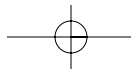


## Anatomic pathology computer systems

<b>Part 1 of 12</b>	Aspyra Bill Blair sales@aspyra.com 26115-A Mureau Rd. Calabasas, CA 91302 800-437-9000 www.aspyra.com	Cerner Corp. Jeff Sluder jeff.sluder@cerner.com 2800 Rockcreek Parkway Kansas City, MO 64117 816-201-7072 www.cerner.com
<i>See accompanying article on page 54</i>		
Name of anatomic pathology system	CyberPath	Cerner Millennium PathNet Anatomic Pathology
First ever AP system installation/most recent AP system installation	2000/2006	1982/2006
No. of contracts for sites operating AP system (H/IL/C or GP/FI/OS)*	15 (10/2/2/1/0)	144 (132/2/1/9/0)
• No. of contracts that went live in 2006	0	24
• No. of contracts not yet live/No. of these contracts signed in 2006	2/1	52/20 (through third quarter)
No. of sites operating AP system	15	179
Percentage of installations that have stand-alone AP systems	0	16%
Staff to develop-install and support-other**		
• In entire company	30-45-30	1,300-2,300-3,700
• In LIS division (including AP)/in AP systems only	15-25-20/4-8-12	65-125-40/0
No. of interactive terminals (user workstations) in sites operating system	2-250 (ave., 160)	10-400 (ave., 10-20)
Range in No. of surgical pathology cases per year in sites operating system	3,000-200,000	5,000-100,000
Range in No. of gynecologic cytology cases per year in sites operating syst.	3,000-10,000	2,500-100,000
Central hardware or service type	HP/Compaq, IBM RS/6000	Compaq, IBM RS/6000
Terminals (workstations) or PC platform	PC workstations	Intel Pentium
Innovative peripherals	voice dictation enabled, image capture and storage, report/image access	image enabled, Web enabled, bar codes, cassette labeler, slide labeler
Network installation required?/networks supported	yes/LAN, WAN, TCP/IP	yes/LAN, WAN, TCP/IP, Unix
Programming language(s)	MicroFocus Cobol, Dialog, C, Visual Basic	Visual C++, Visual Basic, Java
Databases and tools used	ODBC compliant	Oracle
Word processor(s) used	MS Word	MS Word, Visual Writer
Operating system(s)	SCO Unix, AIX	Open VMS, AIX, Windows 2000, NT, XP
Features (listed as a percentage of live installs or based on availability)		
• Surgical pathology information system	100%	100%
• Cytology information system/autopsy information system	30%/100%	90%/80%
• Specimen log-in/entry of block IDs	100%/100%	100%/100%
• Specimen labels	100%	80%
• Histology slide labels/bar-coded slide labels	100%/100%	100%/80%
• Histology worksheets	100%	100%
• Word processing—vendor specific	0	80%
• Word processing—standard tools (Word, WordPerfect)	100%	20%
• Voice entry of gross description/back-end batch voice to text	100%/100%	<5%/not available
• Gross and microscopic images integrated in reports	100%	20%
• Electronic signature	100%	100%
• Remote printing of completed reports	100%	80%
• Direct fax reports	100%	80%
• Web-based remote inquiry of reports	40%	<5%
• Physician Web access for order entry	30%	<5%
• Natural language search capability	—	100%
• Multi-site or multi-facility-wide area network	25%	40%
• Sound-alike retrieval of patient history	available in July 2007	100%
• Autopsy measurements and organ weights	available but not installed	80%
• Tumor registry reports/management reports	100%/100%	100%/100%
• Cytology abnormal—unsatisfactory list to doctors	30%	90%
• Cytology diagnostics statistics by pathologist or cytotechnologist	50%	90%
• Histology-cytology correlation report	50%	90%
• Reports sufficient to comply with CLIA '88 regulations	100%	90%
• Comprehensive billing and accounts receivable	not available	<5%
• HIS interface: A/D/T	80%	95%
• HIS interface: result reporting/incoming clinical results	80%/100%	100%/100%
• Interface to external billing system	80%	80%
• Partin tables or Gleason score calculations	available in September 2007	not available
• Synoptic reporting	available in September 2007	9%
• Specimen tracking and retrieval	available but not installed	available in 2008
• Client services module	40%	installed
• Consult management and reporting	30%	not available
Software provides indexed field in each test definition for LOINC code?	yes	no
Provide LOINC dictionary for each new installation?	no	yes
Routine results encoded in SNOMED?	no	yes (at 50% of sites)
Routine results encoded in SNOMED CT?	yes (at 25% of sites)	no
AP system uses autoencoder to create SNOMED codes?	no	yes
Percentage of installed sites that represent cases in free text	75%	50%
No. of installations that use AP system to automatically electronically transfer tumor diagnoses to a tumor registry	NAACCR format available but not installed/2 in HL7 format	5 in NAACCR format
Complete AP application service provider solution?	no	yes
Method of charging for ASP service	—	fixed fee
Client software required	—	requires software be installed on a client PC
ASP information conduit	—	requires use of a private, dedicated circuit
Client contracts supported from data center not operated by client	—	100+
How data center is operated	—	by vendor
Other information systems interfaced	Misys, McKesson, IDX, QuadraMed, Siemens, Meditech, others	Cerner, Eclipsys, Epic, McKesson, IDX, Siemens, TDS
Voice-recognition packages integrated with AP system	Dragon Naturally Speaking	Dragon Medical Suite voice recognition
Histology and cytology laboratory instruments interfaced	none	Shur/Mark, Thermo Shandon cassette and slide labelers
User interface in language other than English?	no	yes (German)
Source code?/user group?	escrow/yes (meets in person)	yes/yes (meets in person and online)
User can modify screens?	no	yes
Cost (hardware/software/installation and training/monthly maintenance)		
• Smallest stand-alone system	—	—
• Largest stand-alone system	—	—
Base price of integrated system, excluding AP configuration	—	—
• Incremental cost to add smallest AP configuration	—	—
• Incremental cost to add largest AP configuration	—	—
Distinguishing features (supplied by vendor)	<ul style="list-style-type: none"> <li>stand-alone or integrated with Aspyra LIS</li> <li>flexible workflow with system decision support rules and image handling</li> <li>database access for customized reports with standard statistical reports</li> </ul>	<ul style="list-style-type: none"> <li>over 25 years in the industry with proven scalability and performance</li> <li>comprehensive integrated single system for all lab departments</li> <li>continued innovations, including genomics, laboratory outreach solutions, patented synoptic reporting</li> </ul>
*H=U.S. hospitals, IL=independent labs in U.S., C or GP=clinics or group practices in U.S., FI=foreign installations, OS=other sites **other=sales, marketing, administration, and other company functions		

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

Survey editors: Raymond Aller, MD, and Hal Weiner



March 2007

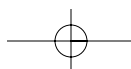
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 SYSTEM  
 REVIEW SERIES

