



## **APPLY TODAY**

# Grant Descriptions and Deadlines

#### Deadline June 1, 2008

■ CAP Foundation Conference Travel Stipend for Digital Pathology for CAP Junior Members to attend the digital pathology conference, Pathology Visions on November 2- 4, 2008, in San Diego. Funding is provided by Aperio.

#### ■ CAP Foundation Pathology Informatics

**Grant** is a one month informatics elective for Junior Members. Three weeks in a business laboratory setting in Minnesota and one week visiting additional labs. Timeframe is between August 1 and November 1, 2008. Funding is provided by McKesson Information Solutions.

#### CDANTS

#### **■ CAP Foundation/API Pathology**

Informatics Scholarship for CAP Junior Members exposes pathologists-in-training to new developments in information technology. The scholarship includes a \$5,000 grant for educational, living, and travel expenses incurred during the rotation.

■ CAP Foundation Informatics Grants for Telepathology for CAP Junior Members support developments in and the use of telepathology and information technology for the practice of pathology. Funding is provided by Olympus America and Nikon Instruments.

▼ CAP Foundation Humanitarian Grants Program funds projects up to \$30,000 that deliver pathology and medical services to under-served patients and in underdeveloped areas. OPEN TO ALL CAP MEMBERS. Funding is provided by Olympus America.

#### **INFORMATICS TRAVEL STIPENDS:**

■ CAP Foundation Conference Travel
Stipends for Informatics (APIII) for CAP
Junior Members and other qualified
applicants provide funding for recipients to
attend the fall National Conference on
Advancing Practice, Instruction and
Innovation through Informatics (APIII).

■ CAP Foundation Conference Travel Stipends for Informatics (CHC) for CAP Junior Members provide funding for recipients to attend the fall Cerner Health Conference. Funding is provided by Cerner Corporation.

#### How Do I Apply?

For more information on how to apply and application guidelines for a CAP Foundation grant, visit http://foundation.cap.org, email CAPFdn @cap.org, or call 800-323-4040 ext. 7324. An application must be completed in its entirety and postmarked by the date of the application deadline to be considered.

#### **Grant Eligibility Requirements**

■ Pathology residents and those doing fellowships are eligible to apply for the all Conference Travel Grants for Informatics, Informatics Scholarship, Telepathology Grant, Futurescape Conference Grants. CAP Junior Membership is required and available at no charge.

▼ All pathologists (residents, practicing, and emeritus) are eligible to apply for Humanitarian Grants. CAP Membership is required.

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#### Laboratory-provider links software

Laborato	y-provider links software
Part 1 of 11	Antek HealthWare, LLC
	Paul Taylor ptaylor@antekhealthware.com
	228 Business Center Drive Reisterstown, MD 21136
See accompanying article on page 70	800-359-0911 www.antekhealthware.com
Name of laboratory-provider links (LPL) software/system	LabDAQ DAQaccess
First ever/most recent installation of LPL software (based o	Feb. 2008 survey deadline) 2003/February 2008
No. of host or central labs using software clinically	12
No. of host labs that electronically transfer orders from pl No. of satellite locations installed/non-U.S. host installation	
No. of contracts for host labs signed in calendar year 2007	3
Percentage of installations that have stand-alone LPL syste Staff to develop-install & support-other** in entire firm/in	
National commercial labs that use LPL software	none (regional reference labs)
Average time to install, build files, train office staff in a typi	al physician's office 8 hours
LIS, HIS, other interfaces (other than company's own produ	ts) Meditech, Cerner
Software modifications or modules required on host LIS to	
POPMS*** used to transfer patient demographics and billing	info. to LPL system Misys, Allscripts, eClinicalWorks, A4, NextGen
How demographics and billing information are transferred to	om POPMS at physician's one-time batch download/file transfer, daily update of demographics, more frequent automatic update of all demographics that have changed, POLL
office or clinic to LPL system	provides patient ID to POPMS and POPMS replies in real time
External software tools or vendors used to transfer data fro	n POPMS to LPL system none (Antek's interface engine)
Test directory stored on physician's office system?	no
How results are returned to physician's office	block of text, PDF, individually segmented fields
Data interface standards supported	HL7 2.x, custom when required
System supports LOINC for identifying lab result database e	<u> </u>
System architecture or functionality	thick client, PC, while connected to lab host; thin proprietary client; all standard Web browsers
Patient order and result database maintained on local PC?	no
Software displays results and allows orders to be entered Online connections between physician's office and central	
Complete ASP solution for LPL software?/method of chargin	
<u> </u>	
Features (listed as a percentage of live installs or based on  • Order entry	vailability)
- Medicare compliance checking using carrier-specific ru	
Advanced beneficiary notice printed if medical necessity     Local medical review policies can be viewed	criteria not met installed not available
- Automatic routing of an order to different labs according	• •
- Printing of lab's requisitions - Printing of requisitions for other lab providers	installed installed
- Duplicate order checking	100%
Physician office-specific panels     Electronic order entry (from physician's office to host)	installed
- Transfer of patient demographics or insurance	20%
- Automatic handling of scheduled or standing orders     - Automatic routing of orders to hospital or commercial la	installed os depending on paver rules installed
Bar-code collection label printing	100%
Two-dimensional bar code on printed requisition     Software adapted for use in phlebotomy or collection state	available but not installed ons installed
Result receipt	
- Stored as a block of text - All items (result, reference range, units) stored as indivi-	100% ual data elements 100%
- Automatic parsing of report pages to extract results	installed
<ul> <li>Inquiry mode that allows physician's office to check sta</li> <li>Reporting</li> </ul>	us of specimens with host installed
- In exact format received from host lab	100%
- Cumulative - Integration of host and physician's office lab results	not available installed
- Display of new results for patient and/or clinic	installed
- Remote access available to on-call physicians - Unattended printing of reports	installed installed
- Display current report with historical data on same scre	n installed
<ul> <li>Graph historical results with current results for trend an</li> <li>Physician can electronically sign reports to confirm revie</li> </ul>	
Physician can compose and send secure electronic mess.	
User-defined rule-based system and alerts in physician's     Electronic transfer of data to another physician's office	ffice module installed installed
- E-mail/encrypted e-mail	installed/installed
- Web reference or pointer to Web site - Fax	installed installed
Physician's office orders supplies from host lab	not available
Specimen pickup or courier requests to host lab     Financial	available but not installed
- Billing, collections, accounts receivable	not available
Electronic claims transfer/interfaces to billing systems     Electronic medical record interface	not available/installed 20%
Interfaces to physician's office lab instruments	available but not installed
Entry of physician's office lab results with edit checks	available but not installed
System cost: one-time or initial charges/monthly or subscri	
Basis for increasing fees as physician's offices are added     Situations where fees increase with additional services	based on No. of concurrent licenses needed if order entry is added to result transmission or vice versa, for exporting
System priced on a cost-per-transaction basis?	results to POL EMR
Jystem priceu dii a gost-pet-transaction Dasis!	no

Distinguishing product features (supplied by vendor)

\*\*other=sales, marketing, administration, other company functions \*\*\*POPMS=physician office practice management systems

