

Physician office-laboratory links software

Part 1 of 11	Atlas Medical Software (a division of Atlas Development Corp.) Daniel Meyer 6351 Owensmouth Ave., Ste. 101 Woodland Hills, CA 91367 818-340-7080 www.atlasmedical.com	Axolotl Corp. Nicole Spencer nspencer@axolotl.com 800 El Camino Real West, Ste. 150 Mountain View, CA 94040 888-296-5685 www.axolotl.com
<i>See accompanying article on page 28</i>		
Name of POLL software/system	Atlas LabWorks	Elysium
First/most recent installation of software/system	1996/January 2003	1998/2002
No. of host lab contracts signed by 2/1/02 that are not yet operational	6	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	29	45
No. of host labs that electronically transfer orders from PO* to LIS	25	5
No. of satellite locations installed	1,900+	3,000+
Staff to develop-install & support-other** in entire firm/in POLL software division	17-11-15/13-9-11	12-20-77 (total in company)
Average time to install, build files, train office staff in a typical PO	2-4 hours	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?	yes (HL7 orders and results interfaces)	no
POPMS*** used to transfer patient demographics/billing info. to POLL system	MedicaLogic, Medical Manager, Lytec, Medic, Pace, others	Medrium, Lytec, Medical Manager, Athena Health
How demographics/billing information is transferred from POPMS at PO or clinic to POLL system	continuous one-time batch download/file transfer, more frequent automatic update of all demographics that have changed, other	one-time batch download/file transfer, daily update of demographics
External software tools/vendors used to transfer data from POPMS to POLL system	Persys Technologies	—
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 proprietary client, standard Web browsers	standard Web browsers
Patient order and result database maintained on local PC?	yes (thick clients), no (thin clients)	no
• Functions not available if network link is down	for results: specimen tracking and messages; new information delayed until link is re-established	—
Online connections between PO and central or host system	no online connection, dial-up modem to private phone No., leased line, virtual private network, public Internet connection (dial-up sufficient)	dial-up modem to private phone No., leased line, virtual private network, public Internet connection (dial-up sufficient)
Complete ASP solution for POLL software?	yes	yes
• Method of charging for ASP service	subscription or transaction-based	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%
- Local medical review policies can be viewed	100%	100%
- Automatic routing of an order to different labs according to payer rules	5%	not available
- Printing of lab's requisitions	100%	100%
- Printing of requisitions for other lab providers	5%	100%
- Duplicate order checking	100%	not available
- Physician office-specific panels	20%	100%
• Electronic order entry (from PO to host)	—	100%
- Transfer of patient demographics/insurance	100%	100%
- Automatic handling of scheduled/standing orders	35%	not available
- Automatic routing of orders to hospital/commercial labs depending on payer rules	5%	not available
• Bar-code collection label printing	95%	available but not installed
• Two-dimensional bar-code on printed requisition	available but not installed	available but not installed
• Software adapted for use in phlebotomy/collection stations	5%	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%
- Automatic parsing of report pages to extract results	not available	available but not installed
- Inquiry mode that allows PO to check status of specimens with host	5%	not available
• Reporting		
- In exact format received from host lab	available but not installed	not available
- Cumulative	100%	50%
- Integration of host and PO lab results	available but not installed	100%
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	25%	100%
- Unattended printing of reports	50%	—
- 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	100%
• Physician can compose and send secure electronic messages to patients	available in October 2003	available but not installed
• User-defined rule-based system and alerts in PO module	2%	100%
• Electronic transfer of data to another PO	—	100%
- E-mail	not available	not available
- Encrypted e-mail	available in June 2003	100%
- Web reference or pointer to Web site	2%	not available
- Fax	available but not installed	100%
• PO orders supplies from host lab	5%	available but not installed
- Specimen pickup or courier requests to host lab	3%	not available
• Financial		
- Billing/collections/accounts receivable	available in April 2003	available but not installed
- Electronic claims transfer	not available	available
- Interfaces to billing systems	2%	available but not installed
• Other functionality		
- Electronic medical record	not available	30%
- Interfaces to PO lab instruments	available but not installed	not available
- Entry of PO lab results with edit checks	1%	100%
System priced on a cost-per-transaction basis?	perpetual license, mo. subscription, and transactional models avail.	no
One-time/initial charges	—	—
Monthly/subscription fees	—	yes
Basis for increasing fees as POs are added	—	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 customization to meet clients' needs • flexible deployment options (thick and thin client) • command-and-control center centrally monitors system	• integrates results delivery, lab ordering, and charts and trends with other clinical and financial applications • Internet-based scalability for ease of use • built on nonproprietary software for quick development
*PO=physician's office **other=sales, marketing, administration, other company functions ***POPMS=physician office practice management systems		