## Anatomic pathology computer systems

Part 2 of 12	Cerner DHT Michele Connors michele.connors@cerner.com 2 University Office Park, 51 Sawyer Rd. Waltham, MA 02453 816-885-4818 www.cerner.com	Clinical Information Systems Angela Woolley cissupport@aol.com 18805 Willamette Drive West Linn, OR 97068 800-869-0680 www.cislab.com
<i>See accompanying article on page 54</i>		
Name of anatomic pathology system	CoPathPlus	CISLab CPS
First ever AP system installation/most recent AP system installation	1982/2006	1988/2006
No. of contracts for sites operating AP system (H/IL/C or GP/FI/OS)*	182 (151/25/0/6/0)	20 (1/18/1/0/0)
• No. of contracts that went live in 2006	7	0
• No. of contracts not yet live/No. of these contracts signed in 2006	6/4	1/1
No. of sites operating AP system	268	20
Percentage of installations that have stand-alone AP systems	100%	60%
Staff to develop-install and support-other**		
• In entire company	1,300-2,300-3,700	6-6-1
• In LIS division (including AP)/in AP systems only	—/15-45-5	6-6-1/1-6-1
No. of interactive terminals (user workstations) in sites operating system	1-1,000 (ave., 50)	1-100 (ave., 15)
Range in No. of surgical pathology cases per year in sites operating system	3,000-900,000	2,500-115,000
Range in No. of gynecologic cytology cases per year in sites operating syst.	2,000-1,000,000	3,000-300,000
Central hardware or service type	IBM RS/6000, Intel Pentium, Sun Solaris, Dell, Compaq	DEC, HP, IBM, generic PCs, Dell, Compaq
Terminals (workstations) or PC platform	Intel Pentium, Citrix through client, Dell, Compaq	generic PCs, Wyse, Link
Innovative peripherals	voice enabled, image enabled, bar-code scanners, cassette labelers, others	HP scanners, Phillips, optical, image interface, video/audio input
Network installation required?/networks supported	yes/LAN, WAN, TCP/IP, Novell, Microsoft	yes/LAN, Unix, TCP/IP
Programming language(s)	PowerBuilder, C++	Delphi, Cobol, C++
Databases and tools used	MS SQL, Sybase	Interbase, MS SQL, C-ISAM, Access
Word processor(s) used	MS Word, TX Text Control (Visual Writer)	WordPerfect tools, MS Word
Operating system(s)	Windows 98, 2000, 2003, XP, AIX, Unix	Windows, SCO Unix
Features (listed as a percentage of live installs or based on availability)		
• Surgical pathology information system	99%	100%
• Cytology information system/autopsy information system	100%/75%	100%/5%
• Specimen log-in/entry of block IDs	100%/100%	100%/100%
• Specimen labels	50%	100%
• Histology slide labels/bar-coded slide labels	90%/30%	100%/100%
• Histology worksheets	99%	100%
• Word processing—vendor specific	45%	5%
• Word processing—standard tools (Word, WordPerfect)	55%	100%
• Voice entry of gross description/back-end batch voice to text	15%/available second quarter 2007	5%/not available
• Gross and microscopic images integrated in reports	20%	5%
• Electronic signature	99%	100%
• Remote printing of completed reports	2%	100%
• Direct fax reports	95%	100%
• Web-based remote inquiry of reports	5%	20%
• Physician Web access for order entry	—	20%
• Natural language search capability	100%	not available
• Multi-site or multi-facility-wide area network	95%	1%
• Sound-alike retrieval of patient history	not available	not available
• Autopsy measurements and organ weights	not available	5%
• Tumor registry reports/management reports	100%/100%	100%/100%
• Cytology abnormal—unsatisfactory list to doctors	100%	100%
• Cytology diagnostics statistics by pathologist or cytotechnologist	100%	100%
• Histology-cytology correlation report	100%	100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	not available	50%
• HIS interface: A/D/T	95%	10%
• HIS interface: result reporting/incoming clinical results	95%/2%	10%/10%
• Interface to external billing system	95%	50%
• Partin tables or Gleason score calculations	available first quarter 2007	10%
• Synoptic reporting	20%	not available
• Specimen tracking and retrieval	not available	not available
• Client services module	not available	100%
• Consult management and reporting	95%	not available
Software provides indexed field in each test definition for LOINC code?	no	yes
Provide LOINC dictionary for each new installation?	no	no
Routine results encoded in SNOMED?	yes (at 90% of sites)	no
Routine results encoded in SNOMED CT?	yes (at 10% of sites)	yes (at 5% of sites)
AP system uses autoencoder to create SNOMED codes?	yes	no
Percentage of installed sites that represent cases in free text	—	95%
No. of installations that use AP system to automatically electronically transfer tumor diagnoses to a tumor registry	3 in NAACCR format/1 in HL7 format/unknown number using state-based electronic spreadsheet	0
Complete AP application service provider solution?	yes	no
Method of charging for ASP service	—	—
Client software required	requires software be installed on a client PC	—
ASP information conduit	system hosted and maintained by Cerner	—
Client contracts supported from data center not operated by client	2	—
How data center is operated	by vendor	—
Other information systems interfaced	Cerner, McKesson, IDX, Siemens, TDS, Meditech, Keane, Eclipsys, Epic	Medical Manager, Medfax, McKesson, Dairyland, PCN, Praxis, others
Voice-recognition packages integrated with AP system	Dragon Naturally Speaking	none
Histology and cytology laboratory instruments interfaced	Shur/Mark, Thermo Shandon, Leica, Sakura, General Data, Ventana	none
User interface in language other than English?	no	no
Source code?/user group?	escrow/yes (meets in person and online)	escrow/no
User can modify screens?	yes	no
Cost (hardware/software/installation and training/monthly maintenance)		
• Smallest stand-alone system	—	\$5k/\$7.5k/\$3k/\$.35k
• Largest stand-alone system	—	\$100k/\$100k/\$20k/\$2.5k
Base price of integrated system, excluding AP configuration	—	\$7.5k-\$150k
• Incremental cost to add smallest AP configuration	—	\$5k/\$7.5k/\$3k/\$.35k
• Incremental cost to add largest AP configuration	—	—/\$50k-\$100k/\$5k-\$20k/\$2.5k
Distinguishing features (supplied by vendor)	<ul style="list-style-type: none"> <li>outstanding dedicated support</li> <li>advanced imaging and synoptic reporting capabilities</li> <li>extreme flexibility to clients' workflow and report formats</li> </ul>	<ul style="list-style-type: none"> <li>provides client/server point-and-click access for pathology and cytology</li> <li>easy to learn and use at an efficient cost</li> <li>easily integrated into an existing network environment</li> </ul>
<small>*H=U.S. hospitals, IL=independent labs in U.S., C or GP=clinics or group practices in U.S., FI=foreign installations, OS=other sites **other=sales, marketing, administration, and other company functions</small>		

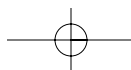
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## Anatomic pathology computer systems

<b>Part 3 of 12</b>	<b>Computer Trust Corp.</b> David Liberman, MD info@ctcsurge.com 1 State St. Boston, MA 02109-3507 617-557-9264 www.ctcsurge.com	<b>Cortex Medical Management Systems</b> Stan Gordon sgordon@cortexmed.com 2107 Elliott Ave., Ste. 201 Seattle, WA 98121 206-812-6982 www.cortexmed.com
<i>See accompanying article on page 54</i>		
<b>Name of anatomic pathology system</b>	WinSurge	The Gold Standard
<b>First ever AP system installation/most recent AP system installation</b>	1989/2006	1986/2006
<b>No. of contracts for sites operating AP system (H/IL/C or GP/FI/OS)*</b>	74 (33/15/0/0/26†)	49 (20/29/0/0/0)
• No. of contracts that went live in 2006	7	3
• No. of contracts not yet live/No. of these contracts signed in 2006	0/0	—/3
<b>No. of sites operating AP system</b>	90	55
<b>Percentage of installations that have stand-alone AP systems</b>	100%	67%
<b>Staff to develop-install and support-other**</b>		
• In entire company	confidential	4-2-2
• In LIS division (including AP)/in AP systems only	confidential	4-2-2/4-2-2
<b>No. of interactive terminals (user workstations) in sites operating system</b>	5-3,000 (median, 30)	3-63 (ave., 25)
<b>Range in No. of surgical pathology cases per year in sites operating system</b>	5,000-300,000	50-70,000
<b>Range in No. of gynecologic cytology cases per year in sites operating syst.</b>	0-250,000	50-120,000
<b>Central hardware or service type</b>	Windows, Unix, cluster, other	Windows compatible
<b>Terminals (workstations) or PC platform</b>	Windows, Citrix, Web, VPN, Telnet, terminals	Windows PC
<b>Innovative peripherals</b>	scanners, cassette/slide labelers, etchers, Web reporting, others	Twain-compliant image capture, optical and mark sense readers
<b>Network installation required?/networks supported</b>	user's option/LAN, WAN, TCP/IP, Citrix, Unix, VPN	yes/TCP/IP
<b>Programming language(s)</b>	Visual Basic, Caché, SQL	Visual Basic
<b>Databases and tools used</b>	Object Caché, SQL, Crystal Reports	Microsoft SQL server
<b>Word processor(s) used</b>	Word, RTF, plain text	Microsoft Word
<b>Operating system(s)</b>	Windows 2000, 2003, XP, Professional, Unix, cluster, Citrix	Windows 2000, XP, 2003
<b>Features (listed as a percentage of live installs or based on availability)</b>		
• Surgical pathology information system	100%	95%
• Cytology information system/autopsy information system	84%/63%	95%/50%
• Specimen log-in/entry of block IDs	100%/100%	100%/80%
• Specimen labels	100%	80%
• Histology slide labels/bar-coded slide labels	100%/30%	80%/20%
• Histology worksheets	100%	95%
• Word processing—vendor specific	100%	0
• Word processing—standard tools (Word, WordPerfect)	100%	95%
• Voice entry of gross description/back-end batch voice to text	19%/19%	2%/—
• Gross and microscopic images integrated in reports	81%	40%
• Electronic signature	85%	90%
• Remote printing of completed reports	49%	90%
• Direct fax reports	77%	60%
• Web-based remote inquiry of reports	57%	33%
• Physician Web access for order entry	45%	0
• Natural language search capability	100%	100%
• Multi-site or multi-facility-wide area network	76%	20%
• Sound-alike retrieval of patient history	100%	100%
• Autopsy measurements and organ weights	63%	20%
• Tumor registry reports/management reports	100%/100%	80%/100%
• Cytology abnormal—unsatisfactory list to doctors	84%	60%
• Cytology diagnostics statistics by pathologist or cytotechnologist	84%	90%
• Histology-cytology correlation report	84%	90%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	not available	35%
• HIS interface: A/D/T	32%	31%
• HIS interface: result reporting/incoming clinical results	32%/installed	38%/0
• Interface to external billing system	30%	31%
• Partin tables or Gleason score calculations	29%	15%
• Synoptic reporting	100%	70%
• Specimen tracking and retrieval	100%	100%
• Client services module	100%	0
• Consult management and reporting	100%	60%
<b>Software provides indexed field in each test definition for LOINC code?</b>	yes	no
<b>Provide LOINC dictionary for each new installation?</b>	no	no
<b>Routine results encoded in SNOMED?</b>	yes (at 10% of sites)	—
<b>Routine results encoded in SNOMED CT?</b>	no	—
<b>AP system uses autoencoder to create SNOMED codes?</b>	yes	—
<b>Percentage of installed sites that represent cases in free text</b>	90%	—
<b>No. of installations that use AP system to automatically electronically transfer tumor diagnoses to a tumor registry</b>	40% in NAACCR format	7 in NAACCR format/3 in HL7 format/7 in other formats
<b>Complete AP application service provider solution?</b>	no	yes
<b>Method of charging for ASP service</b>	—	fixed fee
<b>Client software required</b>	—	requires software be installed on a client PC
<b>ASP information conduit</b>	—	operates over the Internet
<b>Client contracts supported from data center not operated by client</b>	—	2
<b>How data center is operated</b>	—	by a third party (Ad Host)
<b>Other information systems interfaced</b>	Cerner, McKesson, TDS, HDS, Per-Sé, IDX, Misys, CPSI, Siemens, others	3M, 4Medica, Aspyra, Cerner, McKesson, Meditech, Orchard, Per-Sé, others
<b>Voice-recognition packages integrated with AP system</b>	Dragon Naturally Speaking Professional	Dragon
<b>Histology and cytology laboratory instruments interfaced</b>	laser slide engraver, cassette-label etcher, microscope cameras, others	none
<b>User interface in language other than English?</b>	yes (custom offering)	no
<b>Source code?/user group?</b>	escrow (user's option and expense)/yes (meets in person)	escrow/yes (meets in person and online)
<b>User can modify screens?</b>	yes	no
<b>Cost (hardware/software/installation and training/monthly maintenance)</b>		
• Smallest stand-alone system	\$10k/\$25k/\$10k/\$.5k	\$.5k/\$50k/\$20k/\$1k
• Largest stand-alone system	\$100k/\$2.5m/\$1.5m/\$30k	\$75k/\$500k/\$200k/\$7k
<b>Base price of integrated system, excluding AP configuration</b>	0	\$80k
• Incremental cost to add smallest AP configuration	\$10k/\$25k/\$10k/\$.5k	\$1k/\$2.8k/\$1.4k/\$.5k
• Incremental cost to add largest AP configuration	\$100k/\$2.5m/\$1.5m/\$30k	\$1k/\$2.8k/\$1.4k/\$.5k
<b>Distinguishing features (supplied by vendor)</b>	<ul style="list-style-type: none"> <li>• puts you in control of your lab</li> <li>• fast return on investment</li> <li>• exceptional customer satisfaction, retention, and ease of use for 15+ years</li> </ul>	<ul style="list-style-type: none"> <li>• Web-based secure delivery system for results reporting</li> <li>• SuperCase reflex testing for linking HPV/DNA probe cases to Pap</li> <li>• ASP version available</li> </ul>
*H=U.S. hospitals, IL=independent labs in U.S., C or GP=clinics or group practices in U.S., FI=foreign installations, OS=other sites		
**other=sales, marketing, administration, and other company functions		
†pathology practice management/multi-lab enterprises		