\*no other modules installed by vendor in institution

• medical necessity and label printing at physician office labs

• minimal training for physician office lab sites

cost effective

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Physician office-apacific games   80%			
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Physician can electronically sign reports to confirm review   80%†   9 Physician can compose and secure electronic messages to patients   5%†   20%			
User-defined rule-based system and alerts in physician's office module   Electronic transfer of data to another physician's office   Email/encrypted e-mail   available but not installed/available but not installed   available but not installed     Web reference or pointer to Web site	Physician can electronically sign reports to confirm review	80% <sup>†</sup>	80% <sup>†</sup>
Electronic transfer of data to another physician's office	· · · · · · · · · · · · · · · · · · ·		
- E-mail/encrypted e-mail  - Web reference or pointer to Web site  - Fax  - Physician's office orders supplies from host lab  - Specimen pickup or courier requests to host lab  - Situations, security of the pickup or specimen pickup or sp			_
- Fax  Physician's office orders supplies from host lab - Specimen pickup or courier requests to host lab - Specimen pickup or courier requests to host lab - Financial - Billing, collections, accounts receivable - Electronic claims transfer/interfaces to billing systems - Electronic medical record interface - Electronic medical record interface - Interfaces to physician's office lab instruments - Entry of physician's office lab instruments - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office are added - Electronic medical record interface - Interfaces to physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - Electronic elivery of es as physician's office are added - El	- E-mail/encrypted e-mail	available but not installed/available but not installed <sup>†</sup>	available but not installed/available but not installed <sup>†</sup>
Physician's office orders supplies from host lab Specimen pickup or courier requests to host lab Installed† Ind available† Ind available† Ind available, 20%† Interfaces to physician's office lab instruments Interfaces to physician's office lab instruments Interfaces to physician's office lab instruments Interfaces to physician's office lab results with edit checks Interfaces to physician's office lab results with edit checks Interfaces to physician's office lab results with edit checks Interfaces to physician's office lab results with edit checks Interfaces to physician's office lab results with edit checks Interfaces to physician's office lab results with edit checks Interfaces to physician's office lab results with edit checks Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's office as a physician's offices are added Interfaces to physician's offic	·		
- Specimen pickup or courier requests to host lab  Financial  Filling, collections, accounts receivable  Filling, collections, available <sup>†</sup> Filling, collections delivery of physician's office lab results with edit checks  Filling, collections, accounts receivable  Filling received the available/20% <sup>†</sup> Filling received the available received the av			
- Billing, collections, accounts receivable - Electronic claims transfer/interfaces to billing systems - Electronic medical record interface - Electronic medical record interface - Interfaces to physician's office lab instruments - Entry of physician's office lab instruments - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office as physician's office as readded - Electronic claims transfer/interfaces to physician's office lab instruments - Entry of physician's office lab results with edit checks - Entry of physician's office as readded - Electronic deliver of physician's office as readded - Electronic of the fact of	- Specimen pickup or courier requests to host lab		
- Electronic claims transfer/interfaces to billing systems - Electronic medical record interface - Interfaces to physician's office lab instruments - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - Entry of physician's office lab results with edit checks - System cost: one-time or initial charges/monthly or subscription fees - Basis for increasing fees as physician's offices are added - Entry of physician's office as physician's offices are added - Entry of physician's office as physician's office as physician's offices are added - Entry of physician's office as physician's offices are added - Entry of physician's office as physician's office as physician's offices are added - Entry of physician's office as physician's office as physician's offices are added - Entry of physician's office as physician's office as physician's offices are added - Entry of physician's office as phy		not availablet	not available
• Electronic medical record interface • Interfaces to physician's office lab instruments • Entry of physician's office lab instruments • Entry of physician's office lab results with edit checks  2%†  2%†  System cost: one-time or initial charges/monthly or subscription fees • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services • Situations where fees increase with additional services  • Situations where fees increase with additional services  Distinguishing product features (supplied by vendor)  • Supports electronic delivery of 85+% of a high-volume lab's outreach test ordering  • over 1,500 configurable parameters • robust clinical integration capability  • observed the supports electronic apability  • over 1,500 configurable parameters • robust clinical integration capability			
• Entry of physician's office lab results with edit checks  2%†  System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services  • Situations where	Electronic medical record interface	50% <sup>†</sup>	50% <sup>†</sup>
System cost: one-time or initial charges/monthly or subscription fees  Basis for increasing fees as physician's offices are added  Situations where fees increase with additional services  Situations where fees increase with additional services  System priced on a cost-per-transaction basis?  Distinguishing product features (supplied by vendor)  System models hybrids  System priced on a cost-per-transaction basis?  System priced by vendor in institution  The other modules installed by vendor in institution  System cost: one-time or initial charges/monthly or subscription fees  tiered transaction, site-based capital, site-based/user-based monthly models, hybrids  tiered transaction, site-based/user-b			
• Basis for increasing fees as physician's offices are added  • Basis for increasing fees as physician's offices are added  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services  • Supports electronic delivery of 85+% of a high-volume lab's outreach test ordering  • Supports electronic delivery of 85+% of a high-volume lab's outreach test ordering  • Over 1,500 configurable parameters  • Over 1,500 configurable parameters  • robust clinical i			
• Situations where fees increase with additional services tiered transaction, site-based capital, site-based/user-based monthly models, hybrids tiered transaction, site-based capital, site-based depital, site-based/user-based monthly models, hybrids tiered transaction, site-based capital, site-based/user-based monthly models, hybrids yes yes  Distinguishing product features (supplied by vendor)  • supports electronic delivery of 85+% of a high-volume lab's outreach test ordering  • over 1,500 configurable parameters • robust clinical integration capability  • robust clinical integration capability  • robust clinical integration capability		tiered transaction, site-based canital, site-based/user-based monthly	tiered transaction, site-based canital, site-based/user-based monthly
System priced on a cost-per-transaction basis?  Distinguishing product features (supplied by vendor)  **no other modules installed by vendor in institution  **other=sales, marketing, administration, other company functions  **models, hybrids  yes  **supports electronic delivery of 85+% of a high-volume lab's outreach test ordering  **over 1,500 configurable parameters  **robust clinical integration capability  **models, hybrids  yes  **supports electronic delivery of 85+% of a high-volume lab's outreach test ordering  **over 1,500 configurable parameters  **robust clinical integration capability  **other=sales, marketing, administration, other company functions  **models, hybrids  yes  **supports electronic delivery of 85+% of a high-volume lab's outreach test ordering  **over 1,500 configurable parameters  **robust clinical integration capability			· · · · · · · · · · · · · · · · · · ·
System priced on a cost-per-transaction basis?  Distinguishing product features (supplied by vendor)  *no other modules installed by vendor in institution  *tother=sales, marketing, administration, other company functions  yes  *supports electronic delivery of 85+% of a high-volume lab's outreach test ordering  over 1,500 configurable parameters  robust clinical integration capability  *outreach test ordering  over 1,500 configurable parameters  robust clinical integration capability	Situations where fees increase with additional services		tiered transaction, site-based capital, site-based/user-based monthly
Distinguishing product features (supplied by vendor)  • supports electronic delivery of 85+% of a high-volume lab's outreach test ordering  • over 1,500 configurable parameters  • robust clinical integration capability  • supports electronic delivery of 85+% of a high-volume lab's outreach test ordering  • over 1,500 configurable parameters  • robust clinical integration capability	System priced on a cost-per-transaction basis?	, -	· ·
test ordering  *no other modules installed by vendor in institution  **other=sales, marketing, administration, other company functions  test ordering  • over 1,500 configurable parameters  • robust clinical integration capability  • robust clinical integration capability	<u> </u>		
*no other modules installed by vendor in institution  *robust clinical integration capability  *rother=sales, marketing, administration, other company functions  • robust clinical integration capability		test ordering	test ordering
**other=sales, marketing, administration, other company functions  • robust clinical integration capability  • robust clinical integration capability	*no other modules installed by vendor in institution	, .	, .
**************************************	**other=sales, marketing, administration, other company functions		
***POPMS=physician office practice management systems 'numbers renect a mix or tnick- and tnin-client orienings 'numbers renect a mix or tnick- and tnin-client orienings	***POPMS=physician office practice management systems	†numbers reflect a mix of thick- and thin-client offerings	†numbers reflect a mix of thick- and thin-client offerings

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Part 3 of 11	CareEvolve	Cerner Corp.
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	Elmwood Park, NJ 07407	Kansas City, MO 64117
See accompanying article on page 70	888-322-5222 www.careevolve.com	816-201-7988 www.cerner.com
. , , , , ,		
Name of laboratory-provider links (LPL) software/system	CareEvolve Portal (EMR CareConnect – stand-alone connectivity tool)	Cerner WebConnect
First ever/most recent installation of LPL software (based on Feb. 2008 survey deadline)	1999/January 2008	1997/October 2007
No. of host or central labs using software clinically	54	3
No. of host labs that electronically transfer orders from physician's office to LIS	52	3
No. of satellite locations installed/non-U.S. host installations (In what countries?)	5,000+/0	550/0
No. of contracts for host labs signed in calendar year 2007	9	1
Percentage of installations that have stand-alone LPL systems*	100%	75%
Staff to develop-install & support-other** in entire firm/in LPL software division	25-40-1,000+/4-5-6	<del>/1-5-1</del>
National commercial labs that use LPL software	BioReference Laboratories, Catholic Healthcare West, Alverno Clinical	n/a
	Laboratories	
Average time to install, build files, train office staff in a typical physician's office	less than 1 hour	4 hours
LIS, HIS, other interfaces (other than company's own products)	Cerner, SCC Soft Computer, Meditech, Sunquest, McKesson, GE, CIS, Epic,	Cerner, Misys, IDX
Lio, mo, other interfaces (other than company 5 own products)	Siemens, others	ocinoi, misys, ibx
Software modifications or modules required on host LIS to interface?	yes (HL7 export module, optional HL7 import)	yes (HL7 module on LIS)
POPMS*** used to transfer patient demographics and billing info. to LPL system	eClinicalWorks, Greenway, Misys, Medic, Medical Manager, Allscripts, GE,	n/a
	Dairyland, Practice Partners, NextGen, others	
How demographics and billing information are transferred from POPMS at physician's	one-time batch download/file transfer, daily update of demographics,	one-time batch download/file transfer, POLL provides patient ID to
office or clinic to LPL system	more frequent automatic update of all demographics that have changed,	POPMS and POPMS replies in real time
	POLL provides patient ID to POPMS and POPMS replies in real time	
External software tools or vendors used to transfer data from POPMS to LPL system	Ellkay Solutions, Hilgraeve, CompuNet	Hilgraeve
Test directory stored on physician's office system?	·	no
Test directory stored on physician's office system?  How results are returned to physician's office	— PDF, individually segmented fields	no block of text, individually segmented fields
Data interface standards supported	ASTM 1238, HL7 2.x, HL7 3.0, ANSI X12, XML, custom when required, PDF	HL7 2.x, XML, custom when required
Jam Interiore etunariae supperteu	file transfer	, mine, outdoor with toquitou
System supports LOINC for identifying lab result database elements?	yes	no
7 2		
System architecture or functionality	all standard Web browsers	all standard Web browsers
Patient order and result database maintained on local PC?	no 	no
Software displays results and allows orders to be entered in an offline mode?  Online connections between physician's office and central or host system	public Internet connection	public Internet connection
Offinite confidences between physician's office and central of flost system	- Public Internet conficction	public internet conficction
Complete ASP solution for LPL software?/method of charging for ASP solution	yes/—	yes/transaction based
Features (listed as a percentage of live installs or based on availability)		
Order entry     Medicare compliance checking using carrier-specific rules	96%	90%
- Advanced beneficiary notice printed if medical necessity criteria not met	96%	90%
- Local medical review policies can be viewed	96%	90%
- Automatic routing of an order to different labs according to payer rules	70%	90%
- Printing of lab's requisitions	96%	90%
- Printing of requisitions for other lab providers	70%	90%
- Duplicate order checking	96%	90%
- Physician office-specific panels	96%	90%
Electronic order entry (from physician's office to host)		
- Transfer of patient demographics or insurance	70%	90%
- Automatic handling of scheduled or standing orders	installed	90%
- Automatic routing of orders to hospital or commercial labs depending on payer rules	70%	90%
Bar-code collection label printing	80%	90%
Two-dimensional bar code on printed requisition	50%	available but not installed
Software adapted for use in phlebotomy or collection stations     Popult receipt	96%	75%
Result receipt     Stored as a block of text	10%	100%
- Stored as a block of text - All items (result, reference range, units) stored as individual data elements	80%	100%
- Automatic parsing of report pages to extract results	available but not installed	not available
- Inquiry mode that allows physician's office to check status of specimens with host	8%	100%
Reporting		
- In exact format received from host lab	10%	not available
- Cumulative	installed	not available
- Integration of host and physician's office lab results	installed	25%
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	installed	100%
- Unattended printing of reports	90%	not available
- Display current report with historical data on same screen	80%	not available
- Graph historical results with current results for trend analysis	100% 100%	100%
Physician can electronically sign reports to confirm review     Physician can compose and send secure electronic messages to patients	100% available but not installed	not available not available
Prysician can compose and send secure electronic messages to patients     User-defined rule-based system and alerts in physician's office module	avaliable but not installed 100%	not available
Electronic transfer of data to another physician's office	installed	not available
- E-mail/encrypted e-mail	not available/100%	not available/not available
- Web reference or pointer to Web site	75%	not available
- Fax	available in December 2008	not available
Physician's office orders supplies from host lab	100%	available but not installed
- Specimen pickup or courier requests to host lab	100%	available but not installed
• Financial	nat quallable	and available
- Billing, collections, accounts receivable - Electronic claims transfer/interfaces to billing systems	not available not available/15%	not available not available/not available
Electronic claims transfer/interfaces to billing systems     Electronic medical record interface	not available/15% 75%	not available
Interfaces to physician's office lab instruments	not available	not available
Entry of physician's office lab results with edit checks	available but not installed	not available
Sustam cost: one-time or initial obarrass/monthly or subserintian face	\$20k_\$75k/\$1k_\$5k	_
System cost: one-time or initial charges/monthly or subscription fees  Basis for increasing fees as physician's offices are added	\$30k-\$75k/\$1k-\$5k based on No. of physicians of record	
Situations where fees increase with additional services	if order entry is added to result transmission or vice versa	_
System priced on a cost-per-transaction basis?	no dei end y is added to result d'ansmission of vice versa	_
<u> </u>		a unifica with abusicing FAADs and annualisation
Distinguishing product features (supplied by vendor)	more than 200 EMR interfaces to 20 vendors     Correction has installed.	unifies with physician EMRs and practice management     protections of whether they are Corner colutions.
	<ul> <li>CareEvolve's parent company, BioReference Laboratories, has installed CareEvolve in more than 2,500 customer sites</li> </ul>	systems, regardless of whether they are Cerner solutions  • Web portal hosted in Cerner's HIPAA-enabling, ISO
	user friendly product; end users trained in 20 to 30 minutes	9001:2000-certified data center
*no other modules installed by vendor in institution	and the second of the second s	one-stop shopping that supports automatic routing of tests
**other=sales, marketing, administration, other company functions		and eliminates need for chart pulls
***POPMS=physician office practice management systems		• •
Tabulation does not represent an endorsement by the College of American Pathologists		

