maintained on local PC?	no	available but not installed
•	— dial-up modem to private phone No., leased line, VPN, public Internet connection (dial-up sufficient), dedicated ISDN	multic Internet connection (dial-up sufficient)
	yes subscription	yes subscription or transaction-based, other (per doctor)
atures (listed as a percentage of live installs or whether or not it's available)		
Order entry - Medicare compliance checking using carrier-specific rules	100%	95%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	100%
•	100% 20%	95% available but not installed
- Printing of lab's requisitions	100%	100%
	not yet available 100%	100% 100%
- Physician office-specific panels	100%	100%
Electronic order entry (from PO to host) - Transfer of patient demographics/insurance	 100%	100% 90%
<ul> <li>Automatic handling of scheduled/standing orders</li> </ul>	100%	90%
	20% 100%	available but not installed 100%
	not available 100%	100% available but not installed
Result receipt	100%	available but not installed
	100% 100%	10% 100%
	100%	80%
<ul> <li>Inquiry mode that allows PO to check status of specimens with host Reporting</li> </ul>	100%	30%
- In exact format received from host lab	100%	100%
	100% not available	100% available but not installed
- Display of new results for patient and/or clinic	not yet available	100%
	100% 100%	100% 100%
- Display current report with historical data on same screen	100%	100%
- Graph historical results with current results for trend analysis Physician can electronically sign reports to confirm review	* *	100% 100%
Physician can compose and send secure electronic messages to patients	<u>*</u> 50%	100% available but not installed
Electronic transfer of data to another PO	-	100%
	not available not available	not available 100%
- Web reference or pointer to Web site	<u>-</u> *	100%
	50% not yet available	100% not available
Specimen pickup or courier requests to host lab	100%	not available
Financial - Billing/collections/accounts receivable	*	available but not installed
- Electronic claims transfer - Interfaces to billing systems	* *	available but not installed 30%
Other functionality		
	100% not available	20% not available
	not available	available but not installed
stem priced on a cost-per-transaction basis? ne-time/initial charges	no 	variable based on volume variable based on LIS
onthly/subscription fees		variable based on volume no increase or based on No. of practices/groups or No. of physi-
	if order entry is added to result transmission (or vice versa)	cians of record if order entry is added to result transmission (or vice versa), if
ating uishing factures (sumplied by yonder)	comprehensive, unified solution	<ul> <li>special billing functions, such as eligibility verification, are added</li> <li>requires little or no training to access basic features</li> </ul>
	<ul> <li>secure and authorized access</li> </ul>	<ul> <li>variety of printing options</li> </ul>

### Physician office-laboratory links software

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FIN SEATES Part 4 of 11	Physician o	office-laboratory links	software
Part 4 of 11		Impac Medical Systems Alex Finkelstein	Labtest Systems Jack Redding jredding@labtest.com
		100 W. Evelyn Ave.	140 Greenwood Ave.
See accompanying articl	e on page 28	Mountain View, CA 94041 650-623-8800 www.impac.com	Midland Park, NJ 07432 201-447-9991 www.labtest.com
Name of POLL software/		Passport	Lab Valet
First/most recent installa	-	2001/2003	2000/January 2003
	signed by 2/1/02 that are not yet operational between 12/1/01 and 12/1/02	1 2	3 6
	nt live between 12/1/01 and 12/1/02	_	6
	s using software clinically tronically transfer orders from PO* to LIS	2 2	14 7
No. of satellite locations	installed • support-other** in entire firm/in POLL software division	~10 87-67-88/4-6-6	1,750+ 3-5-5/—
Average time to install, t	uild files, train office staff in a typical PO	10 hours	1 hour
Major commercial labs t	hat use POLL package	none	Continuum, Centrex, PathLab, Diagnostic Laboratory S
LIS, HIS, and other interf		IntelliLab*, Siemens, Dairyland, others	Antrim, SCC, Misys, Cerner, CoPath, McKesson, Triple
	or modules required on host LIS to interface? r patient demographics/billing info. to POLL system	no Medical Manager, QSI, others	no POPMS transfer provided for all systems by third-part
	information is transferred from POPMS at PO or clinic	one-time batch download/file transfer, daily update of demo-	one-time batch download/file transfer, daily updat
to POLL system		graphics, more frequent automatic update of all demographics that have changed	graphics, more frequent automatic update of all de that have changed, other
External software tools/ve How results are returned	ndors used to transfer data from POPMS to POLL system to PO	none block of text, PDF	in-house PDF, individually segmented fields, HL7
System architecture or f	unctionality	thick client, PC, while connected to lab host, modified Web browser	browser independent, .NET platform
Patient order and result • Functions not available	database maintained on local PC? e if network link is down	no 	no 
	een PO and central or host system	dial-up modem to private phone No., leased line, virtual private	dial-up modem to private phone No., leased line, v
		network, public Internet connection, others	network, public Internet connection (dial-up suffic
Complete ASP solution fo • Method of charging for		yes varies	yes subscription
	centage of live installs or whether or not it's available)		
Order entry     - Medicare compliance	checking using carrier-specific rules	100%	100%
- Advanced beneficiary	notice printed if medical necessity criteria not met	100%	100%
	policies can be viewed an order to different labs according to payer rules	100% 100%	100% 100%
- Printing of lab's requ	isitions 1s for other lab providers	 100%	100% 100%
- Duplicate order check	•	100%	100%
<ul> <li>Physician office-spec</li> <li>Electronic order entry</li> </ul>	•	100% 100%	100% 100% (PDF 417)
- Transfer of patient de	mographics/insurance	100%	100%
· ·	f scheduled/standing orders orders to hospital/commercial labs depending on payer rules	100% 100%	6% 100%
Bar-code collection lat		100% sveikele bet net installed	100% 100%
	code on printed requisition ise in phlebotomy/collection stations	available but not installed 100%	100%
Result receipt     Stored as a block of t	ext	not available	dependent on interface type
- All items (result, refe	rence range, units) stored as individual data elements	100%	100%
	report pages to extract results ows PO to check status of specimens with host	not available 100%	100% 100%
Reporting     In exact format received	rad from host lob	100%	100%
- Cumulative		100%	100%
<ul> <li>Integration of host ar</li> <li>Display of new result</li> </ul>	ld PO lab results s for patient and/or clinic	100% 100%	6% 100%
- Remote access availa	able to on-call physicians	100%	100%
<ul> <li>Unattended printing of - Display current report</li> </ul>	of reports t with historical data on same screen	100% 100%	100% 100%
- Graph historical resu	Its with current results for trend analysis	100%	100%
	ically sign reports to confirm review e and send secure electronic messages to patients	not available 100%	100% available but not installed
User-defined rule-base	ed system and alerts in PO module	100%	100%
Electronic transfer of d     - E-mail	מנמ נט מווטנווטו דט	available but not installed 100%	
- Encrypted e-mail - Web reference or point	nter to Web site	100% 100%	100% 100%
- Fax		100%	available but not installed
<ul> <li>PO orders supplies from</li> <li>Specimen pickup or content</li> </ul>	n host lab urier requests to host lab	100% not available	100% 6%
• Financial			
- Billing/collections/ac - Electronic claims trai		100% 100%	100%* 100%*
- Interfaces to billing s		100%	100%*
Other functionality     - Electronic medical re	cord	80%	not available
<ul> <li>Interfaces to PO lab i</li> <li>Entry of PO lab result</li> </ul>		50% 100%	not available 10%
System priced on a cost-		variable	no
One-time/initial charges		variable	\$5k-\$75k
Monthly/subscription fee Basis for increasing fees		variable variable	\$2.5k–\$15k based on No. of physicians of record
	rease with additional services	variable	POPMS interfaces and loads demographics and ins historical data, report customization
Distinguishing features (	supplied by vendor)	designed for secure use of the Internet	• proven history of successful implementations
		• HIPAA compliant	exclusively lab focused