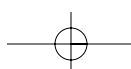
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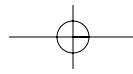


## Anatomic pathology computer systems

<b>Part 4 of 12</b>	eTeleNext Joseph Nollar sales@etelenext.com 28570 Marguerite Pkwy., Ste. 222 Mission Viejo, CA 92692 949-365-0952 www.etelenext.com	GE Healthcare Barbara Mullarky barbara.mullarky@ge.com 3100 Steeles Ave. East, #900 Markham, Ontario L3R 8T3 Canada 520-722-9734 www.gehealthcare.com/usen/cis/index.html
<b>See accompanying article on page 54</b>		
<b>Name of anatomic pathology system</b>	eTeleNext AP Anywhere	Centricity Ultra Laboratory AP
<b>First ever AP system installation/most recent AP system installation</b>	2004/2006	1991/2006
<b>No. of contracts for sites operating AP system (H/IL/C or GP/FI/OS)*</b>	11 (0/10/0/0/1†)	29 (10/0/0/19/0)
• No. of contracts that went live in 2006	4	2
• No. of contracts not yet live/No. of these contracts signed in 2006	1/6	2/0
<b>No. of sites operating AP system</b>	11	33
<b>Percentage of installations that have stand-alone AP systems</b>	90%	2%
<b>Staff to develop-install and support-other**</b>		
• In entire company	9-4-2	45,000 total
• In LIS division (including AP)/in AP systems only	9-4-2/8-3-1	44-49-7/not available
<b>No. of interactive terminals (user workstations) in sites operating system</b>	1-80 (ave., 35)	2-50 (ave., 25)
<b>Range in No. of surgical pathology cases per year in sites operating system</b>	3,000-75,000	5,000-250,000
<b>Range in No. of gynecologic cytology cases per year in sites operating syst.</b>	3,000-75,000	1,000-75,000
<b>Central hardware or service type</b>	IBM, Dell, Compaq	IBM, HP, Sun—Unix platform
<b>Terminals (workstations) or PC platform</b>	IBM, Dell, Compaq	Windows 2000, NT, XP
<b>Innovative peripherals</b>	client-controlled, user-defined custom report builder, bar coding, others	voice input, image capture and retrieval, scanning, others
<b>Network installation required?/networks supported</b>	yes/—	yes/TCP/IP, Novell, LAN, WAN
<b>Programming language(s)</b>	.Net	C, C++, Unify Vision
<b>Databases and tools used</b>	SQL	Unify DataServer database, Unify Development tool kit
<b>Word processor(s) used</b>	Word	Microsoft Word
<b>Operating system(s)</b>	Windows	Unix
<b>Features (listed as a percentage of live installs or based on availability)</b>		
• Surgical pathology information system	100%	100%
• Cytology information system/autopsy information system	100%/100%	100%/50%
• Specimen log-in/entry of block IDs	100%/100%	100%/100%
• Specimen labels	100%	100%
• Histology slide labels/bar-coded slide labels	100%/100%	100%/100%
• Histology worksheets	80%	75%
• Word processing—vendor specific	100%	not available
• Word processing—standard tools (Word, WordPerfect)	20%	100%
• Voice entry of gross description/back-end batch voice to text	available in October 2007/available in October 2007	5%/available but not installed
• Gross and microscopic images integrated in reports	100%	available but not installed
• Electronic signature	100%	100%
• Remote printing of completed reports	100%	100%
• Direct fax reports	100%	75%
• Web-based remote inquiry of reports	100%	10%
• Physician Web access for order entry	50%	available but not installed
• Natural language search capability	100%	not available
• Multi-site or multi-facility-wide area network	60%	75%
• Sound-alike retrieval of patient history	50%	not available
• Autopsy measurements and organ weights	not available	50%
• Tumor registry reports/management reports	available but not installed/100%	20%/100%
• Cytology abnormal—unsatisfactory list to doctors	20%	60%
• Cytology diagnostics statistics by pathologist or cytotechnologist	20%	60%
• Histology-cytology correlation report	20%	100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	35%	90%
• HIS interface: A/D/T	10%	100%
• HIS interface: result reporting/incoming clinical results	20%/20%	100%/10%
• Interface to external billing system	50%	80%
• Partin tables or Gleason score calculations	65%	not available
• Synoptic reporting	75%	30%
• Specimen tracking and retrieval	100%	30%
• Client services module	100%	installed
• Consult management and reporting	80%	100%
<b>Software provides indexed field in each test definition for LOINC code?</b>	yes	yes
<b>Provide LOINC dictionary for each new installation?</b>	no	no
<b>Routine results encoded in SNOMED?</b>	—	yes (at 100% of sites)
<b>Routine results encoded in SNOMED CT?</b>	yes	no
<b>AP system uses autoencoder to create SNOMED codes?</b>	yes	yes
<b>Percentage of installed sites that represent cases in free text</b>	none	n/a
<b>No. of installations that use AP system to automatically electronically transfer tumor diagnoses to a tumor registry</b>	none (but HL7 format is available)	5 in Edifact format transmitted via FTP
<b>Complete AP application service provider solution?</b>	yes	no
<b>Method of charging for ASP service</b>	fixed fee	—
<b>Client software required</b>	browser based	—
<b>ASP information conduit</b>	operates over the Internet	—
<b>Client contracts supported from data center not operated by client</b>	1	—
<b>How data center is operated</b>	by vendor	—
<b>Other information systems interfaced</b>	Cortex, GE Medical, Misys, Meditech, Cerner	IDX, McKesson, Siemens, Meditech, Per-Sé, Cerner, Eclipsys, Computare
<b>Voice-recognition packages integrated with AP system</b>	none	Philips SpeechMagic
<b>Histology and cytology laboratory instruments interfaced</b>	Beckman Coulter, BD, ChromaVision ACIS, Trestle, Aperio, others	Shur/Mark, Lam, Leica
<b>User interface in language other than English?</b>	no	no
<b>Source code?/user group?</b>	escrow/yes (meets online)	escrow/yes (meets in person and online)
<b>User can modify screens?</b>	yes	yes
<b>Cost (hardware/software/installation and training/monthly maintenance)</b>		
• Smallest stand-alone system	\$10k/\$120k/\$5k/\$1k	\$50k/\$180k/\$225k/\$3.3k
• Largest stand-alone system	\$100k/\$152k/\$15k/\$7k	\$500k/\$750k/\$600k/\$62.5k
<b>Base price of integrated system, excluding AP configuration</b>	—	\$975
• Incremental cost to add smallest AP configuration	—	0/\$35k/\$52k/\$.525k
• Incremental cost to add largest AP configuration	—	0/\$250k/\$125k/\$3.75k
<b>Distinguishing features (supplied by vendor)</b>	<ul style="list-style-type: none"> <li>• product branded for client</li> <li>• client-controlled, user-defined custom report builder, incl. images, etc.</li> <li>• fully Web-enabled LIS</li> </ul>	<ul style="list-style-type: none"> <li>• designed for multi-site laboratory, IDN environment</li> <li>• fully integrated with all clinical modules in a single database</li> <li>• image storage with inclusion in reports/presentations</li> </ul>
<small>*H=U.S. hospitals, IL=independent labs in U.S., C or GP=clinics or group practices in U.S., FI=foreign installations, OS=other sites</small>		
<small>**other=sales, marketing, administration, and other company functions</small>		
	<small>†BridgeLabs</small>	

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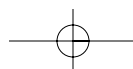