### Laboratory-provider links software

	ory-provider links software	
Part 4 of 11	Emdeon Business Services	eTeleNext
1	Mark Jakubik clinician@emdeon.com	Joseph Nollar sales@etelenext.com
	1283 Murfreesboro Pike	28570 Marguerite Parkway, Suite 222
See accompanying article on page 70	Nashville, TN 37217 800-753-7248 ext. 2019 www.emdeon.com	Mission Viejo, CA 92692 949-365-0952 www.etelenext.com
Name of laboratory-provider links (LPL) software/system	Emdeon Clinician	eTeleNext
First ever/most recent installation of LPL software (based on Feb. 2008 survey deadline)	1999/January 2008	1998/February 2008
No. of host or central labs using software clinically	58	33
No. of host labs that electronically transfer orders from physician's office to LIS  No. of catallitie lectring installed (see ILS host installations (in what countries?)	30	22
No. of satellite locations installed/non-U.S. host installations (In what countries?)  No. of contracts for host labs signed in calendar year 2007	2,200/0 25	375+/0 2
Percentage of installations that have stand-alone LPL systems*	95%	- 55%
Staff to develop-install & support-other** in entire firm/in LPL software division	486-859-1,079/7-21-3	8-4-5/8-4-5
National commercial labs that use LPL software  Average time to install, build files, train office staff in a typical physician's office	LabCorp, Quest Diagnostics, Genzyme, Sonic Healthcare, AmeriPath 2–3 hours	 1 hour
<u> </u>		
LIS, HIS, other interfaces (other than company's own products) Software modifications or modules required on host LIS to interface?	Cerner, Meditech, McKesson, Misys, Hex, Eclipsys, others yes (ability to push reports/results through printer connection or HL7	Cortex, GE, Misys, Meditech, Cerner, others no
Software mounications of mouties required on nost Lis to interface:	interface)	110
POPMS*** used to transfer patient demographics and billing info. to LPL system	A4, Altapoint, Sage, Medical Manager, GE, eClinicalWorks, McKesson,	Medical Manager, MediSoft, NextGen, others
How domestically and hilling information are transferred from DODMC at abusings	Medic, Mega West, Misys, others	and time betch developed/file transfer deily undete of demographics
How demographics and billing information are transferred from POPMS at physician's office or clinic to LPL 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,
	POLL provides patient ID to POPMS and POPMS replies in real time	POLL provides patient ID to POPMS and POPMS replies in real time
External software tools or vendors used to transfer data from POPMS to LPL system	Cloverleaf	BizTalk, Hilgraeve
Test directory stored on physician's office system?	no	yes
How results are returned to physician's office	block of text, PDF, individually segmented fields	block of text, PDF, individually segmented fields
Data interface standards supported	HL7 2.x, custom when required	HL7 2.x, 1 HL7 3.0, XML, custom when required
System supports LOINC for identifying lab result database elements?	yes	yes
System architecture or functionality	standard Web browser (Internet Explorer)	thin proprietary client, standard Web browser (Internet Explorer)
Patient order and result database maintained on local PC?	no 	no
Software displays results and allows orders to be entered in an offline mode?  Online connections between physician's office and central or host system	no public Internet connection (DSL/cable modem required)	— dial-up modem to private phone No., VPN, public Internet connection
online conficutions between physician's office and central of nost system	public interior conficction (DOL/Cable induction required)	(dial-up sufficient)
Occupate ACD calution for LDL coftware//mathed of charging for ACD calution		use/fixed monthly for
Complete ASP solution for LPL software?/method of charging for ASP solution	no/—	yes/fixed monthly fee
Features (listed as a percentage of live installs or based on availability)		
• Order entry	FOR	700/
- Medicare compliance checking using carrier-specific rules     - Advanced beneficiary notice printed if medical necessity criteria not met	50% 50%	78% 78%
- Local medical review policies can be viewed	not available	78%
- Automatic routing of an order to different labs according to payer rules	50%	78%
- Printing of lab's requisitions	50% 50%	88% 78%
- Printing of requisitions for other lab providers - Duplicate order checking	installed	78%
- Physician office-specific panels	installed	88%
Electronic order entry (from physician's office to host)		
- Transfer of patient demographics or insurance - Automatic handling of scheduled or standing orders	installed installed	78% 78%
- Automatic routing of orders to hospital or commercial labs depending on payer rules	50%	78%
Bar-code collection label printing	installed	88%
Two-dimensional bar code on printed requisition     Software adopted for use in physicatomy or collection stations.	installed 50%	88% 78%
Software adapted for use in phlebotomy or collection stations     Result receipt	3076	1070
- Stored as a block of text	installed	100%
- All items (result, reference range, units) stored as individual data elements	installed	100%
- Automatic parsing of report pages to extract results     - Inquiry mode that allows physician's office to check status of specimens with host	installed not available	88% 88%
Reporting		
- In exact format received from host lab	installed	100%
- Cumulative - Integration of bost and physician's office lab results	available in fourth quarter 2008	88% 75%
- Integration of host and physician's office lab results - Display of new results for patient and/or clinic	installed installed	75% 100%
- Remote access available to on-call physicians	installed	100%
- Unattended printing of reports	installed	0
- Display current report with historical data on same screen - Graph historical results with current results for trend analysis	not available installed	100% 100%
Physician can electronically sign reports to confirm review	available in fourth quarter 2008	75%
Physician can compose and send secure electronic messages to patients	not available	75%
User-defined rule-based system and alerts in physician's office module     Electronic transfer of data to another physician's office	not available not available	100% 100%
E-mail/encrypted e-mail	not available not available/available in fourth quarter 2008	0/25%
- Web reference or pointer to Web site	not available	100%
- Fax	installed	60%
Physician's office orders supplies from host lab     Specimen pickup or courier requests to host lab	not available not available	20% 0
• Financial		
- Billing, collections, accounts receivable	not available	not available
Electronic claims transfer/interfaces to billing systems     Electronic medical record interface	not available/installed installed	not available/30% 30%
Interfaces to physician's office lab instruments	available but not installed	40%
Entry of physician's office lab results with edit checks	available in third quarter 2008	100%
System cost: one-time or initial charges/monthly or subscription fees	\$25k-\$100k/\$0.05k-\$30k	\$30k-\$75k/\$0.5k-\$2k
Basis for increasing fees as physician's offices are added	based on No. of practices/groups	no increase
Situations where fees increase with additional services	if special billing functions are added; charge for Rx feature	if order entry is added to result transmission or vice versa
System priced on a cost-per-transaction basis?	no	no
Distinguishing product features (supplied by vendor)	universal connectivity for vendors and hospitals/labs	product branded for the client
	<ul> <li>e-prescribing software fully integrated into same Web portal as laboratory and other ambulatory services</li> </ul>	customized, user-defined reporting templates provided     optional virtual lab tools for pathology (flow, FISH, IHC, etc.)
	<ul> <li>other ordering and reporting modalities available for hospitals, such as</li> </ul>	- opuonai virtuai iad toois ioi patiiology (iiow, Fish, Ind, etc.)
*no other modules installed by vendor in institution	radiology, transcription, cardiology, admission and discharge summary	
**other=sales, marketing, administration, other company functions	reports	
***POPMS—physician office practice management systems		

\*\*\*POPMS=physician office practice management systems

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### Laboratory-provider links software

