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Physician office-laboratory links software

Bill Blair sales@aspyra.com 26115-A Mureau Rd. Calabasas, CA 91302-3128 800-437-9000 www.aspyra.com See accompanying article on page 34 Name of POLL software/system CyberLab WebGateway 2002/2006 First ever/most recent installation of POLL software or system No. of host or central labs using software clinically No. of host labs that electronically transfer orders from PO* to LIS 10 No. of satellite locations installed/non-U.S. host installations 720/2 No. of contracts for host labs signed in calendar year 2006 Staff to develop-install & support host lab-install & support PO-other** in 30-45-5-45/5-30-5-20 entire firm/in POLL software division National commercial labs that use POLL package Average time to install, build files, train office staff in a typical PO 6-8 hours LIS, HIS, other interfaces (other than for company's own products) Siemens, CPSI, CareScience, VitalWorks, Misys, McKesson, Allscripts, Atlas, others Software modifications or modules required on host LIS to interface? not applicable POPMS*** used to transfer patient demographics or billing info. to POLL system Allscripts, Medical Manager, Health Options, Clinscan, others POLL provides patient ID to POPMS and POPMS replies in real-How demographics or billing information is transferred from POPMS at PO or clinic time, updates coincide with updates occurring on Aspyra LIS External software tools or vendors used to transfer data from POPMS to POLL system none required Test directory stored on PO system? How results are returned to PO individually segmented fields ASTM 1238, HL7 2.x, XML, custom when required Data interface standards supported System supports LOINC for identifying lab result database elements? System architecture or functionality thick client, PC, while connected to lab host, standard Web browser (Internet Explorer) 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 PO and central or host system VPN, public Internet connection (dial-up or DSL/cable modem) Complete ASP solution for POLL software?/Method of charging for ASP service no/__ Features (listed as a percentage of live installs or whether or not it's available) Order entry - Medicare compliance checking using carrier-specific rules 35% - Advanced beneficiary notice printed if medical necessity criteria not met - Local medical review policies can be viewed available but not installed - Automatic routing of an order to different labs according to payer rules 50% - Printing of lab's requisitions available in 2007 - Printing of requisitions for other lab providers available in 2007 - Duplicate order checking 100% - Physician office-specific panels 100% Electronic order entry (from PO to host) 35% - Transfer of patient demographics or insurance 35% - Automatic handling of scheduled or standing orders 35% - Automatic routing of orders to hospital or commercial labs depending on payer rules 35% Bar-code collection label printing 100% Two-dimensional bar code on printed requisition 100% Software adapted for use in phlebotomy or collection stations 100% Result receipt 100% - All items (result, reference range, units) stored as individual data elements 100% - Automatic parsing of report pages to extract results 100% - Inquiry mode that allows PO to check status of specimens with host 100% Reporting - In exact format received from host lab 100% 100% - Integration of host and PO lab results 100% - Display of new results for patient and/or clinic 100% - Remote access available to on-call physicians 100% - Unattended printing of reports 100% - Display current report with historical data on same screen 100% - Graph historical results with current results for trend analysis 100% Physician can electronically sign reports to confirm review 100% Physician can compose and send secure electronic messages to patients not available not available User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO 100% - E-mail/encrypted e-mail 5%/not available - Web reference or pointer to Web site not available - Fax not available PO orders supplies from host lab - Specimen pickup or courier requests to host lab Financial - Billing, collections, accounts receivable not available

System cost: one-time or initial charges System cost: monthly or subscription fees . Basis for increasing fees as POs are added

Entry of PO lab results with edit checks

Electronic medical record interface

• Interfaces to PO lab instruments

 Situations where fees increase with additional services System priced on a cost-per-transaction basis?

- Electronic claims transfer/interfaces to billing systems

Distinguishing product features (supplied by vendor)

*PO=physician's office **other=sales, marketing, administration, other company functions ***POPMS=physician office practice managment systems

native browser-based technology

based on No. of physicians of record

not available/100%

100%

100%

not available

no increase

· cost-effective outreach solution

• physicians review list feature allowing providers tools to manage viewing of newly posted results only