## Anatomic pathology computer systems

<i>Part 5 of 12</i>		
<i>See accompanying article on page 54</i>	<b>Impac Medical Systems</b> Julie DeSantis jdesantis@impac.com 100 W. Evelyn Ave. Mountain View, CA 94041 888-464-6722 www.impac.com	<b>Medical Information Technology (MEDITECH)</b> Paul Berthiaume info@meditech.com Meditech Circle Westwood, MA 02090 781-821-3000 www.meditech.com
<b>Name of anatomic pathology system</b>	<b>PowerPath (formerly Tamtron PowerPath)</b>	<b>Meditech Anatomical Pathology—client/server</b>
<b>First ever AP system installation/most recent AP system installation</b>	1986/2006	1978/2006
<b>No. of contracts for sites operating AP system (H/IL/C or GP/FI/OS)*</b>	211 (160/33/14/4/0)	—†
• No. of contracts that went live in 2006	14	—†
• No. of contracts not yet live/No. of these contracts signed in 2006	—/13	—†
<b>No. of sites operating AP system</b>	366	201
<b>Percentage of installations that have stand-alone AP systems</b>	100%	—†
<b>Staff to develop-install and support-other**</b>		
• In entire company	90-131-212	555-1,523-316
• In LIS division (including AP)/in AP systems only	17-37-19/12-20-12	—†
<b>No. of interactive terminals (user workstations) in sites operating system</b>	52–400 (ave., 15–30)	5–100+ (ave., 5–10)
<b>Range in No. of surgical pathology cases per year in sites operating system</b>	1,500–150,000	—†
<b>Range in No. of gynecologic cytology cases per year in sites operating syst.</b>	5,000–350,000	—†
<b>Central hardware or service type</b>	Windows 2000, 2003 servers	HP, IBM, Dell
<b>Terminals (workstations) or PC platform</b>	Windows 2000, 2003, XP	only PC workstation supported
<b>Innovative peripherals</b>	modules for image management, dermatopathology, histology, others	voice input/output, image input/output
<b>Network installation required?/networks supported</b>	yes/TCP/IP	yes/LAN, WAN, Novell, TCP/IP
<b>Programming language(s)</b>	Borland Delphi	Magic
<b>Databases and tools used</b>	MS SQL	Magic, client/server
<b>Word processor(s) used</b>	MS Word	Microsoft Word, Rich Text
<b>Operating system(s)</b>	Windows	industry-standard solutions
<b>Features (listed as a percentage of live installs or based on availability)</b>		
• Surgical pathology information system	100%	100%
• Cytology information system/autopsy information system	100%/100%	100%/100%
• Specimen log-in/entry of block IDs	100%/100%	100%/100%
• Specimen labels	100%	100%
• Histology slide labels/bar-coded slide labels	100%/installed	100%/100%
• Histology worksheets	100%	100%
• Word processing—vendor specific	100%	100%
• Word processing—standard tools (Word, WordPerfect)	100%	100%
• Voice entry of gross description/back-end batch voice to text	installed/not available	100%/100%
• Gross and microscopic images integrated in reports	25%	100%
• Electronic signature	100%	100%
• Remote printing of completed reports	100%	100%
• Direct fax reports	100%	100%
• Web-based remote inquiry of reports	15%	100%
• Physician Web access for order entry	not available	100%
• Natural language search capability	100%	100%
• Multi-site or multi-facility-wide area network	100%	100%
• Sound-alike retrieval of patient history	100%	100%
• Autopsy measurements and organ weights	100%	100%
• Tumor registry reports/management reports	100%/100%	100%/100%
• Cytology abnormal—unsatisfactory list to doctors	100%	100%
• Cytology diagnostics statistics by pathologist or cytotechnologist	100%	100%
• Histology-cytology correlation report	100%	100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	100%	100%
• HIS interface: A/D/T	98%	100%
• HIS interface: result reporting/incoming clinical results	98%/available in 2007	100%/100%
• Interface to external billing system	100%	100%
• Partin tables or Gleason score calculations	100%	100%
• Synoptic reporting	installed	100%
• Specimen tracking and retrieval	85%	100%
• Client services module	100%	100%
• Consult management and reporting	85%	100%
<b>Software provides indexed field in each test definition for LOINC code?</b>	no	no
<b>Provide LOINC dictionary for each new installation?</b>	no	no
<b>Routine results encoded in SNOMED?</b>	yes	yes (at 100% of sites)
<b>Routine results encoded in SNOMED CT?</b>	no	yes (at 100% of sites)
<b>AP system uses autoencoder to create SNOMED codes?</b>	no	no
<b>Percentage of installed sites that represent cases in free text</b>	vendor does not track	n/a
<b>No. of installations that use AP system to automatically electronically transfer tumor diagnoses to a tumor registry</b>	17 in HL7 format	—†
<b>Complete AP application service provider solution?</b>	no	no
<b>Method of charging for ASP service</b>	—	—
<b>Client software required</b>	—	—
<b>ASP information conduit</b>	—	—
<b>Client contracts supported from data center not operated by client</b>	—	—
<b>How data center is operated</b>	—	—
<b>Other information systems interfaced</b>	Eclipsys, Cerner, Misys, Siemens, McKesson, Meditech, SCC, others	Misys, McKesson, Siemens, others
<b>Voice-recognition packages integrated with AP system</b>	Dragon Naturally Speaking, Voicebrook	Nuance (ScanSoft) Dragon Naturally Speaking
<b>Histology and cytology laboratory instruments interfaced</b>	Shur/Mark, Shandon, Leica, Sakura, Ventana, General Data	n/a
<b>User interface in language other than English?</b>	no	no
<b>Source code?/user group?</b>	escrow/yes (meets in person)	yes/yes (meets in person)
<b>User can modify screens?</b>	yes	yes
<b>Cost (hardware/software/installation and training/monthly maintenance)</b>		
• Smallest stand-alone system	—	—
• Largest stand-alone system	—	—
<b>Base price of integrated system, excluding AP configuration</b>	—	—
• Incremental cost to add smallest AP configuration	—	—
• Incremental cost to add largest AP configuration	—	—
<b>Distinguishing features (supplied by vendor)</b>	<ul style="list-style-type: none"> <li>• case-centric workflow</li> <li>• outstanding customer satisfaction</li> <li>• AP systems leader</li> </ul>	<ul style="list-style-type: none"> <li>• over 35 years' experience developing and implementing LISs</li> <li>• share data across depts. and facilities regardless of care setting</li> <li>• can capture and store digital images and added notations</li> </ul>
<small>*H=U.S. hospitals, IL=independent labs in U.S., C or GP=clinics or group practices in U.S., FI=foreign installations, OS=other sites</small>		
<small>**other=sales, marketing, administration, and other company functions</small>		
		<small>†Meditech does not calculate these data</small>

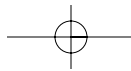
Tabulation does not represent an endorsement by the College of American Pathologists.