Part 5 of 11	Fletcher-Flora Health Care System	4medica
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	Anaheim, CA 92801	Culver City, CA 90230
See accompanying article on page 70	800-777-1471 www.fletcher-flora.com	<b>310-695-3300</b> www.4medica.com
Name of laboratory-provider links (LPL) software/system	FFIex eClinic	4medica Laboratory Suite (Lab4/Path4)
Name of laboratory-provider links (LPL) software/system	rriex edillic	4ineuica Laboratory Suite (Lab4/Patil4)
First ever/most recent installation of LPL software (based on Feb. 2008 survey deadline)	2006/February 2008	1998/February 2008
No. of host or central labs using software clinically	10	100+
No. of host labs that electronically transfer orders from physician's office to LIS	9	82
No. of satellite locations installed/non-U.S. host installations (In what countries?)	37/0	21,000+/0
No. of contracts for host labs signed in calendar year 2007	13	
Percentage of installations that have stand-alone LPL systems*  Staff to develop-install & support-other** in entire firm/in LPL software division	0 11-17-17/—	90% 40-24-18/32-24-18
National commercial labs that use LPL software	none (multi-site labs serving a state or city)	Quest Diagnostics, LabCorp
Average time to install, build files, train office staff in a typical physician's office	varies	less than 1 hour
LIS, HIS, other interfaces (other than company's own products)	Tech Time, IDX, CPSI, Dairyland, QSI, Experior, Imedica, others	Sunquest, Cerner, Cortex, Impac, Meditech, SCC Soft Computer, Hex,
Software modifications or modules required on host LIS to interface?	no	McKesson, others yes (HL7)
POPMS*** used to transfer patient demographics and billing info. to LPL system	no eClinicalWorks, Medical Manager, NextGen, Millbrook, MedicaLogic,	eClinicalWorks, Misys, Medical Manager, Logician, A4, Acermed,
FORMS used to dansier patient demographics and billing into. to LFL system	IDX, PyraMed, Emdeon, others	Medic, Lytec, HealthPro, Allscripts, GE, others
How demographics and billing information are transferred from POPMS at physician's	POLL provides patient ID to POPMS and POPMS replies in real time	one-time batch download/file transfer, daily update of demographics,
office or clinic to LPL system		more frequent automatic update of all demographics that have changed,
		POLL provides patient ID to POPMS and POPMS replies in real time
External software tools or vendors used to transfer data from POPMS to LPL system	none (Fletcher-Flora integrated interface engine)	none (4medica Practice Solutions Division products)
Test directory stored on physician's office system?	no	no
How results are returned to physician's office	PDF	block of text, PDF, individually segmented fields
Data interface standards supported	ASTM 1238, HL7 2.x, XML, custom when required	HL7 2.x, HL7 3.0, XML, custom when required
System supports LOINC for identifying lab result database elements?	no	yes
		•
System architecture or functionality	thin proprietary client, standard Web browser (Internet Explorer)	standard Web browser (Internet Explorer)
Patient order and result database maintained on local PC?	no no	no no
Software displays results and allows orders to be entered in an offline mode?  Online connections between physician's office and central or host system	no leased line, VPN, public Internet connection (DSL/cable modem required)	no public Internet connection
Offine Confections between physician's office and central of flost system	reased line, VI N, public internet connection (DSL/cable modern required)	public internet connection
Complete ASP solution for LPL software?/method of charging for ASP solution	no/—	yes/transaction based
Features (listed as a percentage of live installs or based on availability)		
Order entry     Medicare compliance checking using carrier-specific rules	100%	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	25%	100%
- Local medical review policies can be viewed	25%	100%
- Automatic routing of an order to different labs according to payer rules	available in third quarter 2008	100%
- Printing of lab's requisitions	50%	100%
- Printing of requisitions for other lab providers	available in third quarter 2008	80%
- Duplicate order checking	available in 2008	100%
- Physician office-specific panels	100%	100%
Electronic order entry (from physician's office to host)  Transfer of noticet demographics or insurance.	1000/	750/
- Transfer of patient demographics or insurance - Automatic handling of scheduled or standing orders	100% available in 2008	75% 70%
- Automatic routing of orders to hospital or commercial labs depending on payer rules	available in 2008	60%
Bar-code collection label printing	100%	90%
Two-dimensional bar code on printed requisition	0	25%
Software adapted for use in phlebotomy or collection stations	75%	65%
Result receipt		
- Stored as a block of text	0	20%
- All items (result, reference range, units) stored as individual data elements	100% not available	90% 100%
- Automatic parsing of report pages to extract results - Inquiry mode that allows physician's office to check status of specimens with host	100%	100%
Reporting	100/0	100/0
- In exact format received from host lab	100%	95%
- Cumulative	100%	85%
- Integration of host and physician's office lab results	100%	20%
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	100%	100%
- Unattended printing of reports - Display current report with historical data on same screen	100% 100%	100% 100%
- Display current report with historical data on same screen  - Graph historical results with current results for trend analysis	available in 2008	100%
Physician can electronically sign reports to confirm review	not available	100%
Physician can compose and send secure electronic messages to patients	not available	available but not installed
User-defined rule-based system and alerts in physician's office module	100%	70%
Electronic transfer of data to another physician's office	100%	100%
- E-mail/encrypted e-mail	not available/not available	not available/available but not installed
- Web reference or pointer to Web site	not available 50%	available but not installed
Fax     Physician's office orders supplies from host lab	50% not available	available but not installed 10%
- Specimen pickup or courier requests to host lab	not available	100%
• Financial		
- Billing, collections, accounts receivable	not available	available but not installed
- Electronic claims transfer/interfaces to billing systems	not available/available	available but not installed/65%
Electronic medical record interface	75%	20%
Interfaces to physician's office lab instruments	000/	5%
Entry of physician's office lab results with edit shocks	80%	
Entry of physician's office lab results with edit checks	80% available in 2008	installed
Entry of physician's office lab results with edit checks  System cost: one-time or initial charges/monthly or subscription fees		
System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added	\$2.5k+ (depends on No. of instruments at remote location)/—based on No. of practices/groups	installed
System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services	available in 2008  \$2.5k+ (depends on No. of instruments at remote location)/— based on No. of practices/groups no increase	variable/variable transaction charges only, no user fees no increase
System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added	\$2.5k+ (depends on No. of instruments at remote location)/—based on No. of practices/groups	installed variable/variable transaction charges only, no user fees
System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services	available in 2008  \$2.5k+ (depends on No. of instruments at remote location)/— based on No. of practices/groups no increase	variable/variable transaction charges only, no user fees no increase
System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services  System priced on a cost-per-transaction basis?	available in 2008  \$2.5k+ (depends on No. of instruments at remote location)/— based on No. of practices/groups no increase no	variable/variable transaction charges only, no user fees no increase yes (cost variable)
System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services System priced on a cost-per-transaction basis?	\$2.5k+ (depends on No. of instruments at remote location)/— based on No. of practices/groups no increase no  • integrates multiple sites, systems, and devices seamlessly, securely, and in real time • proven Web-based technology that can be scaled from small POLs	variable/variable transaction charges only, no user fees no increase yes (cost variable)  • unique, easy to use, intuitive user interface • complete integration with practice systems, registration to billing systems
System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services System priced on a cost-per-transaction basis?	\$2.5k+ (depends on No. of instruments at remote location)/— based on No. of practices/groups no increase no  • integrates multiple sites, systems, and devices seamlessly, securely, and in real time  • proven Web-based technology that can be scaled from small POLs to the largest independent labs	variable/variable transaction charges only, no user fees no increase yes (cost variable)  • unique, easy to use, intuitive user interface • complete integration with practice systems, registration to billing
System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services System priced on a cost-per-transaction basis?	\$2.5k+ (depends on No. of instruments at remote location)/— based on No. of practices/groups no increase no  • integrates multiple sites, systems, and devices seamlessly, securely, and in real time  • proven Web-based technology that can be scaled from small POLs to the largest independent labs  • 30 years in LIS industry with more than 1,500 LIS customers and	variable/variable transaction charges only, no user fees no increase yes (cost variable)  • unique, easy to use, intuitive user interface • complete integration with practice systems, registration to billing systems
System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services System priced on a cost-per-transaction basis?	\$2.5k+ (depends on No. of instruments at remote location)/— based on No. of practices/groups no increase no  • integrates multiple sites, systems, and devices seamlessly, securely, and in real time  • proven Web-based technology that can be scaled from small POLs to the largest independent labs	variable/variable transaction charges only, no user fees no increase yes (cost variable)  • unique, easy to use, intuitive user interface • complete integration with practice systems, registration to billing systems

 $\hbox{$^{\star\star}$ other=sales, marketing, administration, other company functions}$ 