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Part 2 of 11	Brunston Integrated Systems Corp. Doug Ogden ogdend@brunston.com 3835-R E. Thousand Oaks Blvd., #221 Westlake Village, CA 91362 805-494-1341 www.brunston.com	CareEvolve Cory Fishkin cfishkin@careevolve.com 481 B Edward H. Ross Drive Elmwood Park, NJ 07407 888-322-5222 www.careevolve.com
See accompanying article on page 28		
Name of POLL software/system	Brio2000 Link	CareEvolve
First/most recent installation of software/system	2001/November 2002	January 2003
No. of host lab contracts signed by 2/1/02 that are not yet operational	3	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	1	2
No. of host or central labs using software clinically	4	2
No. of host labs that electronically transfer orders from PO* to LIS	1	1
No. of satellite locations installed	42	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	2.5 hours	1-3 hours
Major commercial labs that use POLL package	MDS Laboratories (U.S. division), Clinical Pathology Laboratories of Texas, American Health Associates Laboratories	BioReference Laboratories, SED Laboratories
LIS, HIS, and other interfaces	Meditech, Antrim, CCA, McKesson Advantage	McKesson, Schuyler House
Software modifications or modules required on host LIS to interface?	yes (ODBC or remote modem dial-up)	yes (HL7 interface module)
POPMS*** used to transfer patient demographics/billing info. to POLL system	Medical Manager, Misys, Lytec, iMcKesson, MediSoft	most major systems
How demographics/billing information is transferred from POPMS at PO or clinic to POLL system	more frequent automatic update of all demographics that have changed	one-time batch download/file transfer, daily update of demographics
External software tools/vendors used to transfer data from POPMS to POLL system	Persys Technologies	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, standard Web browsers
Patient order and result database maintained on local PC?	yes	no
• Functions not available if network link is down	none	—
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	virtual private network, public Internet connection (dial-up sufficient but DSL/cable modem recommended)
Complete ASP solution for POLL software?	no	yes
• Method of charging for ASP service	—	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%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	15%
- Local medical review policies can be viewed	100%	15%
- Automatic routing of an order to different labs according to payer rules	available second quarter 2003	15%
- Printing of lab's requisitions	100%	15%
- Printing of requisitions for other lab providers	not available	15%
- Duplicate order checking	not available	15%
- Physician office-specific panels	100%	not available
• Electronic order entry (from PO to host)	100%	—
- Transfer of patient demographics/insurance	100%	15%
- Automatic handling of scheduled/standing orders	100%	available in June 2003
- Automatic routing of orders to hospital/commercial labs depending on payer rules	available second quarter 2003	available but not installed
• Bar-code collection label printing	100%	15%
• Two-dimensional bar-code on printed requisition	100% (PDF 417)	15% (PDF 417)
• Software adapted for use in phlebotomy/collection stations	—	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%
- Automatic parsing of report pages to extract results	100%	—
- Inquiry mode that allows PO to check status of specimens with host	available but not installed	not available
• Reporting		
- In exact format received from host lab	100%	100%
- Cumulative	100%	100%
- Integration of host and PO lab results	not available	available but not installed
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	not available	not available
- Unattended printing of reports	100%	not available
- Display current report with historical data on same screen	100%	not available
- Graph historical results with current results for trend analysis	100%	100%
• Physician can electronically sign reports to confirm review	not available	100%
• Physician can compose and send secure electronic messages to patients	available but not installed	available but not installed
• User-defined rule-based system and alerts in PO module	not available	100%
• Electronic transfer of data to another PO	—	—
- E-mail	not available	—
- Encrypted e-mail	not available	—
- Web reference or pointer to Web site	available but not installed	available but not installed
- Fax	not available	—
• PO orders supplies from host lab	available second quarter 2003	available in July 2003
• Specimen pickup or courier requests to host lab	not available	available in July 2003
• Financial		
- Billing/collections/accounts receivable	not available	not available
- Electronic claims transfer	not available	15%
- Interfaces to billing systems	30%	available but not installed
• Other functionality		
- Electronic medical record	not available	available but not installed
- Interfaces to PO lab instruments	not available	available but not installed
- Entry of PO lab results with edit checks	not available	not available
System priced on a cost-per-transaction basis?	no	no
One-time/initial charges	—	\$40k+
Monthly/subscription fees	annual subscription fee	\$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 vice versa), if special billing functions are added
Distinguishing features (supplied by vendor)	• Internet and auto-dial; no loss of function if network is down • lab controls authentication certificates • faster, safer than a Web browser	• unique physician-focused applications and services • specialized implementation and support team • strategic business partner of Roche Diagnostics
*PO=physician's office **other=sales, marketing, administration, other company functions ***POPMS=physician office practice management systems		