## Anatomic pathology computer systems

<b>Part 6 of 12</b>	<b>Medical Information Technology (MEDITECH)</b> Paul Berthiaume info@meditech.com Meditech Circle Westwood, MA 02090 781-821-3000 www.meditech.com	<b>Netlims NJ LLC</b> Avi Allerhand avi@netlims.com 96 Engle St. Englewood, NJ 07631 201-894-5300 www.netlims.com
<i>See accompanying article on page 54</i>		
<b>Name of anatomic pathology system</b>	<b>Meditech Anatomical Pathology—Magic</b>	<b>AutoAP</b>
<b>First ever AP system installation/most recent AP system installation</b>	1978/2006	2000/2006
<b>No. of contracts for sites operating AP system (H/IL/C or GP/FI/OS)*</b>	—†	9 (0/2/0/7/0)
• No. of contracts that went live in 2006	—†	1
• No. of contracts not yet live/No. of these contracts signed in 2006	—†	1/1
<b>No. of sites operating AP system</b>	624	12
<b>Percentage of installations that have stand-alone AP systems</b>	—†	0
<b>Staff to develop-install and support-other**</b>		
• In entire company	555-1,523-316	52-31-18
• In LIS division (including AP)/in AP systems only	—†	—/8-6-0
<b>No. of interactive terminals (user workstations) in sites operating system</b>	5–100+ (ave., 5–10)	10–60 (ave., 30)
<b>Range in No. of surgical pathology cases per year in sites operating system</b>	—†	1,200–40,000
<b>Range in No. of gynecologic cytology cases per year in sites operating syst.</b>	—†	2,000–15,000
<b>Central hardware or service type</b>	HP, IBM, Dell	IBM, HP, Dell
<b>Terminals (workstations) or PC platform</b>	only PC workstation supported	Windows-compatible PCs
<b>Innovative peripherals</b>	voice input/output, image input/output	scanners, voice enabled, microscope cameras
<b>Network installation required?/networks supported</b>	yes/LAN, WAN, Novell, TCP/IP	yes/ LAN, WAN, TCP/IP, Unix, Linux
<b>Programming language(s)</b>	Magic	C++, Java, Visual Basic, ASP, .Net
<b>Databases and tools used</b>	Magic, client/server	MS SQL, Oracle, Caché
<b>Word processor(s) used</b>	Microsoft Word, Rich Text	MS Word
<b>Operating system(s)</b>	Magic	Windows, Linux, Unix
<b>Features (listed as a percentage of live installs or based on availability)</b>		
• Surgical pathology information system	100%	100%
• Cytology information system/autopsy information system	100%/100%	100%/100%
• Specimen log-in/entry of block IDs	100%/100%	100%/100%
• Specimen labels	100%	100%
• Histology slide labels/bar-coded slide labels	100%/100%	installed/installed
• Histology worksheets	100%	100%
• Word processing—vendor specific	100%	not available
• Word processing—standard tools (Word, WordPerfect)	100%	100%
• Voice entry of gross description/back-end batch voice to text	100%/100%	installed/installed
• Gross and microscopic images integrated in reports	100%	100%
• Electronic signature	100%	100%
• Remote printing of completed reports	100%	100%
• Direct fax reports	100%	100%
• Web-based remote inquiry of reports	100%	100%
• Physician Web access for order entry	100%	100%
• Natural language search capability	100%	available but not installed
• Multi-site or multi-facility-wide area network	100%	10%
• Sound-alike retrieval of patient history	100%	100%
• Autopsy measurements and organ weights	100%	100%
• Tumor registry reports/management reports	100%/100%	100%/100%
• Cytology abnormal—unsatisfactory list to doctors	100%	100%
• Cytology diagnostics statistics by pathologist or cytotechnologist	100%	installed
• Histology-cytology correlation report	100%	installed
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	100%	90%
• HIS interface: A/D/T	100%	80%
• HIS interface: result reporting/incoming clinical results	100%/100%	80%/installed
• Interface to external billing system	100%	10%
• Partin tables or Gleason score calculations	100%	not available
• Synoptic reporting	100%	available but not installed
• Specimen tracking and retrieval	100%	80%
• Client services module	100%	100%
• Consult management and reporting	100%	100%
<b>Software provides indexed field in each test definition for LOINC code?</b>	no	yes
<b>Provide LOINC dictionary for each new installation?</b>	no	no
<b>Routine results encoded in SNOMED?</b>	yes (at 100% of sites)	yes (at 70% of sites)
<b>Routine results encoded in SNOMED CT?</b>	yes (at 100% of sites)	yes (at 20% of sites)
<b>AP system uses autoencoder to create SNOMED codes?</b>	no	no
<b>Percentage of installed sites that represent cases in free text</b>	n/a	10%
<b>No. of installations that use AP system to automatically electronically transfer tumor diagnoses to a tumor registry</b>	—†	6 in HL7 format
<b>Complete AP application service provider solution?</b>	no	no
<b>Method of charging for ASP service</b>	—	—
<b>Client software required</b>	—	—
<b>ASP information conduit</b>	—	—
<b>Client contracts supported from data center not operated by client</b>	—	—
<b>How data center is operated</b>	—	—
<b>Other information systems interfaced</b>	Misys, McKesson, Siemens, others	Siemens, IDX, Eagle, Cerner, SCC, Misys, Xifin
<b>Voice-recognition packages integrated with AP system</b>	Nuance (ScanSoft) Dragon Naturally Speaking	Dragon Naturally Speaking
<b>Histology and cytology laboratory instruments interfaced</b>	n/a	none
<b>User interface in language other than English?</b>	no	yes (in any language)
<b>Source code?/user group?</b>	yes/yes (meets in person)	escrow/no
<b>User can modify screens?</b>	yes	yes
<b>Cost (hardware/software/installation and training/monthly maintenance)</b>		
• Smallest stand-alone system	—	\$30k/\$120k/\$30k/\$2.25k
• Largest stand-alone system	—	\$150k/\$400k/\$90k/\$6k
<b>Base price of integrated system, excluding AP configuration</b>	—	—
• Incremental cost to add smallest AP configuration	—	0/\$60k/\$20k/\$1k
• Incremental cost to add largest AP configuration	—	\$120k/\$2.5m/\$75k/\$50k
<b>Distinguishing features (supplied by vendor)</b>	<ul style="list-style-type: none"> <li>• over 35 years' experience developing and implementing LISs</li> <li>• share data across depts. and facilities regardless of care setting</li> <li>• can capture and store digital images and added notations</li> </ul>	<ul style="list-style-type: none"> <li>• one database for all disciplines—AP, microbiology, general lab</li> <li>• easily tailored for any environment and work procedure</li> <li>• advanced technology—database choice, document management, Web, MS Windows integration</li> </ul>
<p>*H=U.S. hospitals, IL=independent labs in U.S., C or GP=clinics or group practices in U.S., FI=foreign installations, OS=other sites **other=sales, marketing, administration, and other company functions</p> <p>†Meditech does not calculate these data</p>		

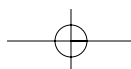
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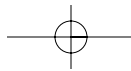


## Anatomic pathology computer systems

Name of anatomic pathology system	IntelliPath	NovoPath
<b>Part 7 of 12</b>	<b>NetSoft</b> Bill Hughes bhughes@netsoftusa.com 2156 West Park Court, Ste. E Stone Mountain, GA 30087 866-463-8763 www.netsoftusa.com	<b>Novovision</b> Hina Kharbey sales@novovision.com 301 N. Harrison St., Ste. 384 Princeton, NJ 08540 877-668-6123 www.novovision.com
<i>See accompanying article on page 54</i>		
<b>First ever AP system installation/most recent AP system installation</b>	2001/2007	1999/2006
<b>No. of contracts for sites operating AP system (H/IL/C or GP/FI/OS)*</b>	43 (6/29/71/0)	70 (6/45/19/0/0)
• No. of contracts that went live in 2006	9	—
• No. of contracts not yet live/No. of these contracts signed in 2006	3/3	—/11
<b>No. of sites operating AP system</b>	55	110
<b>Percentage of installations that have stand-alone AP systems</b>	100%	100%
<b>Staff to develop-install and support-other**</b>		
• In entire company	5-5-2	8-8-3
• In LIS division (including AP)/in AP systems only	—/5-5-2	—
<b>No. of interactive terminals (user workstations) in sites operating system</b>	1-40 (ave., 12)	3-400 (ave., 25)
<b>Range in No. of surgical pathology cases per year in sites operating system</b>	1,200-220,000	3,500-275,000
<b>Range in No. of gynecologic cytology cases per year in sites operating syst.</b>	12,000-60,000	1,500-750,000
<b>Central hardware or service type</b>	any Windows 2000, 2003, Citrix-based server	Windows 2003 servers (HP, IBM, Dell)
<b>Terminals (workstations) or PC platform</b>	Windows 2000, XP workstations, Citrix terminals	Windows XP Pro (HP, IBM, Dell)
<b>Innovative peripherals</b>	auto fax, digital cameras/scanners for imaging, bar-code printing, others (but supports LAN, WAN, TCP/IP, Citrix)	high-volume document scanners, dial-in voice recording
<b>Network installation required?/networks supported</b>	no	yes/LAN, WAN, TCP/IP
<b>Programming language(s)</b>	Clarion, C++, .Net	Microsoft tools
<b>Databases and tools used</b>	Pervasive SQL	MS SQL servers, Oracle
<b>Word processor(s) used</b>	integrated	MS Word, lab preference
<b>Operating system(s)</b>	Windows 2000, XP Pro	Windows XP Pro
<b>Features (listed as a percentage of live installs or based on availability)</b>		
• Surgical pathology information system	100%	100%
• Cytology information system/autopsy information system	25%/12%	100%/100%
• Specimen log-in/entry of block IDs	100%/100%	100%/100%
• Specimen labels	100%	100%
• Histology slide labels/bar-coded slide labels	100%/35%	100%/100%
• Histology worksheets	90%	100%
• Word processing—vendor specific	100%	not available
• Word processing—standard tools (Word, WordPerfect)	not available	100%
• Voice entry of gross description/back-end batch voice to text	5%/0	100%/100%
• Gross and microscopic images integrated in reports	20%	100%
• Electronic signature	100%	100%
• Remote printing of completed reports	20%	100%
• Direct fax reports	95%	100%
• Web-based remote inquiry of reports	25%	60%
• Physician Web access for order entry	available first quarter 2007	20%
• Natural language search capability	100%	100%
• Multi-site or multi-facility-wide area network	20%	25%
• Sound-alike retrieval of patient history	installed	100%
• Autopsy measurements and organ weights	12%	100%
• Tumor registry reports/management reports	100%/100%	100%/100%
• Cytology abnormal—unsatisfactory list to doctors	25%	100%
• Cytology diagnostics statistics by pathologist or cytotechnologist	25%	100%
• Histology-cytology correlation report	25%	100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	45%	10%
• HIS interface: A/D/T	15%	30%
• HIS interface: result reporting/incoming clinical results	15%/10%	30%/30%
• Interface to external billing system	30%	100%
• Partin tables or Gleason score calculations	installed	30%
• Synoptic reporting	5%	30%
• Specimen tracking and retrieval	100%	100%
• Client services module	28%	100%
• Consult management and reporting	28%	100%
<b>Software provides indexed field in each test definition for LOINC code?</b>	no	no
<b>Provide LOINC dictionary for each new installation?</b>	no	no
<b>Routine results encoded in SNOMED?</b>	no	no
<b>Routine results encoded in SNOMED CT?</b>	no	no
<b>AP system uses autoencoder to create SNOMED codes?</b>	no	no
<b>Percentage of installed sites that represent cases in free text</b>	85%	—
<b>No. of installations that use AP system to automatically electronically transfer tumor diagnoses to a tumor registry</b>	2 in NAACCR format/9 in HL7 format	2 in NAACCR format/3 in HL7 format/10 in ASCII tagged files
<b>Complete AP application service provider solution?</b>	no	yes
<b>Method of charging for ASP service</b>	—	fixed fee
<b>Client software required</b>	—	browser based, requires software be installed on a client PC
<b>ASP information conduit</b>	—	operates over the Internet
<b>Client contracts supported from data center not operated by client</b>	—	0
<b>How data center is operated</b>	—	by vendor
<b>Other information systems interfaced</b>	Cerner, Medical Manager, Misys, IDX, Meditech, others	McKesson, Invision, Eclipsys, CPSI, others
<b>Voice-recognition packages integrated with AP system</b>	Dragon Naturally Speaking	Dragon Naturally Speaking
<b>Histology and cytology laboratory instruments interfaced</b>	Thermo Electron Corp. slide labeler, others	Ventana VIAS auto stainer
<b>User interface in language other than English?</b>	no	no
<b>Source code?/user group?</b>	escrow/yes (meets in person)	escrow/no
<b>User can modify screens?</b>	no	yes
<b>Cost (hardware/software/installation and training/monthly maintenance)</b>		
• Smallest stand-alone system	\$1.8k/\$10k/0/\$.15k	—
• Largest stand-alone system	\$60k/\$120k/\$18k/\$1.25k	—
<b>Base price of integrated system, excluding AP configuration</b>	—	—
• Incremental cost to add smallest AP configuration	—	—
• Incremental cost to add largest AP configuration	—	—
<b>Distinguishing features (supplied by vendor)</b>	<ul style="list-style-type: none"> <li>• all modules, including billing and word processing, fully integrated</li> <li>• full-featured, robust system with scalable pricing</li> <li>• superior customer care</li> </ul>	<ul style="list-style-type: none"> <li>• online or offline operation with advanced remote connectivity</li> <li>• enhanced client management for complex delivery and relationship management</li> <li>• auto-reflex testing for human papillomavirus and other tests</li> </ul>