Part 6 of 11	Impac Medical Systems	Lifepoint Informatics (formerly Labtest.com)
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	100 Mathilda Place, 5th floor	1360 Main St.
	Sunnyvale, CA 94086	Hellertown, PA 18055
See accompanying article on page 70	<b>408-830-8083</b> www.impac.com	<b>866-522-8378</b> www.lifepoint.com
Name of laboratory-provider links (LPL) software/system	IntelliLab Passport	Labtest.com (and sponsor lab branded)
	·	, ,
First ever/most recent installation of LPL software (based on Feb. 2008 survey deadline)	2001/February 2008	2000/2008
No. of host or central labs using software clinically  No. of host labs that electronically transfer orders from physician's office to LIS	66 66	138 117
No. of satellite locations installed/non-U.S. host installations (In what countries?)	120/0	35,000+/1 (Canada)
No. of contracts for host labs signed in calendar year 2007	7	16
Percentage of installations that have stand-alone LPL systems*	0	_
Staff to develop-install & support-other** in entire firm/in LPL software division	130-160-200/4-2-3	14-7-9/14-7-9
National commercial labs that use LPL software	n/a	Medical Diagnostic Laboratories, Blood Center of Wisconsin, Dominion,
Average time to install, build files, train office staff in a typical physician's office	8 hours	Aurora Diagnostics less than 1 hour
Thorage and to metally bank most dam on a typical physician comes		1000 than 1 flour
LIS, HIS, other interfaces (other than company's own products)	Siemens, IDX, Medical Manager, others	SCC Soft Computer, Misys, Meditech, Cerner, Fletcher-Flora, Psyche
Software modifications or modules required on host LIS to interface?	no	Systems, McKesson, Seacoast, Impac, Antek, Orchard, others no
POPMS*** used to transfer patient demographics and billing info. to LPL system	Siemens, Dairyland, IDX, NextGen, Medent, Infocure, Medical Man-	Practice Partners, Misys, Allscripts, eClinicalWorks, Healthmatics,
1 of the acce to autolog patient acting apinos and shiring this to an acceptance	ager, Allscripts	MedAxxis, MDLand, Micro4, NextGen, Visionary, others
How demographics and billing information are transferred from POPMS at physician's	one-time batch download/file transfer, daily update of demographics,	one-time batch download/file transfer, daily update of demographics,
office or clinic to LPL system	more frequent automatic update of all demographics that have changed	more frequent automatic update of all demographics that have changed,
External software tools or vendors used to transfer data from POPMS to LPL system	none	POLL provides patient ID to POPMS and POPMS replies in real time Ellkay, Hilgraeve
External software tools of vehicuts used to transfer data from Purms to LPL System	HOHE	Linuy, Hilytaeve
Test directory stored on physician's office system?	yes	yes
How results are returned to physician's office	block of text, PDF	block of text, PDF, individually segmented fields
Data interface standards supported	HL7 2.x	ASTM 1238, HL7 2.x, HL7 3.0, ANSI X12, XML, custom when required, RTF and PDF extraction
System supports LOINC for identifying lab result database elements?	no	yes
7		
System architecture or functionality	thick client, PC, while connected to lab host; modified Web browser	thin proprietary client, all standard Web browsers
Patient order and result database maintained on local PC?  • Software displays results and allows orders to be entered in an offline mode?	no —	no no
Software displays results and allows orders to be entered in an offline mode?  Online connections between physician's office and central or host system	— dial-up modem to private phone No., leased line, VPN, public Internet	no dial-up modem to private phone No., leased line, VPN, public Internet
	connection (dial-up sufficient)	connection
Complete ASP solution for LPL software?/method of charging for ASP solution	no/—	yes/fixed monthly fee
Features (listed as a percentage of live installs or based on availability)		
• Order entry		
- Medicare compliance checking using carrier-specific rules	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 - Printing of lab's requisitions	100% 100%	100% 100%
- Printing of requisitions for other lab providers	100%	45%
- Duplicate order checking	100%	100%
- Physician office-specific panels	100%	100%
Electronic order entry (from physician's office to host)		
- Transfer of patient demographics or insurance - Automatic handling of scheduled or standing orders	100% 100%	100%
- Automatic nanding of scheduled of standing orders - Automatic routing of orders to hospital or commercial labs depending on payer rules	100%	35% 70%
Bar-code collection label printing	100%	100%
Two-dimensional bar code on printed requisition	not available	45%
Software adapted for use in phlebotomy or collection stations	100%	75%
Result receipt     Change on a block of tout.	not available	1000/
- Stored as a block of text - All items (result, reference range, units) stored as individual data elements	not available 100%	100% 100%
- Automatic parsing of report pages to extract results	not available	100%
- Inquiry mode that allows physician's office to check status of specimens with host	100%	100%
• Reporting		
- In exact format received from host lab	100%	100%
- Cumulative - Integration of host and physician's office lab results	100% 100%	100% 20%
- 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     Physician can electronically sign reports to confirm review	100% not available	100% 100%
Physician can electronically sign reports to commit review     Physician can compose and send secure electronic messages to patients	not available	100%
User-defined rule-based system and alerts in physician's office module	100%	100%
Electronic transfer of data to another physician's office	100%	10%
- E-mail/encrypted e-mail	100%/installed	installed/installed
- Web reference or pointer to Web site - Fax	100% 100%	installed installed
Physician's office orders supplies from host lab	not available	80%
- Specimen pickup or courier requests to host lab	not available	65%
• Financial	1000/	
- Billing, collections, accounts receivable	100%	not available
Electronic claims transfer/interfaces to billing systems     Electronic medical record interface	100%/100% 80%	not available/15% 100%
Interfaces to physician's office lab instruments	installed	not available
Entry of physician's office lab results with edit checks	100%	15%
System cost: one-time or initial charges/monthly or subscription fees	licensing fee per concurrent year	\$5k-\$75k/ \$2k-\$11k
System cost: one-time or initial charges/monthly or subscription fees     Basis for increasing fees as physician's offices are added	licensing fee per concurrent user based on user licenses	no increase or based on No. of practices/groups or contract dependent
Situations where fees increase with additional services	no increase	with additional ancillary services
System priced on a cost-per-transaction basis?	no	no
Distinguishing product features (supplied by vendor)	same user interface for functionality shared with the full IntelliLab	extensive EMR/PMS library with rapid installation
	same user interrace for functionality snared with the full intellicab license used by host lab	extensive EMR/PMS library with rapid installation     supports additional ancillaries, such as radiology and discharge
*no other medules installed by yandar in institution	advanced order-entry process	summary
*no other modules installed by vendor in institution  **other=sales, marketing, administration, other company functions	designed for secure use on the Internet	no offshore programming
***POPMS=physician office practice management systems		

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### Laboratory-provider links software

Part 7 of 11	McKesson	Mitem Corp.
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	Alpharetta, GA 30005	Menio Park, CA 94025
See accompanying article on page 70	404-338-4363 www.mckesson.com/laboratory	<b>650-323-1500</b> www.mitem.com
Name of laboratory-provider links (LPL) software/system	Horizon Outreach for Lab	Blue Iris eLaborate
First array/weet recent installation of LDL coft ways (because in Feb. 0000 arrays deadline)	1000/0007	000F /Fahrmann 0000
First ever/most recent installation of LPL software (based on Feb. 2008 survey deadline)  No. of host or central labs using software clinically	1999/2007 17	2005/February 2008 20
No. of host labs that electronically transfer orders from physician's office to LIS	17	12
No. of satellite locations installed/non-U.S. host installations (In what countries?)	1,000+/0	200+/0
No. of contracts for host labs signed in calendar year 2007	15	4
Percentage of installations that have stand-alone LPL systems*	0	100%
Staff to develop-install & support-other** in entire firm/in LPL software division	32,000 total/—	
National commercial labs that use LPL software	none	Focus Diagnostics
Average time to install, build files, train office staff in a typical physician's office	1 hour	2 hours
LIS, HIS, other interfaces (other than company's own products)	under development	Cerner, Meditech, Misys, Psyche Systems, SCC Soft Computer, Sun-
		quest, GE, McKesson, others
Software modifications or modules required on host LIS to interface?	NO	NO
POPMS*** used to transfer patient demographics and billing info. to LPL system	SRS Software, TurboDoc, Logician, NextGen, IDX, Misys, others	eClinicalWorks, IDX, Logician, NextGen, Medent, Misys, McKesson, others
How demographics and billing information are transferred from POPMS at physician's	POLL provides patient ID to POPMS and POPMS replies in real time	one-time batch download/file transfer, daily update of demographics,
office or clinic to LPL system		more frequent automatic update of all demographics that have changed
External software tools or vendors used to transfer data from POPMS to LPL system	Boston Workstation, Data Innovations	none required
Tact directory ctared on physiciania office system?	no	no
Test directory stored on physician's office system?  How results are returned to physician's office	no individually segmented fields	no PDF, individually segmented fields
Data interface standards supported	HL7 2.x	HL7 2.x, XML, custom when required, 3270, VT100, others
System supports LOINC for identifying lab result database elements?	yes	no
		-
System architecture or functionality	standard Web browser (Internet Explorer)	all standard Web browsers
Patient order and result database maintained on local PC?  • Software displays results and allows orders to be entered in an offline mode?	no	no 
Online connections between physician's office and central or host system	VPN, public Internet connection (dial-up sufficient)	VPN, public Internet connection (DSL/cable modem required)
	, passes estation to the total of summers.	, passes session (socioni inducini required)
Complete ASP solution for LPL software?/method of charging for ASP solution	no/—	yes/fixed monthly fee
Features (listed as a percentage of live installs or based on availability)		
Order entry		
- Medicare compliance checking using carrier-specific rules	installed	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	100%
- Local medical review policies can be viewed	not available	100%
- Automatic routing of an order to different labs according to payer rules	installed	installed
- Printing of lab's requisitions	installed	100%
- Printing of requisitions for other lab providers	installed	15% 100%
- Duplicate order checking - Physician office-specific panels	installed installed	installed
Electronic order entry (from physician's office to host)	instancu	instancu
- Transfer of patient demographics or insurance	installed	50%
- Automatic handling of scheduled or standing orders	installed	installed
- Automatic routing of orders to hospital or commercial labs depending on payer rules	installed	installed
Bar-code collection label printing	installed	75%
Two-dimensional bar code on printed requisition     Software adapted for use in phlebotomy or collection stations	not available installed	75% installed
Result receipt	instancu	instancu
- Stored as a block of text	not available	100%
- All items (result, reference range, units) stored as individual data elements	installed	100%
- Automatic parsing of report pages to extract results	installed	25%
- Inquiry mode that allows physician's office to check status of specimens with host	installed	100%
Reporting     In exact format received from bact lab	inetalled	100%
- In exact format received from host lab - Cumulative	installed installed	100% 100%
- Cumulative - Integration of host and physician's office lab results	not available	100%
- Display of new results for patient and/or clinic	installed	100%
- Remote access available to on-call physicians	installed	100%
- Unattended printing of reports	installed	10%
- Display current report with historical data on same screen	installed	100%
- Graph historical results with current results for trend analysis	installed	100%
Physician can electronically sign reports to confirm review     Physician can compose and send secure electronic messages to patients	installed available in summer 2008	available in May 2008 not available
User-defined rule-based system and alerts in physician's office module	installed	available in December 2008
Electronic transfer of data to another physician's office	available in summer 2008	available in May 2008
- E-mail/encrypted e-mail	_	not available/not available
- Web reference or pointer to Web site	_	100%
- Fax	not available	not available
Physician's office orders supplies from host lab     Specimen pickup or courier requests to host lab	not available not available	100% 100%
Specimen pickup or courier requests to nost lab     Financial	not available	100/0
- Billing, collections, accounts receivable	available but not installed	available in December 2008
- Electronic claims transfer/interfaces to billing systems	available but not installed/installed	not available/installed
Electronic medical record interface	installed	25%
Interfaces to physician's office lab instruments     The of physician's office lab instruments	not available	available but not installed
Entry of physician's office lab results with edit checks	not available	available in August 2008
System cost: one-time or initial charges/monthly or subscription fees	_	_
Basis for increasing fees as physician's offices are added	_	_
Situations where fees increase with additional services	_	_
System priced on a cost-per-transaction basis?	no	_
Distinguishing product features (supplied by vendor)	instrument-ready label generation in physician office, removing	enterprise quality and performance for mission-critical integration of
	potential labeling errors	EMRs to HL7-enabled and non-HL7-enabled systems
	true integration (not interface) with Horizon Lab LIS	end-to-end complete solution from single vendor for bidirectional POLL
	reverse auto-registration with certain hospital information	complete outreach solution for Meditech Magic hospitals with no
1	systems for billing purposes	modifications to Meditech and no requirements for any other modules
*no other modules installed by vendor in institution		