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Part 3 of 11	Cerner Corp. Gina Leo 2800 Rockcreek Parkway Kansas City, MO 64117-2551 816-221-1024 www.cerner.com	4Medica Inc. David Edelstein davide@4medica.com 100 Corporate Pointe, Ste. 200 Culver City, CA 90230 310-348-4100 www.4medica.com
See accompanying article on page 28		
Name of POLL software/system	ePathLink	4Medica Retriever/4Medica Diagnostics*
First/most recent installation of software/system	1997/2003	1999/January 2003
No. of host lab contracts signed by 2/1/02 that are not yet operational	25	6
No. of contracts signed between 12/1/01 and 12/1/02	10	38
No. of contracts that went live between 12/1/01 and 12/1/02	3	32
No. of host or central labs using software clinically	10	112
No. of host labs that electronically transfer orders from PO* to LIS	10	53
No. of satellite locations installed	40+	12,650
Staff to develop-install & support-other** in entire firm/in POLL software division	800+-2,700+-1,300+/varies	16-10-8/12-8-5
Average time to install, build files, train office staff in a typical PO	20 hours	1 hour
Major commercial labs that use POLL package	University of Tennessee Medical Center/Dynacare, North Shore-Long Island Jewish Health System	LabCorp, Unilab, Quest, Memorial Care, Adventist, others
LIS, HIS, and other interfaces	Cerner PathNet LIS (integrated), Meditech, SCC, Siemens, others	Misys, Cerner, CoPath, Meditech, Antrim, Cortex, CIS, others
Software modifications or modules required on host LIS to interface?	no	yes (HL7 import/export)
POPMS*** used to transfer patient demographics/billing info. to POLL system	Medscape Logician, IDX, other major vendors	Medical Manager, IDX, Lytec, MediSoft, Versyss, others
How demographics/billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demographics, more frequent automatic update of all demographics that have changed	one-time batch download/file transfer, daily update of demographics, more frequent automatic update of all demographics that have changed
External software tools/vendors used to transfer data from POPMS to POLL system	Hilgraeve Hypersend	4Medica proprietary
How results are returned to PO	block of text, individually segmented fields	block of text, PDF, individually segmented fields
System architecture or functionality	thin proprietary client, standard Web browsers	standard Web browsers
Patient order and result database maintained on local PC?	no	available but not installed
• 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, VPN, public Internet connection (dial-up sufficient), dedicated ISDN	public Internet connection (dial-up sufficient)
Complete ASP solution for POLL software?	yes	yes
• Method of charging for ASP service	subscription	subscription or transaction-based, other (per doctor)
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%	95%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	100%
- Local medical review policies can be viewed	100%	95%
- Automatic routing of an order to different labs according to payer rules	20%	available but not installed
- Printing of lab's requisitions	100%	100%
- Printing of requisitions for other lab providers	not yet available	100%
- Duplicate order checking	100%	100%
- Physician office-specific panels	100%	100%
• Electronic order entry (from PO to host)	—	100%
- Transfer of patient demographics/insurance	100%	90%
- Automatic handling of scheduled/standing orders	100%	90%
- Automatic routing of orders to hospital/commercial labs depending on payer rules	20%	available but not installed
• Bar-code collection label printing	100%	100%
• Two-dimensional bar-code on printed requisition	not available	100%
• Software adapted for use in phlebotomy/collection stations	100%	available but not installed
• Result receipt		
- Stored as a block of text	100%	10%
- All items (result, reference range, units) stored as individual data elements	100%	100%
- Automatic parsing of report pages to extract results	100%	80%
- Inquiry mode that allows PO to check status of specimens with host	100%	30%
• Reporting		
- In exact format received from host lab	100%	100%
- Cumulative	100%	100%
- Integration of host and PO lab results	not available	available but not installed
- Display of new results for patient and/or clinic	not yet available	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%
• Physician can electronically sign reports to confirm review	—*	100%
• Physician can compose and send secure electronic messages to patients	—*	100%
• User-defined rule-based system and alerts in PO module	50%	available but not installed
• Electronic transfer of data to another PO	—	100%
- E-mail	not available	not available
- Encrypted e-mail	not available	100%
- Web reference or pointer to Web site	—*	100%
- Fax	50%	100%
• PO orders supplies from host lab	not yet available	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	—*	available but not installed
- Interfaces to billing systems	—*	30%
• Other functionality		
- Electronic medical record	100%	20%
- Interfaces to PO lab instruments	not available	not available
- Entry of PO lab results with edit checks	not available	available but not installed
System priced on a cost-per-transaction basis?	no	variable based on volume
One-time/initial charges	—	variable based on LIS
Monthly/subscription fees	—	variable based on volume
Basis for increasing fees as POs are added	no increase—flat fee per host lab	no increase or based on No. of practices/groups or No. of physicians of record
Situations where fees increase with additional services	if order entry is added to result transmission (or vice versa)	if order entry is added to result transmission (or vice versa), if special billing functions, such as eligibility verification, are added
Distinguishing features (supplied by vendor)	• comprehensive, unified solution • secure and authorized access • features customized based on client * available through purchase of other Cerner software	• requires little or no training to access basic features • variety of printing options *4Medica Diagnostics is composed of 4Medica Retriever and a few other select modules for the PO
*PO=physician's office		
**other=sales, marketing, administration, other company functions		
***POPMS=physician office practice management systems		