#### Physician office-laboratory links software

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Physician offic	ce-laboratory links soft	ware h
Part 5 of 11	Labtest Systems Jack Redding jredding@labtest.com 140 Greenwood Ave. Midland Park, NJ 07432	McKesson Jeff Watson jeff.watson@mckesson.com 5995 Windward Parkway Alpharetta, GA 30005
ee accompanying article on page 28	201-447-9991 www.labtest.com	404-338-3092 http://infosolutions.mckesson.com
ame of POLL software/system	Lab Valet SA	Horizon Web Outreach
irst/most recent installation of software/system o. of host lab contracts signed by 2/1/02 that are not yet operational	2002/January 2003 —	1999/2002 4
o. of contracts signed between 12/1/01 and 12/1/02	-	5
o. of contracts that went live between 12/1/01 and 12/1/02 o. of host or central labs using software clinically	1	2
<ul> <li>of host labs that electronically transfer orders from PO* to LIS</li> <li>of satellite locations installed</li> </ul>	1 2	2 1.000
taff to develop-install & support-other** in entire firm/in POLL software division		_
verage time to install, build files, train office staff in a typical PO lajor commercial labs that use POLL package	2 hours Centrex	1 hour n/a
IS, HIS, and other interfaces	SCC	McKesson systems*
oftware modifications or modules required on host LIS to interface? OPMS*** used to transfer patient demographics/billing info. to POLL system	no POPMS transfer provided for all systems by third-party and in-house	no McKesson Practice Point
ow demographics/billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demograph- ics, more frequent automatic update of all demographics that have	more frequent automatic update of all demographics that have changed
	changed, other	-
xternal software tools/vendors used to transfer data from POPMS to POLL system ow results are returned to PO	in-house PDF, individually segmented fields	n/a individually segmented fields
ystem architecture or functionality	thick client, PC, whether or not connected to lab host	standard Web browsers
atient order and result database maintained on local PC?	yes	по
Functions not available if network link is down nline connections between PO and central or host system	real-time results dial-up modem to private phone No., leased line, virtual private	— public Internet connection (dial-up sufficient)
	network, public Internet connection (dial-up sufficient)	
omplete ASP solution for POLL software? Method of charging for ASP service	yes subscription	no 
eatures (listed as a percentage of live installs or whether or not it's available)		
Order entry - Medicare compliance checking using carrier-specific rules	100%	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	100%
<ul> <li>Local medical review policies can be viewed</li> <li>Automatic routing of an order to different labs according to payer rules</li> </ul>	100% 100%	100% 50%
- Printing of lab's requisitions	100%	100%
<ul> <li>Printing of requisitions for other lab providers</li> <li>Duplicate order checking</li> </ul>	100% 100%	50% 100%
- Physician office-specific panels	100%	100% 100%
Electronic order entry (from P0 to host) - Transfer of patient demographics/insurance	 100%	100%
<ul> <li>Automatic handling of scheduled/standing orders</li> <li>Automatic routing of orders to hospital/commercial labs depending on payer rule;</li> </ul>	available but not installed	100% 100%
Bar-code collection label printing	100%	available in 2003
Two-dimensional bar-code on printed requisition Software adapted for use in phlebotomy/collection stations	100% available but not installed	not available 100%
Result receipt		10070
<ul> <li>Stored as a block of text</li> <li>All items (result, reference range, units) stored as individual data elements</li> </ul>	not available 100%	 100%
- Automatic parsing of report pages to extract results	100%	-
<ul> <li>Inquiry mode that allows PO to check status of specimens with host Reporting</li> </ul>	100%	not available
- In exact format received from host lab	100%	100%
<ul> <li>Cumulative</li> <li>Integration of host and PO lab results</li> </ul>	100% available but not installed	100% 100%
<ul> <li>Display of new results for patient and/or clinic</li> <li>Remote access available to on-call physicians</li> </ul>	100% 100%	100% 100%
- Unattended printing of reports	100%	50%
<ul> <li>Display current report with historical data on same screen</li> <li>Graph historical results with current results for trend analysis</li> </ul>	available but not installed 100%	50% 100%
Physician can electronically sign reports to confirm review	available but not installed	100%
Physician can compose and send secure electronic messages to patients User-defined rule-based system and alerts in PO module	available but not installed 100%	not available not available
Electronic transfer of data to another PO	-	not available
- E-mail - Encrypted e-mail	available but not installed available but not installed	not available not available
- Web reference or pointer to Web site	100%	not available
- Fax PO orders supplies from host lab	available but not installed 100%	not available not available
Specimen pickup or courier requests to host lab Financial	available but not installed	100%
- Billing/collections/accounts receivable	not available	50%
<ul> <li>Electronic claims transfer</li> <li>Interfaces to billing systems</li> </ul>	not available 50%	50% 50%
Other functionality		
<ul> <li>Electronic medical record</li> <li>Interfaces to PO lab instruments</li> </ul>	not available available in September 2003	50% available but not installed
- Entry of PO lab results with edit checks	available but not installed	available but not installed
ystem priced on a cost-per-transaction basis? ne-time/initial charges	no \$2.5k-\$3.5k	no
lonthly/subscription fees asis for increasing fees as POs are added	\$.05k based on No. of practices/groups	— no increase—flat fee per host lab
ituations where fees increase with additional services		if order entry is added to result transmission (or vice versa)
istinguishing features (supplied by vendor)	no persistent Internet connection needed	<ul> <li>proven technology using standard Web browsers</li> </ul>
ioungaloning iouuroo (ouppricu by vertuur)	HIPAA compliant	<ul> <li>reduces missing and incomplete orders</li> </ul>
	<ul> <li>touch-screen monitor and e-signature devices available and</li> </ul>	• provides medical necessity checks and documentation at the
0=physician's office other=sales, marketing, administration, other company functions	preintegrated	point of service