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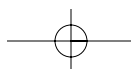




## Anatomic pathology computer systems

<b>Part 8 of 12</b>	<b>Omnitech</b> John Fitzgibbon jfitz@omnitechlabs.net 9 Lilly Court Manorville, NY 11949 877-336-6664 www.omnitechlabs.net	<b>Opus Healthcare Solutions</b> Shellie Allen sallen@opushealthcare.com 12301 Research Blvd., Bldg. IV, Ste. 200 Austin, TX 78759 800-676-3371 www.opushealthcare.com
<b>See accompanying article on page 54</b>		
<b>Name of anatomic pathology system</b>	<b>OmniLab Pathology and Cytology</b>	<b>Opus AP</b>
<b>First ever AP system installation/most recent AP system installation</b>	1998/2006	1987/2005
<b>No. of contracts for sites operating AP system (H/IL/C or GP/FI/OS)*</b>	15 (0/0/1/14/0)	4 (4/0/0/0/0)
• No. of contracts that went live in 2006	2	0
• No. of contracts not yet live/No. of these contracts signed in 2006	4/4	0/0
<b>No. of sites operating AP system</b>	11	4
<b>Percentage of installations that have stand-alone AP systems</b>	6%	0
<b>Staff to develop-install and support-other**</b>		
• In entire company	30-16-10	20-35-25
• In LIS division (including AP)/in AP systems only	28-14-10/3-2-0	7-15-20/3-9-20
<b>No. of interactive terminals (user workstations) in sites operating system</b>	4-300 (ave., 50)	5-30 (ave., 19)
<b>Range in No. of surgical pathology cases per year in sites operating system</b>	7,500-30,000	7,058-10,253
<b>Range in No. of gynecologic cytology cases per year in sites operating syst.</b>	5,000-25,000	0-4,949
<b>Central hardware or service type</b>	Dell, IBM, HP	HP 9000, RP 5340
<b>Terminals (workstations) or PC platform</b>	Windows PC, thin client, Web browser	any
<b>Innovative peripherals</b>	bar coding, voice input, image capture/storage and reproduction	n/a
<b>Network installation required?/networks supported</b>	yes/LAN, WAN, TCP/IP	yes/LAN, WAN, TCP/IP, Unix
<b>Programming language(s)</b>	Visual Basic, VB .Net	C, Java
<b>Databases and tools used</b>	MS SQL server	Postgres, SQL
<b>Word processor(s) used</b>	MS Word	proprietary, Java-based text editor
<b>Operating system(s)</b>	Windows 2003, 2005	HP-UX
<b>Features (listed as a percentage of live installs or based on availability)</b>		
• Surgical pathology information system	80%	100%
• Cytology information system/autopsy information system	60%/80%	100%/60%
• Specimen log-in/entry of block IDs	100%/100%	100%/30%
• Specimen labels	100%	available but not installed
• Histology slide labels/bar-coded slide labels	100%/100%	30%/not available
• Histology worksheets	installed	30%
• Word processing—vendor specific	not available	100%
• Word processing—standard tools (Word, WordPerfect)	100% (Word)	not available
• Voice entry of gross description/back-end batch voice to text	available but not installed/available but not installed	not available/not available
• Gross and microscopic images integrated in reports	33%	—
• Electronic signature	100%	100%
• Remote printing of completed reports	100%	100%
• Direct fax reports	80%	100%
• Web-based remote inquiry of reports	80%	30%
• Physician Web access for order entry	13%	not available
• Natural language search capability	100%	not available
• Multi-site or multi-facility-wide area network	13%	available but not installed
• Sound-alike retrieval of patient history	installed	not available
• Autopsy measurements and organ weights	80%	available but not installed
• Tumor registry reports/management reports	available but not installed/100%	60%/100%
• Cytology abnormal—unsatisfactory list to doctors	100%	30%
• Cytology diagnostics statistics by pathologist or cytotechnologist	100%	30%
• Histology-cytology correlation report	available but not installed	30%
• Reports sufficient to comply with CLIA '88 regulations	100%	30%
• Comprehensive billing and accounts receivable	13%	not available
• HIS interface: A/D/T	80%	100%
• HIS interface: result reporting/incoming clinical results	40%/available but not installed	100%/100%
• Interface to external billing system	60%	30%
• Partin tables or Gleason score calculations	available but not installed	not available
• Synoptic reporting	available but not installed	available but not installed
• Specimen tracking and retrieval	100%	not available
• Client services module	available but not installed	not available
• Consult management and reporting	100%	50%
<b>Software provides indexed field in each test definition for LOINC code?</b>	yes	no
<b>Provide LOINC dictionary for each new installation?</b>	no	—
<b>Routine results encoded in SNOMED?</b>	yes (at 80% of sites)	no
<b>Routine results encoded in SNOMED CT?</b>	no	no
<b>AP system uses autoencoder to create SNOMED codes?</b>	yes	no
<b>Percentage of installed sites that represent cases in free text</b>	13%	100%
<b>No. of installations that use AP system to automatically electronically transfer tumor diagnoses to a tumor registry</b>	0	1 in tab delimited format
<b>Complete AP application service provider solution?</b>	yes	yes
<b>Method of charging for ASP service</b>	transaction based	fixed monthly subscription
<b>Client software required</b>	browser based	requires software be installed on a client PC
<b>ASP information conduit</b>	operates over the Internet	VPN, requires use of a private, dedicated circuit
<b>Client contracts supported from data center not operated by client</b>	40	5
<b>How data center is operated</b>	by a third party (Province of Quebec)	by a third party (UHS Corporate)
<b>Other information systems interfaced</b>	McKesson, MediSolution, Momentum, Per-Sé, Sphere, Mardon, A4	Siemens, Invision, McKesson, Cycare, Medquist, Hemocare, Quest, ADL
<b>Voice-recognition packages integrated with AP system</b>	Dragon	none
<b>Histology and cytology laboratory instruments interfaced</b>	—	none
<b>User interface in language other than English?</b>	yes (French, German, Spanish [unlimited])	no
<b>Source code?/user group?</b>	escrow/yes (meets in person)	escrow/yes (meets in person and online)
<b>User can modify screens?</b>	yes	yes
<b>Cost (hardware/software/installation and training/monthly maintenance)</b>		
• Smallest stand-alone system	\$10k/\$50k/\$25k/\$.75k	\$15k-\$20k/\$40k/\$20k-\$30k/\$1k-\$2k
• Largest stand-alone system	\$100k+/\$1m/\$100k/\$15k	\$20k-\$30k/\$40k/\$30k-\$50k/\$2k-\$4k
<b>Base price of integrated system, excluding AP configuration</b>	\$350k	\$100k-\$300k
• Incremental cost to add smallest AP configuration	\$5k/\$50k/\$10k/\$.75k	\$15k-\$20k/\$40k/\$20k-\$30k/\$1k-\$2k
• Incremental cost to add largest AP configuration	\$50k/\$250k/\$50k/\$3.75k	\$20k-\$30k/\$40k/\$30k-\$50k/\$2k-\$4k
<b>Distinguishing features (supplied by vendor)</b>	<ul style="list-style-type: none"> <li>• supports most laboratory business models</li> <li>• integrated with other lab areas or stand alone</li> <li>• functionality leader</li> </ul>	<ul style="list-style-type: none"> <li>• full integration with OpusLab to include ADT, billing results review, HIS interface</li> <li>• flexible workflow with numerous customer options</li> <li>• Pap smear random: 10% rescreen; 0+ negative cases is automatic</li> </ul>
<p>*H=U.S. hospitals, IL=independent labs in U.S., C or GP=clinics or group practices in U.S., FI=foreign installations, OS=other sites **other=sales, marketing, administration, and other company functions</p>		

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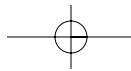