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Part 5 of 11	Labtest Systems Jack Redding jredding@labtest.com 140 Greenwood Ave. Midland Park, NJ 07432 201-447-9991 www.labtest.com	McKesson Jeff Watson jeff.watson@mckesson.com 5995 Windward Parkway Alpharetta, GA 30005 404-338-3092 http://infosolutions.mckesson.com
See accompanying article on page 28		
Name of POLL software/system	Lab Valet SA	Horizon Web Outreach
First/most recent installation of software/system	2002/January 2003	1999/2002
No. of host lab contracts signed by 2/1/02 that are not yet operational	—	4
No. of contracts signed between 12/1/01 and 12/1/02	—	5
No. of contracts that went live between 12/1/01 and 12/1/02	—	1
No. of host or central labs using software clinically	1	2
No. of host labs that electronically transfer orders from PO* to LIS	1	2
No. of satellite locations installed	2	1,000
Staff to develop-install & support-other** in entire firm/in POLL software division	3-5-5/—	—
Average time to install, build files, train office staff in a typical PO	2 hours	1 hour
Major commercial labs that use POLL package	Centrex	n/a
LIS, HIS, and other interfaces	SCC	McKesson systems*
Software modifications or modules required on host LIS to interface?	no	no
POPMS*** used to transfer patient demographics/billing info. to POLL system	POPMS transfer provided for all systems by third-party and in-house	McKesson Practice Point
How demographics/billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demographics, more frequent automatic update of all demographics that have changed, other	more frequent automatic update of all demographics that have changed
External software tools/vendors used to transfer data from POPMS to POLL system	in-house	n/a
How results are returned to PO	PDF, individually segmented fields	individually segmented fields
System architecture or functionality	thick client, PC, whether or not connected to lab host	standard Web browsers
Patient order and result database maintained on local PC?	yes	no
• Functions not available if network link is down	real-time results	—
Online connections between PO and central or host system	dial-up modem to private phone No., leased line, virtual private network, public Internet connection (dial-up sufficient)	public Internet connection (dial-up sufficient)
Complete ASP solution for POLL software?	yes	no
• Method of charging for ASP service	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%
- Local medical review policies can be viewed	100%	100%
- Automatic routing of an order to different labs according to payer rules	100%	50%
- Printing of lab's requisitions	100%	100%
- Printing of requisitions for other lab providers	100%	50%
- Duplicate order checking	100%	100%
- Physician office-specific panels	100%	100%
• Electronic order entry (from PO to host)	—	100%
- Transfer of patient demographics/insurance	100%	100%
- Automatic handling of scheduled/standing orders	available but not installed	100%
- Automatic routing of orders to hospital/commercial labs depending on payer rules	100%	100%
• Bar-code collection label printing	100%	available in 2003
• Two-dimensional bar-code on printed requisition	100%	not available
• Software adapted for use in phlebotomy/collection stations	available but not installed	100%
• Result receipt		
- 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%	—
- 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	100%	100%
- Integration of host and PO lab results	available but not installed	100%
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	100%	100%
- Unattended printing of reports	100%	50%
- Display current report with historical data on same screen	available but not installed	50%
- Graph historical results with current results for trend analysis	100%	100%
• Physician can electronically sign reports to confirm review	available but not installed	100%
• Physician can compose and send secure electronic messages to patients	available but not installed	not available
• User-defined rule-based system and alerts in PO module	100%	not available
• Electronic transfer of data to another PO	—	not available
- E-mail	available but not installed	not available
- Encrypted e-mail	available but not installed	not available
- Web reference or pointer to Web site	100%	not available
- Fax	available but not installed	not available
• PO orders supplies from host lab	100%	not available
• Specimen pickup or courier requests to host lab	available but not installed	100%
• Financial		
- Billing/collections/accounts receivable	not available	50%
- Electronic claims transfer	not available	50%
- Interfaces to billing systems	50%	50%
• Other functionality		
- Electronic medical record	not available	50%
- Interfaces to PO lab instruments	available in September 2003	available but not installed
- Entry of PO lab results with edit checks	available but not installed	available but not installed
System priced on a cost-per-transaction basis?	no	no
One-time/initial charges	\$2.5k–\$3.5k	—
Monthly/subscription fees	\$.05k	—
Basis for increasing fees as POs are added	based on No. of practices/groups	no increase—flat fee per host lab
Situations where fees increase with additional services	—	if order entry is added to result transmission (or vice versa)
Distinguishing features (supplied by vendor)	• no persistent Internet connection needed • HIPAA compliant • touch-screen monitor and e-signature devices available and preintegrated	• proven technology using standard Web browsers • reduces missing and incomplete orders • provides medical necessity checks and documentation at the point of service * ability to interface to other vendors' LISs
*PO=physician's office **other=sales, marketing, administration, other company functions ***POPMS=physician office practice management systems		