### Physician office-laboratory links software

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FILM PART 6 of 11	Physician	office-laboratory links	software
Part 6 of 11		MedPlus Inc.* Joanne C. Luger	Misys Healthcare Systems (formerly Sunquest Information Ken A. Kark ken.kark@misyshealthcare.com
		4690 Parkway Drive	4801 E. Broadway Blvd.
See accompanying a	article on page 29	Mason, OH 45040 513-229-5500 www.medplus.com	Tucson, AZ 85711 520-570-2000 www.misyshealthcare.com
Name of POLL software		eMaxx	Misys Encompass
	-		
	stallation of software/system acts signed by 2/1/02 that are not yet operational	2002/January 2003 5	2001/December 2002 2
-	ned between 12/1/01 and 12/1/02 t went live between 12/1/01 and 12/1/02	6	5
No. of host or centra	I labs using software clinically	37	4
No. of host labs that No. of satellite locati	electronically transfer orders from PO* to LIS ions installed	37 3,000	1 500+
	tall & support-other** in entire firm/in POLL software division all, build files, train office staff in a typical PO	88-116-24/19-40-15 3–4 hours	—/14-4-5 1–2 hours
• •	bs that use POLL package	Quest Diagnostics, Pathology Associates Medical Laboratories, Focus Technologies	Aurora Health Care, Clinical Laboratories of Hawaii, T Laboratories
LIS, HIS, and other in	nterfaces	Misys, TopLab, Quest, Cerner, McKesson, IDX, Eclipsys, Meditech	Misys Laboratory, Misys Commercial Laboratory, Cerner
Software modification	ons or modules required on host LIS to interface?	yes (HL7 order and result interface)	no
	nsfer patient demographics/billing info. to POLL system illing information is transferred from POPMS at PO or clinic	Medical Manager, IDX, MediSoft, Lytec one-time batch download/file transfer, daily update of demo-	— one-time batch download, automatic update with res
to POLL system		graphics, POLL provides patient ID to POPMS and POPMS replies in real-time	when modifications are made to demographic info. in via TCP/IP
	Is/vendors used to transfer data from POPMS to POLL system	Medigate	See Beyond e-gate
How results are retu		block of text, PDF, individually segmented fields	individually segmented fields
	sult database maintained on local PC?	standard Web browsers no	standard Web browsers no
	lable if network link is down between PO and central or host system	— dial-up modem to private phone No., leased line, virtual private	public Internet connection (dial-up sufficient)
	-	network, public Internet connection	· · · · · ·
Complete ASP soluti • Method of charging	on for POLL software? g for ASP service	yes subscription	client hosted —
	percentage of live installs or whether or not it's available)		
Order entry     - Medicare complia	ance checking using carrier-specific rules	100%	20%
	ciary notice printed if medical necessity criteria not met view policies can be viewed	100% 100%	20% not available
- Automatic routin	g of an order to different labs according to payer rules	80%	not available
<ul> <li>Printing of lab's i</li> <li>Printing of requision</li> </ul>	requisitions sitions for other lab providers	100% 100%	20% not available
- Duplicate order o	-	100%	not available
<ul> <li>Physician office-</li> <li>Electronic order en</li> </ul>	specific panels ntry (from PO to host)	100% 80%	20% 20%
	nt demographics/insurance ing of scheduled/standing orders	100% 100%	20% 20%
- Automatic routing	g of orders to hospital/commercial labs depending on payer rules	s 80%	not available
Bar-code collection     Two-dimensional b	n label printing bar-code on printed requisition	80% 100%	not available not available
Software adapted     Result receipt	for use in phlebotomy/collection stations	100%	not available
- Stored as a block		100%	not available
	reference range, units) stored as individual data elements ng of report pages to extract results	100% not available	100% 100%
<ul> <li>Inquiry mode tha</li> <li>Reporting</li> </ul>	t allows PO to check status of specimens with host	80%	20%
- In exact format r	eceived from host lab	100%	100%
- Cumulative - Integration of hos	st and PO lab results	100% available but not installed	100% 100%
- Display of new re	esults for patient and/or clinic	100%	100%
- Remote access a - Unattended print	vailable to on-call physicians ing of reports	100% available in June 2003	100% not available
	eport with historical data on same screen results with current results for trend analysis	100% 100%	100% not available
Physician can elec	tronically sign reports to confirm review	available but not installed	100%
	pose and send secure electronic messages to patients based system and alerts in PO module	100% 80%	not available not available
Electronic transfer	r of data to another PO	80%	_
- E-mail - Encrypted e-mail		not available 80%	not available not available
- Web reference or	pointer to Web site	100% available but not installed	not available
<ul> <li>Fax</li> <li>PO orders supplies</li> </ul>	from host lab	not available	not available not available
Specimen pickup o     Financial	or courier requests to host lab	100%	not available
- Billing/collection	is/accounts receivable	not available	not available
- Electronic claims - Interfaces to billi		available but not installed 40%	not available 20%
Other functionality     - Electronic medic		100%	100%
- Interfaces to PO	lab instruments	not available	not available
-	esults with edit checks	available but not installed	not available
System priced on a c One-time/initial charg	cost-per-transaction basis? jes	no \$10k-\$40k	no hardware, software, interface, implementation servic
Monthly/subscriptio		begins at \$2.5k/month based on No. of physicians of record	monthly maintenance
-	s increase with additional services	with electronic prescriptions	based on No. of physicians of record if order entry is added to result transmission (or vice ve
			POPMS integration
Distinguishing featu	res (supplied by vendor)	• provides a patient-centric view of clinical information with peer sharing capabilities	<ul> <li>real-time lab dictionary table updates eliminate dua nance</li> </ul>