## Anatomic pathology computer systems

<b>Part 9 of 12</b>	<b>Orchard Software Corp.</b> Kerry Foster sales@orchardsoft.com 701 Congressional Blvd., Ste. 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com	<b>PathLogix Corp.</b> Jerry Grayson jerry@pathlogix.com 470 Nautilus St., Ste. 306 La Jolla, CA 92037 858-454-8030 www.pathlogix.com
<i>See accompanying article on page 54</i>		
<b>Name of anatomic pathology system</b>	<b>Orchard Harvest Anatomic Pathology</b>	<b>PathLogix</b>
<b>First ever AP system installation/most recent AP system installation</b>	2006/2007	1998/2006
<b>No. of contracts for sites operating AP system (H/IL/C or GP/FI/OS)*</b>	7 (3/3/1/0/0)	83 (5/78/0/0/0)
• No. of contracts that went live in 2006	7	11
• No. of contracts not yet live/No. of these contracts signed in 2006	5/5	—/11
<b>No. of sites operating AP system</b>	12	83
<b>Percentage of installations that have stand-alone AP systems</b>	0	75%
<b>Staff to develop-install and support-other**</b>		
• In entire company	28-55-39	—
• In LIS division (including AP)/in AP systems only	28-55-39/28-55-39	—
<b>No. of interactive terminals (user workstations) in sites operating system</b>	4-5 (ave., 4)	1-40 (ave., 5)
<b>Range in No. of surgical pathology cases per year in sites operating system</b>	vendor does not track	1,000-100,000+
<b>Range in No. of gynecologic cytology cases per year in sites operating syst.</b>	vendor does not track	1,000-12,000
<b>Central hardware or service type</b>	Hewlett-Packard	any Windows computer
<b>Terminals (workstations) or PC platform</b>	Hewlett-Packard	standard terminals
<b>Innovative peripherals</b>	symbol bar-code scanners, L-tron label printers (ZPL language supported)	image management, voice recognition, bar coding, label printing
<b>Network installation required?/networks supported</b>	yes/LAN, WAN, Novell, TCP/IP	no
<b>Programming language(s)</b>	4th Dimension, Java	MS SQL, Visual Basic, C++
<b>Databases and tools used</b>	4th Dimension, SQL	MS SQL server, MS Access
<b>Word processor(s) used</b>	none	Microsoft Word
<b>Operating system(s)</b>	Microsoft Windows	all Windows operating systems
<b>Features (listed as a percentage of live installs or based on availability)</b>		
• Surgical pathology information system	installed	100%
• Cytology information system/autopsy information system	installed/installed	100%/—
• Specimen log-in/entry of block IDs	installed/installed	100%/100%
• Specimen labels	installed	100%
• Histology slide labels/bar-coded slide labels	installed/installed	100%/100%
• Histology worksheets	installed	100%
• Word processing—vendor specific	installed	not available
• Word processing—standard tools (Word, WordPerfect)	installed	100%
• Voice entry of gross description/back-end batch voice to text	installed/not available	100%/not available
• Gross and microscopic images integrated in reports	installed	100%
• Electronic signature	installed	100%
• Remote printing of completed reports	installed	100%
• Direct fax reports	installed	100%
• Web-based remote inquiry of reports	installed	20%
• Physician Web access for order entry	installed	20%
• Natural language search capability	available but not installed	100%
• Multi-site or multi-facility-wide area network	installed	15%
• Sound-alike retrieval of patient history	not available	not available
• Autopsy measurements and organ weights	installed	—
• Tumor registry reports/management reports	installed/installed	100%/100%
• Cytology abnormal—unsatisfactory list to doctors	installed	100%
• Cytology diagnostics statistics by pathologist or cytotechnologist	installed	100%
• Histology-cytology correlation report	installed	100%
• Reports sufficient to comply with CLIA '88 regulations	installed	installed
• Comprehensive billing and accounts receivable	not available	installed
• HIS interface: A/D/T	installed	10%
• HIS interface: result reporting/incoming clinical results	installed/installed	10%/installed
• Interface to external billing system	installed	100%
• Partin tables or Gleason score calculations	not available	—
• Synoptic reporting	installed	—
• Specimen tracking and retrieval	installed	100%
• Client services module	installed	100%
• Consult management and reporting	installed	100%
<b>Software provides indexed field in each test definition for LOINC code?</b>	yes	no
<b>Provide LOINC dictionary for each new installation?</b>	no	no
<b>Routine results encoded in SNOMED?</b>	no	—
<b>Routine results encoded in SNOMED CT?</b>	yes	—
<b>AP system uses autoencoder to create SNOMED codes?</b>	no	—
<b>Percentage of installed sites that represent cases in free text</b>	—	—
<b>No. of installations that use AP system to automatically electronically transfer tumor diagnoses to a tumor registry</b>	vendor does not track	—
<b>Complete AP application service provider solution?</b>	no	yes
<b>Method of charging for ASP service</b>	—	transaction based
<b>Client software required</b>	—	requires software be installed on a client PC
<b>ASP information conduit</b>	—	operates over the Internet
<b>Client contracts supported from data center not operated by client</b>	—	—
<b>How data center is operated</b>	—	by a third party (selected by customer)
<b>Other information systems interfaced</b>	McKesson, Misys, IDX, Siemens, Cerner, Dairyland, QuadraMed, others	—
<b>Voice-recognition packages integrated with AP system</b>	Dragon Naturally Speaking	any system compatible with Microsoft Office
<b>Histology and cytology laboratory instruments interfaced</b>	none	—
<b>User interface in language other than English?</b>	no	no
<b>Source code?/user group?</b>	escrow/yes (meets in person and online)	—
<b>User can modify screens?</b>	yes	yes
<b>Cost (hardware/software/installation and training/monthly maintenance)</b>		
• Smallest stand-alone system	\$8k/\$50k/\$28k/10%	—/\$1.5k/—/\$.083k
• Largest stand-alone system	\$25k/\$100k/\$42k/10%	—/\$18k/—/\$.2k
<b>Base price of integrated system, excluding AP configuration</b>	\$79k	—
• Incremental cost to add smallest AP configuration	\$3k/\$30k/\$13k/10%	—/\$1.5k/—/\$.083k
• Incremental cost to add largest AP configuration	\$25k/\$85k/\$42k/10%	—/\$18k/—/\$.2k
<b>Distinguishing features (supplied by vendor)</b>	<ul style="list-style-type: none"> <li>advanced rules-based decision support logic</li> <li>interface and integration expertise with other systems, departments, and reference labs</li> <li>industry leader in installation, service, and technical support</li> </ul>	<ul style="list-style-type: none"> <li>Internet option with customer report retrieval, online requisitions, others</li> <li>features designed to help clients with marketing and customer service</li> <li>flexibility and scalability</li> </ul>
*H=U.S. hospitals, IL=independent labs in U.S., C or GP=clinics or group practices in U.S., FI=foreign installations, OS=other sites **other=sales, marketing, administration, and other company functions		

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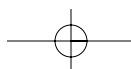