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

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Part 6 of 11	MedPlus Inc.* Joanne C. Luger 4690 Parkway Drive Mason, OH 45040 513-229-5500 www.medplus.com	Misys Healthcare Systems (formerly Sunquest Information Systems) Ken A. Kark ken.kark@misyshealthcare.com 4801 E. Broadway Blvd. Tucson, AZ 85711 520-570-2000 www.misyshealthcare.com
See accompanying article on page 28		
Name of POLL software/system	eMaxx	Misys Encompass
First/most recent installation of software/system	2002/January 2003	2001/December 2002
No. of host lab contracts signed by 2/1/02 that are not yet operational	5	2
No. of contracts signed between 12/1/01 and 12/1/02	6	5
No. of contracts that went live between 12/1/01 and 12/1/02	4	3
No. of host or central labs using software clinically	37	4
No. of host labs that electronically transfer orders from PO* to LIS	37	1
No. of satellite locations installed	3,000	500+
Staff to develop-install & support-other** in entire firm/in POLL software division	88-116-24/19-40-15	—/14-4-5
Average time to install, build files, train office staff in a typical PO	3–4 hours	1–2 hours
Major commercial labs that use POLL package	Quest Diagnostics, Pathology Associates Medical Laboratories, Focus Technologies	Aurora Health Care, Clinical Laboratories of Hawaii, TriCore Laboratories
LIS, HIS, and other interfaces	Misys, TopLab, Quest, Cerner, McKesson, IDX, Eclipsys, Meditech	Misys Laboratory, Misys Commercial Laboratory, Cerner DHT (CoPath)
Software modifications or modules required on host LIS to interface?	yes (HL7 order and result interface)	no
POPMS*** used to transfer patient demographics/billing info. to POLL system	Medical Manager, IDX, MediSoft, Lytec	—
How demographics/billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demographics, POLL provides patient ID to POPMS and POPMS replies in real-time	one-time batch download, automatic update with result message, when modifications are made to demographic info. in real-time via TCP/IP
External software tools/vendors used to transfer data from POPMS to POLL system	Medigate	See Beyond e-gate
How results are returned to PO	block of text, PDF, individually segmented fields	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 network, public Internet connection	public Internet connection (dial-up sufficient)
Complete ASP solution for POLL software?	yes	client hosted
• Method of charging for ASP service	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%	20%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	20%
- Local medical review policies can be viewed	100%	not available
- Automatic routing of an order to different labs according to payer rules	80%	not available
- Printing of lab's requisitions	100%	20%
- Printing of requisitions for other lab providers	100%	not available
- Duplicate order checking	100%	not available
- Physician office-specific panels	100%	20%
• Electronic order entry (from PO to host)	80%	20%
- Transfer of patient demographics/insurance	100%	20%
- Automatic handling of scheduled/standing orders	100%	20%
- Automatic routing of orders to hospital/commercial labs depending on payer rules	80%	not available
• Bar-code collection label printing	80%	not available
• Two-dimensional bar-code on printed requisition	100%	not available
• Software adapted for use in phlebotomy/collection stations	100%	not available
• Result receipt		
- Stored as a block of text	100%	not available
- All items (result, reference range, units) stored as individual data elements	100%	100%
- Automatic parsing of report pages to extract results	not available	100%
- Inquiry mode that allows PO to check status of specimens with host	80%	20%
• Reporting		
- In exact format received from host lab	100%	100%
- Cumulative	100%	100%
- Integration of host and PO lab results	available but not installed	100%
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	100%	100%
- Unattended printing of reports	available in June 2003	not available
- Display current report with historical data on same screen	100%	100%
- Graph historical results with current results for trend analysis	100%	not available
• Physician can electronically sign reports to confirm review	available but not installed	100%
• Physician can compose and send secure electronic messages to patients	100%	not available
• User-defined rule-based system and alerts in PO module	80%	not available
• Electronic transfer of data to another PO	80%	—
- E-mail	not available	not available
- Encrypted e-mail	80%	not available
- Web reference or pointer to Web site	100%	not available
- Fax	available but not installed	not available
• PO orders supplies from host lab	not available	not available
• Specimen pickup or courier requests to host lab	100%	not available
• Financial		
- Billing/collections/accounts receivable	not available	not available
- Electronic claims transfer	available but not installed	not available
- Interfaces to billing systems	40%	20%
• Other functionality		
- Electronic medical record	100%	100%
- Interfaces to PO lab instruments	not available	not available
- Entry of PO lab results with edit checks	available but not installed	not available
System priced on a cost-per-transaction basis?	no	no
One-time/initial charges	\$10k–\$40k	hardware, software, interface, implementation services
Monthly/subscription fees	begins at \$2.5k/month	monthly maintenance
Basis for increasing fees as POs are added	based on No. of physicians of record	based on No. of physicians of record
Situations where fees increase with additional services	with electronic prescriptions	if order entry is added to result transmission (or vice versa) or if POPMS integration
Distinguishing features (supplied by vendor)	• provides a patient-centric view of clinical information with peer sharing capabilities • physician portal offers administrative practice and clinical support * MedPlus is a subsidiary of Quest Diagnostics	• real-time lab dictionary table updates eliminate dual maintenance • electronic medical patient index logic ensures unique identification of users and patients • learning logic builds frequently selected items lists automatically
*PO=physician's office **other=sales, marketing, administration, other company functions ***POPMS=physician office practice management systems		

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Physician office-laboratory links software