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### Physician office-laboratory links software

Part 7 of 11	Multidata Computer Systems Inc. Michael Slater mrslater@mul.com	MyDocOnline Inc. (formerly Cybear Inc.) Mike Reardon mreardon@mydoconline.com
	330 Seventh Ave. New York, NY 10001 212-967-6700 www.mul.com	5000 T-Rex Ave., Ste. 200 Boca Raton, FL 33431 877-786-9362 www.mydoconline.com
See accompanying article on page 28	MultiLink	
Name of POLL software/system		Dr. Chart, Dr. ChartWeb*
First/most recent installation of software/system No. of host lab contracts signed by 2/1/02 that are not yet operational	1996/October 2001 1	1988/January 2003 0
No. of contracts signed between 12/1/01 and 12/1/02	1	6
No. of contracts that went live between 12/1/01 and 12/1/02	0	5
No. of host or central labs using software clinically No. of host labs that electronically transfer orders from PO* to LIS	6	30+ 20
No. of satellite locations installed	5 150+	1,000+
Staff to develop-install & support-other** in entire firm/in POLL software division	4-5-2/1.5-1.5-1	<u>—/8-8-6</u>
Average time to install, build files, train office staff in a typical PO Major commercial labs that use POLL package	4 hours	8 hours Dianon, Mayo Medical Labs
LIS, HIS, and other interfaces	Multidata, Diamond	Misys, Cerner, Meditech, SCC, McKesson, others
Software modifications or modules required on host LIS to interface?	no	no (prefer HL7 standard)
POPMS*** used to transfer patient demographics/billing info. to POLL system How demographics/billing information is transferred from POPMS at PO or clinic		Medical Manager, Misys, Millbrook, IDX, others one-time batch download/file transfer, daily update of demo
to POLL system	graphics, more frequent automatic update of all demographics	graphics, more frequent automatic update of all demographi
	that have changed, other	that have changed, other
External software tools/vendors used to transfer data from POPMS to POLL system How results are returned to PO	none individually segmented fields	proprietary interface engine, Persys Inc. individually segmented fields
System architecture or functionality	thick client, PC, while not connected to lab host	thick client, PC, whether or not connected to lab host, stand
		Web browsers
Patient order and result database maintained on local PC? <ul> <li>Functions not available if network link is down</li> </ul>	yes send orders/get new results	depends on deployment
Online connections between PO and central or host system	dial-up modem to private phone No., leased line, VPN, public	dial-up modem to private phone No., virtual private network,
	Internet connection (dial-up sufficient, DSL/cable modem optional)	public Internet connection (dial-up sufficient)
Complete ASP solution for POLL software? • Method of charging for ASP service	no 	yes subscription
Features (listed as a percentage of live installs or whether or not it's available)		
Order entry     Medicare compliance checking using carrier-specific rules	95%	75%
- Advanced beneficiary notice printed if medical necessity criteria not met	available in April 2003	75%
- Local medical review policies can be viewed	95%	75%
- Automatic routing of an order to different labs according to payer rules	50%	25%
- Printing of lab's requisitions Brinting of requisitions for other lob providers	95% 500/	95% 70%
<ul> <li>Printing of requisitions for other lab providers</li> <li>Duplicate order checking</li> </ul>	50% 95%	70% 75%
- Physician office-specific panels	95%	15%
Electronic order entry (from PO to host)	_	75%
- Transfer of patient demographics/insurance	95%	75%
- Automatic handling of scheduled/standing orders	25% not available	available but not installed 25%
<ul> <li>Automatic routing of orders to hospital/commercial labs depending on payer rules</li> <li>Bar-code collection label printing</li> </ul>	not available 95%	25% 75%
Two-dimensional bar-code on printed requisition	available but not installed (PDF 417)	20%
<ul> <li>Software adapted for use in phlebotomy/collection stations</li> </ul>	available but not installed	available but not installed
Result receipt     Starad as a block of taxt	not available	not available
<ul> <li>Stored as a block of text</li> <li>All items (result, reference range, units) stored as individual data elements</li> </ul>	not available 100%	not available 75%
- Automatic parsing of report pages to extract results	not available	75%
- Inquiry mode that allows PO to check status of specimens with host	100%	not available
Reporting		
- In exact format received from host lab	100%	100%
- Cumulative - Integration of host and PO lab results	100% not available	100% 100%
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	not available	100%
- Unattended printing of reports	100%	available but not installed
- Display current report with historical data on same screen	100%	100%
<ul> <li>Graph historical results with current results for trend analysis</li> <li>Physician can electronically sign reports to confirm review</li> </ul>	100% not available	100% available first quarter 2003
<ul> <li>Physician can electronically sign reports to confirm review</li> <li>Physician can compose and send secure electronic messages to patients</li> </ul>	not available	available first quarter 2003 available first quarter 2003
User-defined rule-based system and alerts in PO module	50%	not available
<ul> <li>Electronic transfer of data to another PO</li> </ul>	not available	25%
- E-mail	not available	50%
- Encrypted e-mail - Web reference or pointer to Web site	not available not available	50% not available
- web reference or pointer to web site - Fax	not available not available	not available not available
PO orders supplies from host lab	25%	75%
<ul> <li>Specimen pickup or courier requests to host lab</li> <li>Financial</li> </ul>	25%	75%
- Billing/collections/accounts receivable	not available	25%
- Electronic claims transfer	not available	not available
- Interfaces to billing systems	not available	25%
Other functionality     - Electronic medical record	not available	not available
- Electronic medical record - Interfaces to PO lab instruments	not available	not available available first quarter 2003
- Entry of PO lab results with edit checks	not available	available first quarter 2003
System priced on a cost-per-transaction basis?	NO \$251/_\$50k (based on options selected)	no variable
One-time/initial charges Monthly/subscription fees	\$25k-\$50k (based on options selected) 	variable variable
Basis for increasing fees as POs are added	— based on No. of practices/groups	no increase—flat fee per host lab
Dasis for increasing rees as r us are added	if order entry is added to result transmission (or vice versa) and	no increase
	for special modules, e.g. multi-user LAN	
Distinguishing features (supplied by vendor)	<ul> <li>for special modules, e.g. multi-user LAN</li> <li>easy to use, reliable, and customizable</li> </ul>	• 15 years of experience in the lab outreach business
Situations where fees increase with additional services	<ul> <li>easy to use, reliable, and customizable</li> <li>pop-up screens for additional data input</li> </ul>	• fast, easy orders function that is being used by many labs
Situations where fees increase with additional services	• easy to use, reliable, and customizable	<ul> <li>15 years of experience in the lab outreach business</li> <li>fast, easy orders function that is being used by many labs</li> <li>ability to customize to users' needs</li> </ul>