\*\*\*POPMS=physician office practice management systems

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

\*no other modules installed by vendor in institution  $% \left( \left\vert \mathbf{r}\right\rangle \right) =\left\vert \mathbf{r}\right\rangle$ 

 $\hbox{$^{\star\star}$ other=sales, marketing, administration, other company functions}\\$ 

### Laboratory-provider links software

	ory-provider links software	
Part 8 of 11	Multidata Computer Systems	Multidata Computer Systems
	Michael Slater mrslater@mul.com	Michael Slater mrslater@mul.com
	160 Broadway, Suite 1010	160 Broadway, Suite 1010
See accompanying article on page 70	New York, NY 10038 212-967-6700 www.mul.com	New York, NY 10038 212-967-6700 www.mul.com
Name of laboratory-provider links (LPL) software/system	MultiLink	MultiWeb
First ever/most recent installation of LPL software (based on Feb. 2008 survey deadline)	1996/2008	1996/2007
No. of host or central labs using software clinically  No. of host labs that electronically transfer orders from physician's office to LIS	9 7	3
No. of satellite locations installed/non-U.S. host installations (In what countries?)	7 350+/0	200+/0
No. of contracts for host labs signed in calendar year 2007	0	1
Percentage of installations that have stand-alone LPL systems*	10% 4-5-2/1.5-1.5-1	0 4-5-2/1.5-1.5-1
Staff to develop-install & support-other** in entire firm/in LPL software division  National commercial labs that use LPL software	4-3-2/1.3-1.3-1 —	4-3-2/1.3-1.3-1 —
Average time to install, build files, train office staff in a typical physician's office	4 hours	1 hour
LIS, HIS, other interfaces (other than company's own products)	Diamond	_
Software modifications or modules required on host LIS to interface?  POPMS*** used to transfer patient demographics and billing info. to LPL system	no VitalWorks, NextGen, Medical Manager, others	no eClinicalWorks, Medical Manager, others
How demographics and billing information are transferred from POPMS at physician's	one-time batch download/file transfer, daily update of demographics,	one-time batch download/file transfer, daily update of demographics,
office or clinic to LPL system	more frequent automatic update of all demographics that have changed,	more frequent automatic update of all demographics that have changed
External software tools or vendors used to transfer data from POPMS to LPL system	POLL provides patient ID to POPMS and POPMS replies in real time LinkTools for HL7 socket connection	LinkTools for HL7 socket connection
External software tools of ventuois used to transfer data from 1 of MS to El E System	LIIK 10015 101 11L7 SUCKET CONNECTION	LIIKTOOIS TO! TIL7 SOCKET CONNECTION
Test directory stored on physician's office system? How results are returned to physician's office	yes individually segmented fields	no PDF, individually segmented fields
Data interface standards supported	ASTM 1238, HL7 2.x, custom when required	ASTM 1238, HL7 2.x, custom when required
System supports LOINC for identifying lab result database elements?	yes	yes
System architecture or functionality	thick client, PC, while not connected to lab host	all standard Web browsers
Patient order and result database maintained on local PC?	yes	no
Software displays results and allows orders to be entered in an offline mode?  Online connections between physician's office and control or best system.	yes	nublic Internet connection (diel
Online connections between physician's office and central or host system	dial-up modem to private phone No., VPN, public Internet connection (dial-up sufficient)	public Internet connection (dial-up sufficient)
Complete ASP solution for LPL software?/method of charging for ASP solution		use/fixed monthly for
Complete ASP Solution for LPL Software?/method of charging for ASP Solution	no/—	yes/fixed monthly fee
Features (listed as a percentage of live installs or based on availability)		
Order entry     Medicare compliance checking using carrier-specific rules	95%	available but not installed
- Advanced beneficiary notice printed if medical necessity criteria not met	25%	available but not installed
- Local medical review policies can be viewed	95%	available but not installed
- Automatic routing of an order to different labs according to payer rules     - Printing of lab's requisitions	60% 95%	not available available but not installed
- Printing of requisitions for other lab providers	60%	available but not installed
- Duplicate order checking	95%	available but not installed
Physician office-specific panels     Electronic order entry (from physician's office to host)	95%	available but not installed
- Transfer of patient demographics or insurance	95%	available but not installed
- Automatic handling of scheduled or standing orders	25%	not available
- Automatic routing of orders to hospital or commercial labs depending on payer rules     • Bar-code collection label printing	not available 95%	not available available but not installed
Two-dimensional bar code on printed requisition	available but not installed	not available
Software adapted for use in phlebotomy or collection stations     Result receipt	5%	not available
- Stored as a block of text	not available	not available
- All items (result, reference range, units) stored as individual data elements	100%	100%
- Automatic parsing of report pages to extract results - Inquiry mode that allows physician's office to check status of specimens with host	not available 100%	not available 100%
Reporting	100/0	100/0
- In exact format received from host lab	100%	100%
- Cumulative - Integration of host and physician's office lab results	100% not available	100% not available
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	installed	100%
- Unattended printing of reports - Display current report with historical data on same screen	100% 100%	not available 100%
- Graph historical results with current results for trend analysis	100%	100%
Physician can electronically sign reports to confirm review	not available	not available
Physician can compose and send secure electronic messages to patients     User-defined rule-based system and alerts in physician's office module	not available 50%	not available available but not installed
Electronic transfer of data to another physician's office	not available	not available
- E-mail/encrypted e-mail	<del>-</del>	_
- Web reference or pointer to Web site - Fax	_ _	_
Physician's office orders supplies from host lab	25%	not available
- Specimen pickup or courier requests to host lab     • Financial	25%	not available
- Fillancial - Billing, collections, accounts receivable	not available	not available
- Electronic claims transfer/interfaces to billing systems	not available/not available	not available/not available
Electronic medical record interface     Interfaces to physician's office lab instruments	not available not available	not available not available
Entry of physician's office lab results with edit checks	not available not available	not available
System cost: one-time or initial charges/monthly or subscription fees	\$25k-\$50k/none	\$10k-\$50k/\$2k-\$10k
Basis for increasing fees as physician's offices are added	based on No. of practices/groups	no increase
Situations where fees increase with additional services	if order entry is added to result transmission or vice versa or if report	if order entry is added to result transmission or vice versa
System priced on a cost-per-transaction basis?	generator or scheduling modules are added no	no
Distinguishing product features (supplied by vendor)		
Sistingularing product routines (supplied by Velluti)	<ul> <li>capable of interoperation with browser/Internet application (MultiWeb) for hybrid approach</li> </ul>	<ul> <li>capable of interoperation with thick client PC application (MultiLink) for hybrid approach</li> </ul>
	multi-user version can be implemented across LAN/WAN for large	tiered access/security control for large multi-facility/multi-site
	medical facilities	enterprises
*no other modules installed by vendor in institution	custom functionality can be implemented for special clinics/settings	fast and simple implementation for unidirectional (results-only) modality
**other=sales, marketing, administration, other company functions		