Part 8 of 11	Orchard Software Corp. Kerry Foster kfoster@orchardsoft.com 701 Congressional Blvd., Ste. 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com	Park City Solutions Inc.* David Qu dqu@parkcitysolutions.com 5755 Granger Rd., 9th Floor Independence, OH 44131 216-485-4600 www.parkcitysolutions.com
<i>See accompanying article on page 28</i>		
Name of POLL software/system	Orchard Harvest Webstation	emPowerLab Connectivity (ELC)
First/most recent installation of software/system	2000/January 2003	1999/September 2002
No. of host lab contracts signed by 2/1/02 that are not yet operational	6	2
No. of contracts signed between 12/1/01 and 12/1/02	30	5
No. of contracts that went live between 12/1/01 and 12/1/02	30	3
No. of host or central labs using software clinically	11	10
No. of host labs that electronically transfer orders from PO* to LIS	11	1
No. of satellite locations installed	290	50+
Staff to develop-install & support-other** in entire firm/in POLL software division	53 total	240 total/50 total
Average time to install, build files, train office staff in a typical PO	1 hour	4 hours
Major commercial labs that use POLL package	regional reference lab	Genesis Clinical Laboratory, Advocate Health Care
LIS, HIS, and other interfaces	Harvest LIS, McKesson, Siemens, Dairyland, Meditech, Cerner, IDX, CPSI, Misys, others	Misys, Cerner, McKesson, Meditech, Siemens, IDX, others
Software modifications or modules required on host LIS to interface?	no	no
POPMS*** used to transfer patient demographics/billing info. to POLL system	Medical Manager, Clinitek, IDX, MedicaLogic, Next Gen, Millbrook, Medigate, Misys	—
How demographics/billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demographics, more frequent automatic update of all demographics that have changed, other	one-time batch download/file transfer
External software tools/vendors used to transfer data from POPMS to POLL system	—	—
How results are returned to PO	individually segmented fields	block of text, PDF, 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 network, public Internet connection (dial-up sufficient)	dial-up modem to private phone No., leased line, virtual private network, public Internet connection (dial-up sufficient)
Complete ASP solution for POLL software?	no	yes
• Method of charging for ASP service	—	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%	10%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	10%
- Local medical review policies can be viewed	not available	10%
- Automatic routing of an order to different labs according to payer rules	100%	available third quarter 2003
- Printing of lab's requisitions	100%	10%
- Printing of requisitions for other lab providers	100%	10%
- Duplicate order checking	100%	10%
- Physician office-specific panels	100%	not available
• Electronic order entry (from PO to host)	—	—
- Transfer of patient demographics/insurance	100%	10%
- Automatic handling of scheduled/standing orders	100%	10%
- Automatic routing of orders to hospital/commercial labs depending on payer rules	100%	available third quarter 2003
• Bar-code collection label printing	100%	10%
• Two-dimensional bar-code on printed requisition	not available	available third quarter 2003
• Software adapted for use in phlebotomy/collection stations	100%	10%
• Result receipt		
- Stored as a block of text	not available	100%
- All items (result, reference range, units) stored as individual data elements	100%	100%
- Automatic parsing of report pages to extract results	100%	—
- Inquiry mode that allows PO to check status of specimens with host	100%	—
• Reporting		
- In exact format received from host lab	100%	100%
- Cumulative	100%	100%
- Integration of host and PO lab results	100%	100%
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	100%	100%
- Unattended printing of reports	100%*	100%
- Display current report with historical data on same screen	100%	100%
- Graph historical results with current results for trend analysis	100%	10%
• Physician can electronically sign reports to confirm review	100%	available second quarter 2003
• Physician can compose and send secure electronic messages to patients	not available	10%
• User-defined rule-based system and alerts in PO module	100%	available but not installed
• Electronic transfer of data to another PO	30%	—
- E-mail	—	available second quarter 2003
- Encrypted e-mail	30%	available second quarter 2003
- Web reference or pointer to Web site	not available	100%
- Fax	100%	50%
• PO orders supplies from host lab	not available	available third quarter 2003
• Specimen pickup or courier requests to host lab	not available	10%
• Financial		
- Billing/collections/accounts receivable	not available	available fourth quarter 2003
- Electronic claims transfer	not available	available fourth quarter 2003
- Interfaces to billing systems	100%	available fourth quarter 2003
• Other functionality		
- Electronic medical record	not available	100%
- Interfaces to PO lab instruments	not available	available but not installed
- Entry of PO lab results with edit checks	not available	available but not installed
System priced on a cost-per-transaction basis?	no	no
One-time/initial charges	set-up fee/\$7.5k (includes 5 licenses)	—
Monthly/subscription fees	license/\$.89k	—
Basis for increasing fees as POs are added	based on No. of practices/groups	based on No. of practices/groups, based on No. of physicians of record
Situations where fees increase with additional services	no increase	if order entry is added to result transmission (or vice versa), if special billing functions are added
Distinguishing features (supplied by vendor)	• cost-effective • diagnosis code screening, destination filter • order-entry/result retrieval for reference lab testing <i>* unattended posting of electronic reports</i>	• Web-based health care portal with over 200 customers • company's largest customer stores over 100 million results <i>* Netsteps merged with Park City Solutions</i>
<small>*PO=physician's office</small>		
<small>**other=sales, marketing, administration, other company functions</small>		
<small>***POPMS=physician office practice management systems</small>		