### Physician office-laboratory links software

e-laboratory links	Park City Solutions Inc.* David Qu dqu@parkcitysolutions.com 5755 Granger Rd., 9th Floor Independence, OH 44131 216-485-4600 www.parkcitysolutions.com emPowerLab Connectivity (ELC) 1999/September 2002 2 5 3
kfoster@orchardsoft.com ional Blvd., Ste. 360 032 www.orchardsoft.com est Webstation 2003	David Qu dqu@parkcitysolutions.com 5755 Granger Rd., 9th Floor Independence, OH 44131 216-485-4600 www.parkcitysolutions.com emPowerLab Connectivity (ELC) 1999/September 2002 2 5
032 www.orchardsoft.com 2st Webstation 2003	Independence, OH 44131 216-485-4600 www.parkcitysolutions.com emPowerLab Connectivity (ELC) 1999/September 2002 2 5
www.orchardsoft.com est Webstation 2003	216-485-4600       www.parkcitysolutions.com         emPowerLab Connectivity (ELC)         1999/September 2002         2         5
2003	1999/September 2002 2 5
	2 5
ence lab	5
ence lab	3
ence lab	-
ence lab	10
ence lab	1 50+
ence lab	240 total/50 total
	4 hours Genesis Clinical Laboratory, Advocate Health Care
IcKesson, Siemens, Dairyland, Meditech, Cerner,	Misys, Cerner, McKesson, Meditech, Siemens, IDX,
sys, others	no
ger, Clinitek, IDX, MedicaLogic, Next Gen, Millbrook, ys	_
ys h download/file transfer, daily update of demo-	one-time batch download/file transfer
e frequent automatic update of all demographics nged, other	
egmented fields	 block of text, PDF, individually segmented fields
browsers	standard Web browsers
	no 
n to private phone No., leased line, virtual private ic Internet connection (dial-up sufficient)	dial-up modem to private phone No., leased line, v network, public Internet connection (dial-up suffic
	yes
	subscription
	10%
	10% 10%
	available third quarter 2003
	10%
	10% 10%
	not available
	10% 10%
	available third quarter 2003
	10% available third quarter 2003
	10%
	100% 100%
	_
	—
	100%
	100%
	100% 100%
	100%
	100%
	100% 10%
	available second quarter 2003
	10%
	available but not installed
	available second quarter 2003
	available second quarter 2003
	100% 50%
	available third quarter 2003
	10%
	available fourth quarter 2003
	available fourth quarter 2003
	available fourth quarter 2003
	100%
	available but not installed available but not installed
	no
5k (includes 5 licenses)	_
of practices/groups	
	if order entry is added to result transmission (or vice if special billing functions are added
	Web-based health care portal with over 200 custor
/e	• company's largest customer stores over 100 mill
	ive code screening, destination filter y/result retrieval for reference lab testing