\*\*\*POPMS=physician office practice management systems

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See accompanying article on page 70	Carmel, IN 46032 800-856-1948 www.orchardsoft.com	Carmel, IN 46032 800-856-1948 www.orchardsoft.com
Name of laboratory-provider links (LPL) software/system	Orchard Copia	Orchard Harvest Webstation
	·	
First ever/most recent installation of LPL software (based on Feb. 2008 survey deadline)  No. of host or central labs using software clinically	2000/February 2008 46	2000/January 2008 291
No. of host labs that electronically transfer orders from physician's office to LIS	30	222
No. of satellite locations installed/non-U.S. host installations (In what countries?)  No. of contracts for host labs signed in calendar year 2007	not tracked/0 13	1,500+/0 56
Percentage of installations that have stand-alone LPL systems*	5%	0
Staff to develop-install & support-other** in entire firm/in LPL software division  National commercial labs that use LPL software	34-63-48/34-63-48  Prolab Pathology Services, Nextwave, ViraCor, DCL Medical Laboratories,	34-63-48/34-63-48 none (small regional reference labs)
	NorDx	,
Average time to install, build files, train office staff in a typical physician's office	1–2 hours	1 hour
LIS, HIS, other interfaces (other than company's own products)	SCC Soft Computer, Misys, Healthpac, Medical Manager, Affinity, Telcor	GE, Millbrook, Misys, others
Software modifications or modules required on host LIS to interface?	no	no
POPMS*** used to transfer patient demographics and billing info. to LPL system	Logician, Medical Manager, NextGen, IDX	Medical Manager, Clinitek, GE, MedicaLogic, NextGen, Medigate, Misys
How demographics and billing information are transferred from POPMS at physician's	one-time batch download/file transfer, daily update of demographics,	one-time batch download/file transfer, daily update of demographics,
office or clinic to LPL system	more frequent automatic update of all demographics that have changed, POLL provides patient ID to POPMS and POPMS replies in real time	more frequent automatic update of all demographics that have changed, POLL provides patient ID to POPMS and POPMS replies in real time, others
External software tools or vendors used to transfer data from POPMS to LPL system	Hilgraeve, Ellkay Bridge	none needed (native embedded solution)
Test directory stored on physician's office system?	no	no
How results are returned to physician's office	PDF, individually segmented fields	PDF, HTML
Data interface standards supported  System supports LOINC for identifying lab result database elements?	HL7 2.x, physician's LIS yes	HL7 2.x yes
7 .:	all standard Web browsers	-
System architecture or functionality	an standard aren niomsers	thick client, PC, while connected to lab host; thin proprietary client; all standard Web browsers
Patient order and result database maintained on local PC?  • Software displays results and allows orders to be entered in an offline mode?	no 	no 
Online connections between physician's office and central or host system	public Internet connection	public Internet connection
Complete ASP solution for LPL software?/method of charging for ASP solution	no/—	no/—
1		
Features (listed as a percentage of live installs or based on availability)  • Order entry		
- Medicare compliance checking using carrier-specific rules	80%	100%
Advanced beneficiary notice printed if medical necessity criteria not met     Local medical review policies can be viewed	80% installed	100% installed
- Automatic routing of an order to different labs according to payer rules	70%	100%
- Printing of lab's requisitions - Printing of requisitions for other lab providers	80% installed	100% 100%
- Duplicate order checking	installed	100%
Physician office-specific panels     Electronic order entry (from physician's office to host)	80%	100%
- Transfer of patient demographics or insurance	40%	100%
- Automatic handling of scheduled or standing orders - Automatic routing of orders to hospital or commercial labs depending on payer rules	40% 40%	100% 100%
Bar-code collection label printing  The disconnection label printing	installed	30%
Two-dimensional bar code on printed requisition     Software adapted for use in phlebotomy or collection stations	installed 70%	100% 100%
Result receipt     Characters of the land and the la	100%	1000/
- Stored as a block of text - All items (result, reference range, units) stored as individual data elements	100% 100%	100% 100%
- Automatic parsing of report pages to extract results	installed	100%
<ul> <li>Inquiry mode that allows physician's office to check status of specimens with host</li> <li>Reporting</li> </ul>	installed	100%
- In exact format received from host lab	installed	100%
- Cumulative - Integration of host and physician's office lab results	installed installed	100% 100%
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians - Unattended printing of reports	installed installed	100% 100%
- Display current report with historical data on same screen	installed	100%
Graph historical results with current results for trend analysis     Physician can electronically sign reports to confirm review	installed installed	100% 100%
Physician can compose and send secure electronic messages to patients     Ilegradating type-based system and alerts in physician's office module.	not available	not available
User-defined rule-based system and alerts in physician's office module     Electronic transfer of data to another physician's office	installed 90%	100% 100%
- E-mail/encrypted e-mail	10%/10%	10%/10% 50%
- Web reference or pointer to Web site - Fax	installed 80%	50% 100%
Physician's office orders supplies from host lab     Specimen pickup or courier requests to host lab	not available not available	not available not available
Specimen pickup or courier requests to nost lab     Financial	not available	not available
- Billing, collections, accounts receivable - Electronic claims transfer/interfaces to billing systems	not available not available/60%	not available not available/100%
Electronic medical record interface	60%	not available
Interfaces to physician's office lab instruments     Entry of physician's office lab results with edit checks	not available installed	not available not available
7 11		
System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added	\$25k-\$250k/\$1k-\$20k (monthly support) no increase	\$7.5k-\$15k/— as concurrent user licenses are needed
Situations where fees increase with additional services	if additional host interfaces to other systems are added	no increase
System priced on a cost-per-transaction basis?	no	no
Distinguishing product features (supplied by vendor)	<ul> <li>unparalleled service and support</li> <li>very flexible, easy to use, rules/decision support</li> </ul>	cost effective     diagnosis code screening and destination filters
	very nexible, easy to use, rules/decision support     pricing model not subscriber based or increased as users are added	order entry/results retrieval for reference lab testing
*no other modules installed by vendor in institution		
**other=sales, marketing, administration, other company functions  ***POPMS=physician office practice management systems		

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		<u> </u>
Name of laboratory-provider links (LPL) software/system	InterPath	SoftWeb
First ever/most recent installation of LPL software (based on Feb. 2008 survey deadline)	2002/2007	2003/November 2007
No. of host or central labs using software clinically	5	17
No. of host labs that electronically transfer orders from physician's office to LIS	5	not tracked
No. of satellite locations installed/non-U.S. host installations (In what countries?)	unknown (client/browser based)/0	not tracked/0
No. of contracts for host labs signed in calendar year 2007	1	8
Percentage of installations that have stand-alone LPL systems*	0	0
Staff to develop-install & support-other** in entire firm/in LPL software division	2-1-1/2-1-1	725-304-224/45-3-5
National commercial labs that use LPL software	<del>-</del>	confidential
Average time to install, build files, train office staff in a typical physician's office	6–8 hours	50 hours
LIS, HIS, other interfaces (other than company's own products)	GE	GE, QuadraMed, McKesson, Keane, Perot, CPSI, Custom Software
		Solutions, Siemens, Epic, Cerner, Eclipsys, Meditech, others
Software modifications or modules required on host LIS to interface?	no	no
POPMS*** used to transfer patient demographics and billing info. to LPL system	Medical Manager	Medical Manager, Healthworks, Alliance-Plus, TrizeHQ, Epic, Misys,
		GE, others
How demographics and billing information are transferred from POPMS at physician's	more frequent automatic update of all demographics that have	one-time batch download/file transfer, daily update of demographics,
office or clinic to LPL system	changed, POLL provides patient ID to POPMS and POPMS replies in	more frequent automatic update of all demographics that have
Futurnal anthurary tools as yourders used to transfer data from DODMC to LDL quatum	real time	changed, screen scraping technology
External software tools or vendors used to transfer data from POPMS to LPL system	BizTalk server	client choice of vendor or tool(s)
Test directory stored on physician's office system?	no	no
How results are returned to physician's office	PDF, individually segmented fields	block of text, PDF, individually segmented fields
Data interface standards supported	HL7 2.x, HL7 3.0	HL7 2.x, XML
System supports LOINC for identifying lab result database elements?	yes	no
System architecture or functionality	thick client, PC, while connected to lab host; standard Web browser	thick client, PC, while connected to lab host; thin proprietary client
System at summercial to a fundamental ty	(Internet Explorer)—but neither to print specimen labels	short, i o, mino ooimootoa to lab hoot, tiini proprietary oliciit
Patient order and result database maintained on local PC?	no	no
Software displays results and allows orders to be entered in an offline mode?	_	_
Online connections between physician's office and central or host system	VPN, public Internet connection (DSL/cable modem required)	leased line, VPN, public Internet connection
Complete ASP solution for LPL software?/method of charging for ASP solution	no/—	yes/fixed monthly fee
Complete ASP Solution for LPL Software?/method of charging for ASP Solution	110/—	yes/fixed monumy ree
Features (listed as a percentage of live installs or based on availability)		
Order entry		
- Medicare compliance checking using carrier-specific rules	not available	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	not available	installed
- Local medical review policies can be viewed	not available	installed
- Automatic routing of an order to different labs according to payer rules	not available	installed
- Printing of lab's requisitions	100%	installed
- Printing of requisitions for other lab providers	100%	installed
- Duplicate order checking	100%	installed
- Physician office-specific panels	100%	installed
Electronic order entry (from physician's office to host)  Transfer of patient demographics or insurance.	100%	installed
- Transfer of patient demographics or insurance - Automatic handling of scheduled or standing orders	100%	available in 2008
- Automatic routing of orders to hospital or commercial labs depending on payer rules	not available	installed
Bar-code collection label printing	100%	installed
Two-dimensional bar code on printed requisition	100%	available but not installed
Software adapted for use in phlebotomy or collection stations	not available	installed
Result receipt		
- Stored as a block of text	not available	installed
- All items (result, reference range, units) stored as individual data elements	100%	installed installed
- Automatic parsing of report pages to extract results - Inquiry mode that allows physician's office to check status of specimens with host	100% 100%	installed
Reporting	100/0	instanca
- In exact format received from host lab	100%	installed
- Cumulative	not available	installed
- Integration of host and physician's office lab results	100%	installed
- Display of new results for patient and/or clinic	100%	installed
- Remote access available to on-call physicians	100%	installed
- Unattended printing of reports	not available	installed
- Display current report with historical data on same screen	not available	installed
- Graph historical results with current results for trend analysis	not available	installed
Physician can electronically sign reports to confirm review     Physician can compose and send secure electronic messages to nations	100% not available	installed not available
Physician can compose and send secure electronic messages to patients     User-defined rule-based system and alerts in physician's office module	not available	not avaliable installed
Electronic transfer of data to another physician's office	not available	installed
- E-mail/encrypted e-mail	<del>-</del>	installed/not available
- Web reference or pointer to Web site	_	installed
- Fax	_	installed
Physician's office orders supplies from host lab	not available	available in June 2008
- Specimen pickup or courier requests to host lab	not available	available in June 2008
Financial     Billing, collections, accounts receivable	not available	installed
	100%/not available	installed/installed
Electronic claims transfer/interfaces to billing systems     Electronic medical record interface	100%	installed
Electronic claims transfer/interfaces to billing systems     Electronic medical record interface     Interfaces to physician's office lab instruments	100% not available	not available
Electronic claims transfer/interfaces to billing systems     Electronic medical record interface	100%	
- Electronic claims transfer/interfaces to billing systems  • Electronic medical record interface  • Interfaces to physician's office lab instruments  • Entry of physician's office lab results with edit checks	100% not available 100%	not available not available
- Electronic claims transfer/interfaces to billing systems  - Electronic medical record interface  - Interfaces to physician's office lab instruments  - Entry of physician's office lab results with edit checks  System cost: one-time or initial charges/monthly or subscription fees	100% not available 100% \$3.75k-\$6k/—	not available not available \$15k-\$150k/ \$1.5-\$5k
- Electronic claims transfer/interfaces to billing systems  • Electronic medical record interface  • Interfaces to physician's office lab instruments  • Entry of physician's office lab results with edit checks	100% not available 100%	not available not available
- Electronic claims transfer/interfaces to billing systems  • Electronic medical record interface  • Interfaces to physician's office lab instruments  • Entry of physician's office lab results with edit checks  System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added	100% not available 100% \$3.75k-\$6k/— no increase	not available not available \$15k-\$150k/ \$1.5-\$5k no increase
- Electronic claims transfer/interfaces to billing systems  - Electronic medical record interface - Interfaces to physician's office lab instruments - Entry of physician's office lab results with edit checks  System cost: one-time or initial charges/monthly or subscription fees - Basis for increasing fees as physician's offices are added	100% not available 100% \$3.75k-\$6k/— no increase if order entry is added to result transmission or vice versa or if	not available not available \$15k-\$150k/ \$1.5-\$5k no increase
- Electronic claims transfer/interfaces to billing systems  • Electronic medical record interface  • Interfaces to physician's office lab instruments  • Entry of physician's office lab results with edit checks  System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services  System priced on a cost-per-transaction basis?	100% not available 100%  \$3.75k-\$6k/— no increase if order entry is added to result transmission or vice versa or if special billing functions are added no	not available not available  \$15k-\$150k/\$1.5-\$5k no increase no increase
- Electronic claims transfer/interfaces to billing systems  - Electronic medical record interface - Interfaces to physician's office lab instruments - Entry of physician's office lab results with edit checks  System cost: one-time or initial charges/monthly or subscription fees - Basis for increasing fees as physician's offices are added - Situations where fees increase with additional services	100% not available 100% \$3.75k-\$6k/— no increase if order entry is added to result transmission or vice versa or if special billing functions are added no • special architecture gives physicians access to results from any Web-	not available not available  \$15k-\$150k/\$1.5-\$5k no increase no increase no • robust rules, logic, and user preferences to simplify patient registra-
- Electronic claims transfer/interfaces to billing systems  • Electronic medical record interface  • Interfaces to physician's office lab instruments  • Entry of physician's office lab results with edit checks  System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services  System priced on a cost-per-transaction basis?	100% not available 100%  \$3.75k-\$6k/— no increase if order entry is added to result transmission or vice versa or if special billing functions are added no  • special architecture gives physicians access to results from any Web- enabled location using secure log-on	not available not available  \$15k-\$150k/\$1.5-\$5k no increase no increase  no  • robust rules, logic, and user preferences to simplify patient registration, order entry, compliance, and specimen processing
- Electronic claims transfer/interfaces to billing systems  • Electronic medical record interface  • Interfaces to physician's office lab instruments  • Entry of physician's office lab results with edit checks  System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services  System priced on a cost-per-transaction basis?  Distinguishing product features (supplied by vendor)	100% not available 100% \$3.75k-\$6k/— no increase if order entry is added to result transmission or vice versa or if special billing functions are added no • special architecture gives physicians access to results from any Web-	not available not available  \$15k-\$150k/\$1.5-\$5k no increase no increase no  • robust rules, logic, and user preferences to simplify patient registration, order entry, compliance, and specimen processing • physician practice specific; customizable dashboard views for quick
- Electronic claims transfer/interfaces to billing systems  • Electronic medical record interface  • Interfaces to physician's office lab instruments  • Entry of physician's office lab results with edit checks  System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services  System priced on a cost-per-transaction basis?  Distinguishing product features (supplied by vendor)  *no other modules installed by vendor in institution	100% not available 100%  \$3.75k-\$6k/— no increase if order entry is added to result transmission or vice versa or if special billing functions are added no  • special architecture gives physicians access to results from any Web- enabled location using secure log-on • digital document/PDF results generation ideal for EMR/EHR/practice	not available not available  \$15k-\$150k/\$1.5-\$5k no increase no increase  no  • robust rules, logic, and user preferences to simplify patient registration, order entry, compliance, and specimen processing
- Electronic claims transfer/interfaces to billing systems  • Electronic medical record interface  • Interfaces to physician's office lab instruments  • Entry of physician's office lab results with edit checks  System cost: one-time or initial charges/monthly or subscription fees  • Basis for increasing fees as physician's offices are added  • Situations where fees increase with additional services  System priced on a cost-per-transaction basis?  Distinguishing product features (supplied by vendor)	100% not available 100%  \$3.75k-\$6k/— no increase if order entry is added to result transmission or vice versa or if special billing functions are added no  • special architecture gives physicians access to results from any Web- enabled location using secure log-on • digital document/PDF results generation ideal for EMR/EHR/practice management digital storage	not available not available  \$15k-\$150k/\$1.5-\$5k no increase no increase no  • robust rules, logic, and user preferences to simplify patient registration, order entry, compliance, and specimen processing • physician practice specific; customizable dashboard views for quick results query