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Physician office-laboratory links software		
Part 9 of 11	SIA—a Sysmex company Bill Blair blairb@sysmex.com 5210 E. Williams Circle Tucson, AZ 85711 520-790-4624	Specialty Laboratories Sumeet Bhatia oesales@specialtylabs.com 2211 Michigan Ave. Santa Monica, CA 90404 310-828-6543 www.specialtylabs.com
See accompanying article on page 28		
Name of POLL software/system	Eclair	Outreach Express
First/most recent installation of software/system	1998/March 2002	1998/January 2003
No. of host lab contracts signed by 2/1/02 that are not yet operational	3	5
No. 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	13	2
No. of satellite locations installed	—	250+
Staff to develop-install & support-other** in entire firm/in POLL software division	21-18-47/7-4-2	60 total
Average time to install, build files, train office staff in a typical PO	1 hour	2 hours
Major commercial labs that use POLL package	Diagnostic Medical Laboratory	TriCore, Physicians Reference Laboratory
LIS, HIS, and other interfaces	Triple G, Molis, Delphic, Detente, Progressa, others	Cerner, Dynamic, Misys, Meditech, McKesson
Software modifications or modules required on host LIS to interface?	no	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 to POLL system	more frequent automatic update of all demographics that have changed	one-time batch download/file transfer, HL7 ADT messages
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 network, public Internet connection (dial-up sufficient)	dial-up modem, public Internet connection (dial-up sufficient)
Complete ASP solution for POLL software?	no	yes
• Method of charging for ASP service	—	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	available but not installed	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	available but not installed	100%
- Local medical review policies can be viewed	available but not installed	100%
- Automatic routing of an order to different labs according to payer rules	available but not installed	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%	100%
- Automatic handling of scheduled/standing orders	available but not installed	100%
- Automatic routing of orders to hospital/commercial labs depending on payer rules	available but not installed	100%
• Bar-code collection label printing	100%	available but not installed
• Two-dimensional bar-code on printed requisition	100%	available but not installed
• Software adapted for use in phlebotomy/collection stations	100%	100%
• Result receipt		
- Stored as a block of text	100%	100%
- All items (result, reference range, units) stored as individual data elements	100%	100%
- Automatic parsing of report pages to extract results	not available	not available
- Inquiry mode that allows PO to check status of specimens with host	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%
- Unattended printing of reports	100%	not available
- Display current report with historical data on same screen	100%	100%
- Graph historical results with current results for trend analysis	100%	100%
• Physician can electronically sign reports to confirm review	100%	not available
• Physician can compose and send secure electronic messages to patients	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	included in system	not available
- Encrypted e-mail	20%	not available
- Web reference or pointer to Web site	100%	100%
- Fax	20%	not available
• PO orders supplies from host lab	not available	not available
• Specimen pickup or courier requests to host lab	not available	not available
• Financial		
- Billing/collections/accounts receivable	not available	not available
- Electronic claims transfer	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?	no	no
One-time/initial charges	\$150k+ based on size	\$10k–\$40k
Monthly/subscription fees	18% annually	\$5k
Basis for increasing fees as POs are added	based on concurrent user	no increase—flat fee per host lab
Situations where fees increase with additional services	if order entry is added to result transmission (or vice versa) or if special billing functions, such as eligibility verification, are added	with additional interfaces
Distinguishing features (supplied by vendor)	• integration of multiple LISs to present single interface to physician/user • not limited to LIS results	• developed using the latest software technologies, including the .NET platform and BizTalk interface engine • expertise in lab informatics • highly flexible and configurable application
*PO=physician's office **other=sales, marketing, administration, other company functions ***POPMS=physician office practice management systems		

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Physician office-laboratory links software

Part 10 of 11	Sysware Healthcare Systems Mark Trigsted mark@sysware1.com P.O. Box 2776 Farmington Hills, MI 48333-2776 800-SYSWARE www.sysware1.com	Telcor Inc. Michelle Sander michelles@telcorinc.com 1560 S. 70th St. Lincoln, NE 68506 402-489-1207 www.telcorinc.com
See accompanying article on page 28		
Name of POLL software/system	PowerWeb	Quick-Req
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	1
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 to POLL system	one-time batch download/file transfer, daily update of demographics, POLL provides patient ID to POPMS and POPMS replies in real-time	one-time batch download/file transfer, daily update of demographics
External software tools/vendors used to transfer data from POPMS to POLL system	industry-standard protocols; HL7-compliant tools	—
How results are returned to PO	block of text, PDF, individually segmented fields	individually segmented fields
System architecture or functionality	thick client, PC, whether or not connected to lab host, thin proprietary client, modified Web browser, standard Web browsers	thick client, PC, while connected to lab host (for order entry), thick client, PC, while not connected to lab host
Patient order and result database maintained on local PC?	yes	yes
• Functions not available if network link is down	transfer of data	—
Online connections between PO and central or host system	no online connection, dial-up modem to private phone No., leased line, virtual private network, public Internet connection	public Internet connection for order entry and results reporting
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%
- Physician office-specific panels	100%	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
- Automatic routing of orders to hospital/commercial labs depending on payer rules	100%	not available
• 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		
- Stored as a block of text	100%	not available
- All items (result, reference range, units) stored as individual data elements	100%	100%
- Automatic parsing of report pages to extract results	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%
- Cumulative	100%	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	100%	not available
• 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
- Encrypted e-mail	100%	not available
- Web reference or pointer to Web site	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)	• complete lab integration and implementation in four weeks • 100 percent of functionality deliverable on day one • reasonable one-time cost—no additional subscription fees	• low cost allows installation at majority of outreach clients • rapid deployment through remote installations • easy import/export of configuration changes
*PO=physician's office **other=sales, marketing, administration, other company functions ***POPMS=physician office practice management systems		