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# PEUSYSTEM SERIES

## Physician office-laboratory links software

7 11		Specialty Laboratories
	SIA-a Sysmex company	
Part 9 of 11	Bill Blair blairb@sysmex.com	Sumeet Bhatia oesales@specialtylabs.com
	5210 E. Williams Circle Tucson, AZ 85711	2211 Michigan Ave. Santa Monica, CA 90404
	520-790-4624	<b>310-828-6543</b> www.specialtylabs.com
See accompanying article on page 28		
ame of POLL software/system	Eclair	Outreach Express
irst/most recent installation of software/system	1998/March 2002	1998/January 2003
lo. of host lab contracts signed by 2/1/02 that are not yet operational	3	5
lo. of contracts signed between 12/1/01 and 12/1/02	5	9
No. of contracts that went live between 12/1/01 and 12/1/02	6	8
No. of host or central labs using software clinically	14	9
No. of host labs that electronically transfer orders from PO* to LIS No. of satellite locations installed	13	2 250+
Staff to develop-install & support-other** in entire firm/in POLL software division		60 total
Average time to install, build files, train office staff in a typical PO	1 hour	2 hours
Najor commercial labs that use POLL package	Diagnostic Medical Laboratory	TriCore, Physicians Reference Laboratory
IC IIIC and other interfaces	Triple C. Melie, Delahie, Delante, Dranscoo, ethera	Osman Dunamia Misua Maditash Makasan
.IS, HIS, and other interfaces Software modifications or modules required on host LIS to interface?	Triple G, Molis, Delphic, Detente, Progessa, others no	Cerner, Dynamic, Misys, Meditech, McKesson no
POPMS*** used to transfer patient demographics/billing info. to POLL system	none	MicroMed, IDX
How demographics/billing information is transferred from POPMS at PO or clinic	more frequent automatic update of all demographics that have	one-time batch download/file transfer, HL7 ADT messages
to POLL system	changed	
Evidencel and two tools work and to transfer data from DODMC to DOLL augtom		
External software tools/vendors used to transfer data from POPMS to POLL system How results are returned to PO	— block of text, PDF, individually segmented fields	— block of text, individually segmented fields
	······································	
System architecture or functionality	standard Web browsers	standard Web browsers
Patient order and result database maintained on local PC?	no	no
Functions not available if network link is down	_	_
Online connections between PO and central or host system	dial-up modem to private phone No., leased line, virtual private	dial-up modem, public Internet connection (dial-up sufficient
-	network, public Internet connection (dial-up sufficient)	
Complete ASP solution for POLL software?	no	yes
Method of charging for ASP service	-	subscription
eatures (listed as a percentage of live installs or whether or not it's available)		
• Order entry		
- Medicare compliance checking using carrier-specific rules	available but not installed	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	available but not installed	100%
<ul> <li>Local medical review policies can be viewed</li> <li>Automatic routing of an order to different labs according to payer rules</li> </ul>	available but not installed available but not installed	100% 100%
- Printing of lab's requisitions	30%	100%
- Printing of requisitions for other lab providers	30%	100%
- Duplicate order checking	100%	100%
- Physician office-specific panels	100%	100%
Electronic order entry (from PO to host)		
- Transfer of patient demographics/insurance	10% available but not installed	100%
<ul> <li>Automatic handling of scheduled/standing orders</li> <li>Automatic routing of orders to hospital/commercial labs depending on payer rules</li> </ul>	available but not installed available but not installed	100% 100%
Automatic routing of orders to hospital/commercial labs depending on payer rules     Bar-code collection label printing	100%	available but not installed
Two-dimensional bar-code on printed requisition	100%	available but not installed
<ul> <li>Software adapted for use in phlebotomy/collection stations</li> </ul>	100%	100%
Result receipt	1000/	1000/
- Stored as a block of text	100% 100%	100% 100%
<ul> <li>All items (result, reference range, units) stored as individual data elements</li> <li>Automatic parsing of report pages to extract results</li> </ul>	100% not available	100% not available
<ul> <li>Automatic parsing of report pages to extract results</li> <li>Inquiry mode that allows PO to check status of specimens with host</li> </ul>	10%	not available
Reporting		
- In exact format received from host lab	100%	100%
- Cumulative	100%	100%
- Integration of host and PO lab results	10%	100%
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	100%	100%
<ul> <li>Unattended printing of reports</li> <li>Display current report with historical data on same screen</li> </ul>	100% 100%	not available 100%
<ul> <li>Display current report with historical data on same screen</li> <li>Graph historical results with current results for trend analysis</li> </ul>	100%	100%
<ul> <li>Physician can electronically sign reports to confirm review</li> </ul>	100%	not available
<ul> <li>Physician can compose and send secure electronic messages to patients</li> </ul>	available but not installed	not available
User-defined rule-based system and alerts in PO module	100%	100%
Electronic transfer of data to another PO	—	
- E-mail - Encrypted e-mail	included in system	not available
- Encrypted e-mail - Web reference or pointer to Web site	20% 100%	not available 100%
- Fax	20%	not available
<ul> <li>PO orders supplies from host lab</li> </ul>	not available	not available
Specimen pickup or courier requests to host lab	not available	not available
Financial     Pilling (collections (coccurts receiveble	not available	not quailable
- Billing/collections/accounts receivable - Electronic claims transfer	not available not available	not available not available
- Interfaces to billing systems	20%	50%
• Other functionality		
- Electronic medical record	not available	not available
- Interfaces to PO lab instruments	not available	not available
- Entry of PO lab results with edit checks	30%	100%
System priced on a cost-per-transaction basis?	по	no
One-time/initial charges	\$150k+ based on size	\$10k-\$40k
Monthly/subscription fees	18% annually	\$5k
	based on concurrent user	no increase—flat fee per host lab
Basis for increasing fees as POs are added	it order entry is added to regult transmission (or vise verse) or if	with additional interfaces
	if order entry is added to result transmission (or vice versa) or if special billing functions, such as eligibility verification, are added	
Basis for increasing fees as POs are added Situations where fees increase with additional services	special billing functions, such as eligibility verification, are added	
ituations where fees increase with additional services	<ul> <li>special billing functions, such as eligibility verification, are added</li> <li>integration of multiple LISs to present single interface to</li> </ul>	
-	special billing functions, such as eligibility verification, are added	<ul> <li>developed using the latest software technologies, including the .NET platform and BizTalk interface engine</li> <li>expertise in lab informatics</li> </ul>