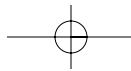


## Anatomic pathology computer systems

Name of anatomic pathology system	SoftPath	AP Easy
<b>Part 11 of 12</b>	<b>SCC Soft Computer</b> Ellie Vahman ellie@softcomputer.com 5400 Tech Data Drive Clearwater, FL 33760 727-789-0100 www.softcomputer.com	<b>Small Business Computers of New England</b> Gene Calvano gene_calvano@sbcne.com 25 Lowell St., Ste. 401 Manchester, NH 03101 800-647-2263/603-695-9090 www.apeasy.com
<i>See accompanying article on page 54</i>		
<b>First ever AP system installation/most recent AP system installation</b>	1993/2006	1989/2007
<b>No. of contracts for sites operating AP system (H/IL/C or GP/FI/OS)*</b>	142 (116/10/3/13/0)	234 (49/156/23/6/0)
• No. of contracts that went live in 2006	13	28
• No. of contracts not yet live/No. of these contracts signed in 2006	11/6	1/1
<b>No. of sites operating AP system</b>	217	234
<b>Percentage of installations that have stand-alone AP systems</b>	2%	100%
<b>Staff to develop-install and support-other**</b>		
• In entire company	598-272-246	2-3-1
• In LIS division (including AP)/in AP systems only	467-212-192/119-54-49	2-3-1/2-3-1
<b>No. of interactive terminals (user workstations) in sites operating system</b>	5-250 (ave., 40)	1-53 (ave., 8)
<b>Range in No. of surgical pathology cases per year in sites operating system</b>	1,000-85,000	1,000-50,000
<b>Range in No. of gynecologic cytology cases per year in sites operating syst.</b>	25-125,000	2,000-75,000
<b>Central hardware or service type</b>	IBM pSeries (RS/6000), IBM Power5 System	any Windows server
<b>Terminals (workstations) or PC platform</b>	PCs with Windows 2000, XP	any Windows PC
<b>Innovative peripherals</b>	embedded images and lab results on final reports, image management, others	image-enabled reports with digital/microscope cameras, fax robot
<b>Network installation required?/networks supported</b>	yes/LAN, WAN, TCP/IP, Unix	yes/LAN, WAN, TCP/IP
<b>Programming language(s)</b>	C++, C, .Net, Java	FileMaker Pro
<b>Databases and tools used</b>	Oracle, XML, SQL	FileMaker Pro
<b>Word processor(s) used</b>	Microsoft Word Rich Text Editor, Text Control	integrated with FileMaker Pro
<b>Operating system(s)</b>	IBM AIX (Unix), Windows 2000, XP	Windows 2000 (SP4), XP
<b>Features (listed as a percentage of live installs or based on availability)</b>		
• Surgical pathology information system	100%	100%
• Cytology information system/autopsy information system	100%/100%	100%/installed
• Specimen log-in/entry of block IDs	100%/100%	100%/100%
• Specimen labels	100%	100%
• Histology slide labels/bar-coded slide labels	100%/installed	100%/installed
• Histology worksheets	100%	100%
• Word processing—vendor specific	not available	not available
• Word processing—standard tools (Word, WordPerfect)	100%	100%
• Voice entry of gross description/back-end batch voice to text	installed/available second quarter 2007	installed/installed
• Gross and microscopic images integrated in reports	installed	100%
• Electronic signature	100%	100%
• Remote printing of completed reports	100%	installed
• Direct fax reports	100%	installed
• Web-based remote inquiry of reports	5%	20%
• Physician Web access for order entry	available but not installed	2%
• Natural language search capability	100%	100%
• Multi-site or multi-facility-wide area network	55%	installed
• Sound-alike retrieval of patient history	100%	100%
• Autopsy measurements and organ weights	installed	installed
• Tumor registry reports/management reports	installed/100%	100%/100%
• Cytology abnormal—unsatisfactory list to doctors	100%	100%
• Cytology diagnostics statistics by pathologist or cytotechnologist	100%	100%
• Histology-cytology correlation report	100%	100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	30%	15%
• HIS interface: A/D/T	95%	5%
• HIS interface: result reporting/incoming clinical results	85%/15%	10%/available but not installed
• Interface to external billing system	60%	85%
• Partin tables or Gleason score calculations	available second quarter 2007	installed
• Synoptic reporting	installed	installed
• Specimen tracking and retrieval	available second quarter 2007	100%
• Client services module	installed	installed
• Consult management and reporting	installed	100%
<b>Software provides indexed field in each test definition for LOINC code?</b>	yes	no
<b>Provide LOINC dictionary for each new installation?</b>	no	no
<b>Routine results encoded in SNOMED?</b>	yes (at 10% of sites)	no
<b>Routine results encoded in SNOMED CT?</b>	yes (at 40% of sites)	no
<b>AP system uses autoencoder to create SNOMED codes?</b>	yes	no
<b>Percentage of installed sites that represent cases in free text</b>	60%	100%
<b>No. of installations that use AP system to automatically electronically transfer tumor diagnoses to a tumor registry</b>	10 in NAACCR format/10 in HL7 format	21 in NAACCR format
<b>Complete AP application service provider solution?</b>	yes	no
<b>Method of charging for ASP service</b>	—	—
<b>Client software required</b>	requires software be installed on a client PC	—
<b>ASP information conduit</b>	requires use of a private, dedicated circuit	—
<b>Client contracts supported from data center not operated by client</b>	1	—
<b>How data center is operated</b>	by vendor	—
<b>Other information systems interfaced</b>	Cerner, Siemens, McKesson, IDX, QuadraMed, Eclipsys, Dairyland, others	Misys, CPSI, Meditech
<b>Voice-recognition packages integrated with AP system</b>	Dragon Naturally Speaking medical edition	Windows packages supporting FileMaker Pro
<b>Histology and cytology laboratory instruments interfaced</b>	cassette markers, slide labelers and stainers	slide labelers
<b>User interface in language other than English?</b>	yes (French)	no
<b>Source code?/user group?</b>	escrow/yes (meets in person)	yes/no
<b>User can modify screens?</b>	yes	no
<b>Cost (hardware/software/installation and training/monthly maintenance)</b>		
• Smallest stand-alone system	\$30k/\$30k/\$50k/\$.45k	\$1k/\$3k/0/0
• Largest stand-alone system	\$100k/\$500k/\$75k/\$9k	\$50k/\$25k/\$3k/0
<b>Base price of integrated system, excluding AP configuration</b>	\$250k	—
• Incremental cost to add smallest AP configuration	\$15k/\$30k/\$40k/\$.45k	—
• Incremental cost to add largest AP configuration	\$100k/\$375k/\$75k/\$6.75k	—
<b>Distinguishing features (supplied by vendor)</b>	<ul style="list-style-type: none"> <li>• integration with genetics suite, including cytogenetics, molecular, flow cytometry, HLA</li> <li>• Web-based module (SoftWeb) for remote order entry and results query</li> <li>• powerful features for high-volume laboratories</li> </ul>	<ul style="list-style-type: none"> <li>• customized solution with ongoing customizing support</li> <li>• Internet reporting of final reports to client physicians</li> <li>• custom lab interfaces to various EMR client software systems</li> </ul>
<small>*H=U.S. hospitals, IL=independent labs in U.S., C or GP=clinics or group practices in U.S., FI=foreign installations, OS=other sites **other=sales, marketing, administration, and other company functions</small>		

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## Anatomic pathology computer systems

Part 12 of 12

WebPathLab  
Peter Williams peter@webpathlab.com  
1004 River Rock Drive, Ste. 240  
Folsom, CA 95630  
916-404-1840 www.webpathlab.com

See accompanying article on page 54

Name of anatomic pathology system	WebPathLab
First ever AP system installation/most recent AP system installation	2000/2006
No. of contracts for sites operating AP system (H/IL/C or GP/FL/OS)*	3 (0/3/0/0/0)
• No. of contracts that went live in 2006	0
• No. of contracts not yet live/No. of these contracts signed in 2006	1/1
No. of sites operating AP system	4
Percentage of installations that have stand-alone AP systems	100%
Staff to develop-install and support-other**	
• In entire company	4-2-2
• In LIS division (including AP)/in AP systems only	4-2-2/ 4-2-2
No. of interactive terminals (user workstations) in sites operating system	60-317 (ave., 201)
Range in No. of surgical pathology cases per year in sites operating system	2,500-12,000
Range in No. of gynecologic cytology cases per year in sites operating syst.	2,500-12,000
Central hardware or service type	high-end server (Dell)
Terminals (workstations) or PC platform	any PC with Internet access
Innovative peripherals	—
Network installation required?/networks supported	yes/LAN, WAN, TCP/IP
Programming language(s)	ASP, ASP .Net, Asynchronous Javascript and XML (AJAX)
Databases and tools used	MySQL
Word processor(s) used	Native (requires Internet Explorer 5.5 or above)
Operating system(s)	Windows server
Features (listed as a percentage of live installs or based on availability)	
• Surgical pathology information system	100%
• Cytology information system/autopsy information system	100%/available but not installed
• Specimen log-in/entry of block IDs	100%/100%
• Specimen labels	33%
• Histology slide labels/bar-coded slide labels	33%/33%
• Histology worksheets	100%
• Word processing—vendor specific	100%
• Word processing—standard tools (Word, WordPerfect)	not available
• Voice entry of gross description/back-end batch voice to text	available but not installed/not available
• Gross and microscopic images integrated in reports	100%
• Electronic signature	100%
• Remote printing of completed reports	100%
• Direct fax reports	100%
• Web-based remote inquiry of reports	100%
• Physician Web access for order entry	100%
• Natural language search capability	100%
• Multi-site or multi-facility-wide area network	100%
• Sound-alike retrieval of patient history	not available
• Autopsy measurements and organ weights	available but not installed
• Tumor registry reports/management reports	available but not installed/100%
• Cytology abnormal—unsatisfactory list to doctors	100%
• Cytology diagnostics statistics by pathologist or cytotechnologist	100%
• Histology-cytology correlation report	100%
• Reports sufficient to comply with CLIA '88 regulations	100%
• Comprehensive billing and accounts receivable	100%
• HIS interface: A/D/T	100%
• HIS interface: result reporting/incoming clinical results	100%/100%
• Interface to external billing system	100%
• Partin tables or Gleason score calculations	not available
• Synoptic reporting	100%
• Specimen tracking and retrieval	100%
• Client services module	100%
• Consult management and reporting	100%
Software provides indexed field in each test definition for LOINC code?	no
Provide LOINC dictionary for each new installation?	no
Routine results encoded in SNOMED?	no
Routine results encoded in SNOMED CT?	no
AP system uses autoencoder to create SNOMED codes?	no
Percentage of installed sites that represent cases in free text	100%
No. of installations that use AP system to automatically electronically transfer tumor diagnoses to a tumor registry	0
Complete AP application service provider solution?	yes
Method of charging for ASP service	fixed fee
Client software required	browser based
ASP information conduit	operates over the Internet
Client contracts supported from data center not operated by client	3
How data center is operated	by vendor
Other information systems interfaced	Meditech, EpicCare
Voice-recognition packages integrated with AP system	none
Histology and cytology laboratory instruments interfaced	none
User interface in language other than English?	yes (Spanish, Chinese)
Source code?/user group?	escrow/no
User can modify screens?	yes
Cost (hardware/software/installation and training/monthly maintenance)	
• Smallest stand-alone system	0/\$50k/0/\$.25k per pathologist
• Largest stand-alone system	0/\$70k/0/\$.25k per pathologist
Base price of integrated system, excluding AP configuration	0
• Incremental cost to add smallest AP configuration	0/0/\$1k/\$.25k per pathologist
• Incremental cost to add largest AP configuration	0/0/\$10k+/\$.25k
Distinguishing features (supplied by vendor)	<ul style="list-style-type: none"> <li>• 100% Web based; provides universally secure access and increased efficiency</li> <li>• provides online requisition, online reporting, online data mining of all reports, and complete interface with any HL7-capable EMR system</li> </ul>

\*H=U.S. hospitals, IL=independent labs in U.S.,  
C or GP=clinics or group practices in U.S., FL=foreign installations, OS=other sites  
\*\*other=sales, marketing, administration, and other company functions

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