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Physician office-laboratory links software

Part 11 of 11	WebMD Envoy Brian C. Young bcyoung@webmd.net 1175 Peachtree St., NE, 100 Colony Square, Ste. 2400 Atlanta, GA 30361 615-231-4140 www.webmd.envoy.com
See accompanying article on page 28	
Name of POLL software/system	Clinician
First/most recent installation of software/system	1999/October 2002
No. of host lab contracts signed by 2/1/02 that are not yet operational	2
No. of contracts signed between 12/1/01 and 12/1/02	10
No. of contracts that went live between 12/1/01 and 12/1/02	5
No. of host or central labs using software clinically	7
No. of host labs that electronically transfer orders from PO* to LIS	6
No. of satellite locations installed	833
Staff to develop-install & support-other** in entire firm/in POLL software division	48 total
Average time to install, build files, train office staff in a typical PO	2-6 hours
Major commercial labs that use POLL package	Quest, LabCorp, Fairfax Medical Laboratories, Physicians Medical Lab, CPL, Dianon, Middlesex Hospital
LIS, HIS, and other interfaces	Cerner, Misys, Antrim, Siemens, Meditech, McKesson
Software modifications or modules required on host LIS to interface?	yes (outpatient demographics/billing module)
POPMS*** used to transfer patient demographics/billing info. to POLL system	200+ interfaces
How demographics/billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, more frequent automatic update of all demographics that have changed, other
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
System architecture or functionality	thick client, PC, while connected to lab host*, standard Web browsers
Patient order and result database maintained on local PC?	yes (results only)
• Functions not available if network link is down	ordering
Online connections between PO and central or host system	public Internet connection (dial-up sufficient)
Complete ASP solution for POLL software?	yes
• Method of charging for ASP service	subscription or transaction-based
Features (listed as a percentage of live installs or whether or not it's available)	
• Order entry	
- Medicare compliance checking using carrier-specific rules	98%
- Advanced beneficiary notice printed if medical necessity criteria not met	98%
- Local medical review policies can be viewed	not available
- Automatic routing of an order to different labs according to payer rules	98%
- Printing of lab's requisitions	98%
- Printing of requisitions for other lab providers	98%
- Duplicate order checking	not available
- Physician office-specific panels	98%
• Electronic order entry (from PO to host)	—
- Transfer of patient demographics/insurance	98%
- Automatic handling of scheduled/standing orders	not available
- Automatic routing of orders to hospital/commercial labs depending on payer rules	98%
• Bar-code collection label printing	80%
• Two-dimensional bar-code on printed requisition	80%
• Software adapted for use in phlebotomy/collection stations	1%
• Result receipt	
- Stored as a block of text	60%
- All items (result, reference range, units) stored as individual data elements	40%
- Automatic parsing of report pages to extract results	not available
- Inquiry mode that allows PO to check status of specimens with host	98%
• Reporting	
- In exact format received from host lab	60%
- Cumulative	40%
- Integration of host and PO lab results	not available
- Display of new results for patient and/or clinic	100%
- Remote access available to on-call physicians	100%
- Unattended printing of reports	100%
- Display current report with historical data on same screen	40%
- Graph historical results with current results for trend analysis	40%
• Physician can electronically sign reports to confirm review	not available
• Physician can compose and send secure electronic messages to patients	not available
• User-defined rule-based system and alerts in PO module	not available
• Electronic transfer of data to another PO	100%
- E-mail	not available
- Encrypted e-mail	not availble
- Web reference or pointer to Web site	100%
- Fax	not available
• PO orders supplies from host lab	not available
• Specimen pickup or courier requests to host lab	not available
• Financial	
- Billing/collections/accounts receivable	not available
- Electronic claims transfer	not available
- Interfaces to billing systems	not available
• Other functionality	
- Electronic medical record	not available
- Interfaces to PO lab instruments	not available
- Entry of PO lab results with edit checks	not available
System priced on a cost-per-transaction basis?	yes (can be)/\$.75
One-time/initial charges	\$60k
Monthly/subscription fees	\$8k-\$10k/mo. (in lieu of transaction fee)
Basis for increasing fees as POs are added	no increase or based on No. of practices/groups or No. of physicians of record
Situations where fees increase with additional services	no increase or if order entry is added to result transmission (or vice versa)
Distinguishing features (supplied by vendor)	• extensive laboratory and POPMS connectivity • combination of laboratory and hospital functionality • ability to interface with physician office EMRs
*PO=physician's office **other=sales, marketing, administration, other company functions ***POPMS=physician office practice management systems	* for select POLL system functions

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- Mark Flomenbaum, MD, PhD – Deputy Medical Examiner for New York (Friday, September 12)



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- 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
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- 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?
- 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
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- Steven H. Swerdlow, MD - Why WHO? Why NOW? Diagnosing Lymphomas Today
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