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#### Physician office-laboratory links software Sysware Healthcare Systems **Telcor Inc** Part 10 of 11 Mark Trigsted mark@sysware1.com Michelle Sander michelles@telcorinc.com P.O. Box 2776 1560 S. 70th St. Lincoln, NE 68506 Farmington Hills, MI 48333-2776 800-SYSWARE www.sysware1.com 402-489-1207 www.telcorinc.com See accompanying article on page 28 Name of POLL software/system **PowerWeb** Quick-Reg First/most recent installation of software/system 1998/January 2003 1997/January 2003 No. of host lab contracts signed by 2/1/02 that are not yet operational 3 No. of contracts signed between 12/1/01 and 12/1/02 8 1 No. of contracts that went live between 12/1/01 and 12/1/02 6 1 No. of host or central labs using software clinically 10 8 No. of host labs that electronically transfer orders from PO\* to LIS 10 0 No. of satellite locations installed 200+ 150 Staff to develop-install & support-other\*\* in entire firm/in POLL software division 38-23-6/4-2-0 8-6-11/2-6-11 Average time to install, build files, train office staff in a typical PO 1 hour 1.5 hours Major commercial labs that use POLL package LabCorp, Specialty, Quest none LIS, HIS, and other interfaces Cerner, Medstar Software modifications or modules required on host LIS to interface? no POPMS\*\*\* used to transfer patient demographics/billing info. to POLL system **Care Evolution** Medical Manager How demographics/billing information is transferred from POPMS at PO or clinic one-time batch download/file transfer, daily update of demoone-time batch download/file transfer, daily update of graphics, POLL provides patient ID to POPMS and POPMS replies to POLL system demographics in real-time External software tools/vendors used to transfer data from POPMS to POLL system industry-standard protocols; HL7-compliant tools individually segmented fields How results are returned to PO block of text, PDF, individually segmented fields System architecture or functionality thick client, PC, whether or not connected to lab host, thin prothick client, PC, while connected to lab host (for order entry), prietary client, modified Web browser, standard Web browsers thick client, PC, while not connected to lab host Patient order and result database maintained on local PC? yes yes transfer of data • Functions not available if network link is down no online connection, dial-up modem to private phone No., public Internet connection for order entry and results reporting Online connections between PO and central or host system leased line, virtual private network, public Internet connection Complete ASP solution for POLL software? yes no • Method of charging for ASP service one-time cost Features (listed as a percentage of live installs or whether or not it's available) Order entry - Medicare compliance checking using carrier-specific rules 100% 100% - Advanced beneficiary notice printed if medical necessity criteria not met 100% 100% - Local medical review policies can be viewed 100% 100% - Automatic routing of an order to different labs according to payer rules 100% 100% - Printing of lab's requisitions 100% 100% - Printing of requisitions for other lab providers 100% 100% - Duplicate order checking 100% 100% 100% - Physician office-specific panels 100% Electronic order entry (from PO to host) 100% available but not installed - Transfer of patient demographics/insurance 100% available but not installed - Automatic handling of scheduled/standing orders 100% not available not available - Automatic routing of orders to hospital/commercial labs depending on payer rules 100% Bar-code collection label printing 100% 100% • Two-dimensional bar-code on printed requisition 100% (Code 39) 100% · Software adapted for use in phlebotomy/collection stations 100% 100% • Result receipt 100% - Stored as a block of text not available - All items (result, reference range, units) stored as individual data elements 100% 100% - Automatic parsing of report pages to extract results 100% 100% - Inquiry mode that allows PO to check status of specimens with host 100% 100% Reporting - In exact format received from host lab 100% 100% 100% - Cumulative 100% - Integration of host and PO lab results 100% not available - Display of new results for patient and/or clinic 100% 100% - Remote access available to on-call physicians 100% 100% - Unattended printing of reports 100% 100% - Display current report with historical data on same screen 100% 100% - Graph historical results with current results for trend analysis 100% 100% Physician can electronically sign reports to confirm review available but not installed not available · Physician can compose and send secure electronic messages to patients not available 100% • User-defined rule-based system and alerts in PO module available but not installed 100% • Electronic transfer of data to another PO 100% not available - E-mail 100% not available

– Fax	100%	not available
PO orders supplies from host lab	available by second quarter 2003	100%
Specimen pickup or courier requests to host lab	100%	100%
• Financial		
- Billing/collections/accounts receivable	80%	not available
- Electronic claims transfer	100%	not available
- Interfaces to billing systems	100%	available but not installed
Other functionality		
- Electronic medical record	20%	not available
- Interfaces to PO lab instruments	30%	not available
- Entry of PO lab results with edit checks	100%	not available
System priced on a cost-per-transaction basis?	no	no
One-time/initial charges	based on size	\$10k-lab license/implementation; \$.6k PO license
Monthly/subscription fees	n/a	\$.09k/mo. support
Basis for increasing fees as POs are added	no increase-flat fee per host lab	based on No. of practices/groups
Situations where fees increase with additional services	no increase	no increase
Distinguishing features (supplied by vendor)	<ul> <li>complete lab integration and implementation in four weeks</li> </ul>	<ul> <li>low cost allows installation at majority of outreach clients</li> </ul>
	<ul> <li>100 percent of functionality deliverable on day one</li> </ul>	<ul> <li>rapid deployment through remote installations</li> </ul>
*P0=physician's office	<ul> <li>reasonable one-time cost—no additional subscription fees</li> </ul>	<ul> <li>easy import/export of configuration changes</li> </ul>
**other=sales, marketing, administration, other company functions ***POPMS=physician office practice management systems	·····	
***POPMS=physician office practice management systems		