Part 11 of 11	Sunquest Information Systems Sylvia Rothrock sylvia.rothrock@sunquestinfo.com 250 S. Williams Blvd.	Telcor Mitch Fry mitch.fry@telcor.com 1560 S. 70th St.
See accompanying article on page 70	Tucson, AZ 85711 520-570-2000 www.sunquestinfo.com	<b>Lincoln, NE 68506</b> <b>402-489-1207</b> www.telcor.com
Name of laboratory-provider links (LPL) software/system	Sunquest Encompass	Quick-Req/Quick-Results
First ever/most recent installation of LPL software (based on Feb. 2008 survey deadline) No. of host or central labs using software clinically • No. of host labs that electronically transfer orders from physician's office to LIS No. of satellite locations installed/non-U.S. host installations (In what countries?) No. of contracts for host labs signed in calendar year 2007 Percentage of installations that have stand-alone LPL systems* Staff to develop-install & support-other** in entire firm/in LPL software division National commercial labs that use LPL software	2000/January 2008 21 — —/0 — 0 410-270-80/230-250-80 none	2002/December 2007 15 8 1,326/0 5 100% 15-16-24/ 8-9-4 none
Average time to install, build files, train office staff in a typical physician's office	16 weeks	1.5 hours
LIS, HIS, other interfaces (other than company's own products) Software modifications or modules required on host LIS to interface? POPMS*** used to transfer patient demographics and billing info. to LPL system		Misys, Siemens, Novius, Aspyra, Meditech, Cerner, McKesson, others yes (must purchase host interface capability from host) DigiChart, Gamewood, eClinicalWorks, Practice Partners, Advantx, MediSoft, Athena, CPSI, others
How demographics and billing information are transferred from POPMS at physician's office or clinic to LPL system  External software tools or vendors used to transfer data from POPMS to LPL system	one-time flat-file download via an automated script that periodi- cally picks up data from flat file or through a real-time demographic interface through a third-party vendor Hilgraeve	one-time batch download/file transfer, daily update of demographics, more frequent automatic update of all demographics that have changed, POLL provides patient ID to POPMS and POPMS replies in real time none (Telcor performs service)
Test directory stored on physician's office system? How results are returned to physician's office Data interface standards supported System supports LOINC for identifying lab result database elements?	yes individually segmented fields HL7 2.x yes	yes block of text, PDF, individually segmented fields HL7 2.x, HL7 3.0, ANSI X12, XML, custom when required no
System architecture or functionality	standard Web browser (Internet Explorer)	thick client, PC, whether or not connected to lab host; thin proprietary
Patient order and result database maintained on local PC? • Software displays results and allows orders to be entered in an offline mode? Online connections between physician's office and central or host system	no — VPN, public Internet connection	client and standard Web browser (Internet Explorer) to view results yes yes VPN, public Internet connection
Complete ASP solution for LPL software?/method of charging for ASP solution	no/—	yes/fixed monthly fee
Features (listed as a percentage of live installs or based on availability)  • Order entry		
<ul> <li>Medicare compliance checking using carrier-specific rules</li> <li>Advanced beneficiary notice printed if medical necessity criteria not met</li> <li>Local medical review policies can be viewed</li> <li>Automatic routing of an order to different labs according to payer rules</li> <li>Printing of lab's requisitions</li> <li>Printing of requisitions for other lab providers</li> <li>Duplicate order checking</li> <li>Physician office-specific panels</li> <li>Electronic order entry (from physician's office to host)</li> <li>Transfer of patient demographics or insurance</li> <li>Automatic handling of scheduled or standing orders</li> <li>Automatic routing of orders to hospital or commercial labs depending on payer rules</li> <li>Bar-code collection label printing</li> <li>Two-dimensional bar code on printed requisition</li> <li>Software adapted for use in phlebotomy or collection stations</li> <li>Result receipt</li> <li>Stored as a block of text</li> <li>All items (result, reference range, units) stored as individual data elements</li> <li>Automatic parsing of report pages to extract results</li> <li>Inquiry mode that allows physician's office to check status of specimens with host</li> <li>Reporting</li> <li>In exact format received from host lab</li> </ul>	5% 100% 80% 0 100% 5% not available installed  5% installed not available 100% not available installed  0 100% 0 100% 0	installed
- Cumulative - Integration of host and physician's office lab results - Display of new results for patient and/or clinic - Remote access available to on-call physicians - Unattended printing of reports - Display current report with historical data on same screen - Graph historical results with current results for trend analysis - Physician can electronically sign reports to confirm review - Physician can compose and send secure electronic messages to patients - User-defined rule-based system and alerts in physician's office module - Electronic transfer of data to another physician's office - E-mail/encrypted e-mail - Web reference or pointer to Web site - Fax - Physician's office orders supplies from host lab - Specimen pickup or courier requests to host lab - Financial - Billing, collections, accounts receivable - Electronic claims transfer/interfaces to billing systems - Electronic medical record interface - Interfaces to physician's office lab instruments - Entry of physician's office lab results with edit checks  System cost: one-time or initial charges/monthly or subscription fees	installed not available 100% 100% 0 100% not available 100% not available	installed installed installed installed installed installed installed installed installed not available not available installed
Basis for increasing fees as physician's offices are added     Situations where fees increase with additional services  System priced on a cost-per-transaction basis?	based on No. of physicians of record if order entry is added to result transmission or vice versa no	based on No. of workstations if order entry is added to result transmission or vice versa, special billing functions are added, others no
Distinguishing product features (supplied by vendor)  *no other modules installed by vendor in institution  **other=sales, marketing, administration, other company functions  ***POPMS=physician office practice management systems	<ul> <li>learning logic and action centers specific to provider</li> <li>provider can have a longitudinal view of patient's lab work from a hospital stay or an office visit</li> <li>office-generated labels are instrument ready</li> </ul>	integration with Telcor billing information system improves overall efficiency and profitability     uses Internet for data transport with Quick-Req entry at office     uses new technology, Microsoft .Net, SQL server