100%

100%

1000/

not available

not available

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

- Encrypted e-mail

- Web reference or pointer to Web site

#### Physician office-laboratory links software

	42 / CAP TODAY	Februa
NSE	Physician office-lab	oratory links software
FIN FRIF	11	WebMD Envoy Brian C. Young bcyoung@webmd.net 1175 Peachtree St., NE, 100 Colony Square, Ste. 2400 Atlanta, GA 30361
	panying article on page 28	615-231-4140 www.webmd.envoy.com
	ILL software/system	Clinician
No. of host No. of contr No. of contr No. of host No. of host No. of sate Staff to dev Average tim	recent installation of software/system lab contracts signed by 2/1/02 that are not yet operational racts signed between 12/1/01 and 12/1/02 racts that went live between 12/1/01 and 12/1/02 or central labs using software clinically labs that electronically transfer orders from PO* to LIS lite locations installed relop-install & support-other** in entire firm/in POLL software division ne to install, build files, train office staff in a typical PO nercial labs that use POLL package	1999/October 2002 2 10 5 7 6 833 48 total 2–6 hours Quest, LabCorp, Fairfax Medical Laboratories, Physicians Medical Lab Dianon, Middlesex Hospital
Software m POPMS*** u How demog to POLL sy External sof	tware tools/vendors used to transfer data from POPMS to POLL system	Cerner, Misys, Antrim, Siemens, Meditech, McKesson yes (outpatient demographics/billing module) 200+ interfaces one-time batch download/file transfer, more frequent automatic upda demographics that have changed, other
	s are returned to PO	block of text, PDF, individually segmented fields
• Functions	hitecture or functionality er and result database maintained on local PC? s not available if network link is down nections between PO and central or host system	thick client, PC, while connected to lab host*, standard Web browsers yes (results only) ordering public Internet connection (dial-up sufficient)
	SP solution for POLL software? f charging for ASP service	yes subscription or transaction-based
<ul> <li>Order enti <ul> <li>Medicai</li> <li>Advanci</li> <li>Local m</li> <li>Automa</li> <li>Printing</li> <li>Printing</li> <li>Duplicai</li> <li>Physiciai</li> <li>Electronia</li> <li>Automai</li> <li>Bar-code</li> <li>Two-dime</li> <li>Software</li> <li>Result ree</li> <li>Stored a</li> <li>All item</li> <li>Automai</li> <li>Ine xacti</li> <li>Cumulai</li> <li>Integrati</li> <li>Display</li> <li>Graph h</li> <li>Physician</li> <li>User-defi</li> <li>Electronia</li> <li>Electronia</li> <li>Encrypt</li> <li>Web ref</li> <li>Fax</li> <li>Po orders</li> </ul></li></ul>	re compliance checking using carrier-specific rules ed beneficiary notice printed if medical necessity criteria not met edical review policies can be viewed tic routing of an order to different labs according to payer rules of lab's requisitions of requisitions for other lab providers te order checking an office-specific panels c order entry (from P0 to host) r of patient demographics/insurance tic handling of scheduled/standing orders tic routing of orders to hospital/commercial labs depending on payer rules collection label printing ensional bar-code on printed requisition adapted for use in phlebotomy/collection stations ceipt as a block of text s (result, reference range, units) stored as individual data elements tic parsing of report pages to extract results mode that allows P0 to check status of specimens with host	98% 98% not available 98% 98% not available 98% 
<ul> <li>Interfac</li> <li>Other fun</li> <li>Electror</li> <li>Interfac</li> </ul>	es to billing systems	not available not available not available not available not available
One-time/in Monthly/su	ced on a cost-per-transaction basis? itial charges bscription fees creasing fees as POs are added	yes (can be)/\$.75 \$60k \$8k-\$10k/mo. (in lieu of transaction fee) no increase or based on No. of practices/groups or No. of physicians of record no increase or if order entry is added to result transmission (or vice v
	vhere fees increase with additional services	no increase of it of der entry is duded to result transmission (or vice t

CAP '03 – The Pathologists' Meeting will offer practical, timely education that e you can take back to B your lab and use TODAY! Here is just a sample of the courses you will experience: 6

#### **Keynote Addresses**

O

• Lily Tomlin – One of America's foremost actresses and comediennes (Thursday, September 11) Mark MD, PhD – Deputy Medical Examiner for New York (Friday, September 12)



#### **Clinical Pathology**

- Kent B. Lewandrowski, MD, FCAP Emerging POCT Technology
- Charles D. Hawker, PhD, FACB, William E. Neeley, MD, FCAP, and Robin A. Felder, PhD Clinical Laboratory Automation: Getting the Best Bang for Your Buck
- John D. Olson, MD, PhD, FCAP Recent Advances in the Coagulation Laboratory
- Transfusion Medicine 2 half-day courses • Practical Decision Making in the Use of Blood Products
- Practical Transfusion Service Management • Faculty Include: Ira A. Shulman, MD, FCAP, Ronald A. Sacher, MD, FCAP, Arthur W. Bracey, MD, FCAP, James P. AuBuchon, MD, FCAP, Richard C. Friedberg, MD, PhD, FCAP, S. Breanndan Moore, MD, FCAP, and Pearl T. Toy, MD

#### **Anatomic Pathology**

- James L. Connolly, MD, FCAP Breast Needle Core Biopsies
- Robert E. Petras, MD, FCAP, and Adrian Ormsby, MB, ChB - Contemporary Issues in Lower Gastrointestinal Pathology: What You Need to Know to Survive
- Clive R. Taylor, MD, PhD, FCAP Practical Immunohistochemistry
- Ronald L. Sirota, MD, FCAP and C. Elliot Foucar, MD, FCAP - Error in Anatomic Pathology: From Theory to Prevention
- Diane D. Davey, MD, FCAP, Mark H. Stoler, MD, FCAP, and J. Thomas Cox, MD - HPV Testing: Are You Ready for the New Era in Cervical Cancer Screening?

#### **CMYK Page 42**

- Sherif R. Zaki, MD Pathologic Diagnosis of Infectious Diseases: New Strategies and Challenges
- M. Elizabeth H. Hammond, MD, FCAP, and Daniel Hayes, MD - Predictive Cancer Factors 2003: What's Next and What Matters
- David Weedon, MD Dermatopathology: Problematic Melanocytic Lesions
- Alan L. Schiller, MD, and Andrew E. Rosenberg, MD - Lumps and Bumps in Bones and Joints
- Steven H. Swerdlow, MD Why WHO? Why NOW? Diagnosing Lymphomas Today
- Cheryl M. Coffin, MD, FCAP, and Louis P. Dehner, MD, FCAP - Solid Neoplasms of Childhood Morphologic, Molecular, and Differential Diagnostic Considerations • Sharon A. Weiss, MD, FCAP - Soft Tissue Pathology

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