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

Survey editors: Raymond Aller, MD, and Hal Weiner

Physician office-laboratory links software

EN THYSICIAN	office laboratory mins	50,000
	Atlas Medical Software	Atlas Medical Software
Part 2 of 11	Lois Coburn sales@atlasdev.com	Lois Coburn sales@atlasdev.com
	26679 W. Agoura Rd., Ste. 200 Calabasas, CA 91302	26679 W. Agoura Rd., Ste. 200 Calabasas, CA 91302
Can accompanying outiels an usus 24	818-340-7080 www.atlasmedical.com	818-340-7080 www.atlasmedical.com
See accompanying article on page 34		
Name of POLL software/system	Atlas LabWorks	Atlas LabWorks–Thick Client
First ever/most recent installation of POLL software or system	1995/March 2007	1995/March 2007
No. of host or central labs using software clinically	90+ [†]	90+†
No. of host labs that electronically transfer orders from PO* to LIS	75+†	75+†
No. of satellite locations installed/non-U.S. host installations No. of contracts for host labs signed in calendar year 2006	4,900+†/0†	4,900+†/0†
Staff to develop-install & support host lab-install & support P0-other** in	60–53 (for host lab and P0)–23/48–43 (for host lab and P0)–19	60-53 (for host lab and P0)-23/48-43 (for host lab and P0)-19
entire firm/in POLL software division		
National commercial labs that use POLL package Average time to install, build files, train office staff in a typical PO	integrated regional labs, Mayo Medical Labs 1–2 hours	integrated regional labs, Mayo Medical Labs 1–2 hours
Average time to install, build mes, trail office stall in a typical FO	1-2 110015	1-2 Hours
LIS, HIS, other interfaces (other than for company's own products)	Misys, Cerner, Meditech, Impac, IDX, Siemens, McKesson,	Misys, Cerner, Meditech, Impac, IDX, Siemens, McKesson,
Software modifications or modules required on host LIS to interface?	Seacoast, Aspyra, others yes (for HL7 orders and results)	Seacoast, Aspyra, others yes (for HL7 orders and results)
POPMS*** used to transfer patient demographics or billing info. to POLL system	Medical Manager, VitalWorks, Clinscan, Meditech, Vision,	Medical Manager, VitalWorks, Clinscan, Meditech, Vision,
	Reynolds and Reynolds, NextGen, MediSoft, Misys, others	Reynolds and Reynolds, NextGen, MediSoft, Misys, others
How demographics or billing information is transferred from POPMS at PO or clinic	one-time batch download/file transfer, more frequent update of	one-time batch download/file transfer, more frequent update of
to POLL system	all demographics that have changed, POLL provides patient ID to POPMS and POPMS replies in real-time, others	all demographics that have changed, POLL provides patient ID POPMS and POPMS replies in real-time, others
External software tools or vendors used to transfer data from POPMS to POLL system	proprietary tool set for communication and data transfer, Ellkay,	proprietary tool set for communication and data transfer, Ellka
	Boston Workstation	Boston Workstation
Test directory stored on PO system?	no	no
How results are returned to PO	block of text, PDF, individually segmented fields	block of text, PDF, individually segmented fields
Data interface standards supported	ASTM 1238, HL7 2.x, XML, custom when required	ASTM 1238, HL7 2.x, XML, custom when required
System supports LOINC for identifying lab result database elements?	yes	yes
System architecture or functionality	standard Web browser (Internet Explorer)	thick client, PC, while not connected to lab host
Patient order and result database maintained on local PC?	no	yes
Software displays results and allows orders to be entered in an offline mode? Online connections between BO and control or best system.	NO	yes
Online connections between PO and central or host system	leased line, VPN, public Internet connection (DSL/cable modem required)	no online connection
Complete ASP solution for POLL software?/Method of charging for ASP service	yes/transaction based, site based monthly, other models	yes/transaction based, site based monthly, other models
Complete ASP solution for POLL software?/method of charging for ASP service	yes/transaction based, site based monuny, other models	yes/transaction based, site based monthly, other models
Features (listed as a percentage of live installs or whether or not it's available)		
Order entry Medicare compliance checking using carrier-specific rules	98%†	98%†
- Advanced beneficiary notice printed if medical necessity criteria not met	98%†	98%†
- Local medical review policies can be viewed	98%†	98%†
 Automatic routing of an order to different labs according to payer rules Printing of lab's requisitions 	80%† 98%†	80%† 98%†
- Printing of requisitions for other lab providers	80%†	80%†
- Duplicate order checking	98%†	98%†
- Physician office-specific panels	80%†	80%†
Electronic order entry (from P0 to host) Transfer of patient demographics or insurance	98%† 98%†	98%† 98%†
- Automatic handling of scheduled or standing orders	98% [†]	98%†
- Automatic routing of orders to hospital or commercial labs depending on payer rules	80%†	80%†
Bar-code collection label printing Two-dimensional bar code on printed requisition	98%† 10%†	98%† 10%†
Software adapted for use in phlebotomy or collection stations	80%†	80%†
Result receipt		
- Stored as a block of text	98%†	98%†
- All items (result, reference range, units) stored as individual data elements - Automatic parsing of report pages to extract results	98%† 5%†	98%† 5%†
- Inquiry mode that allows PO to check status of specimens with host	80% [†]	80% [†]
• Reporting		
- In exact format received from host lab - Cumulative	50%† 90%†	50%† 90%†
- Integration of host and PO lab results	10%†	10%†
- Display of new results for patient and/or clinic	98%†	98%†
- Remote access available to on-call physicians	98%†	98%†
Unattended printing of reports Display current report with historical data on same screen	95%† 98%†	95%† 98%†
- Graph historical results with current results for trend analysis	98%†	98%†
Physician can electronically sign reports to confirm review	80%†	80%†
Physician can compose and send secure electronic messages to patients User-defined rule-based system and electronic messages to patients	6%†	6%† 20%±†
User-defined rule-based system and alerts in P0 module Electronic transfer of data to another P0	20% [†] 5% [†]	20%† 5%†
- E-mail/encrypted e-mail	available but not installed†/available but not installed†	available but not installed†/available but not installed†
- Web reference or pointer to Web site	50%†	50% [†]
 Fax PO orders supplies from host lab 	5%† 40%†	5%† 40%†
- Specimen pickup or courier requests to host lab	installed [†]	installed†
• Financial		
- Billing, collections, accounts receivable	not available†	not available†
Electronic claims transfer/interfaces to billing systems Electronic medical record interface	not available†/35%† 50%†	not available†/35%† 50%†
• Interfaces to PO lab instruments	2%†	2%†
Entry of PO lab results with edit checks	2% [†]	2% [†]
	_	_
System cost: one-time or initial charges	_	
System cost: monthly or subscription fees		tiered transaction, site-based capital and site-based/user-base
•	tiered transaction, site-based capital and site-based/user-based	The state of the s
System cost: monthly or subscription fees • Basis for increasing fees as POs are added	monthly models, hybrids	monthly models, hybrids
System cost: monthly or subscription fees • Basis for increasing fees as POs are added • Situations where fees increase with additional services		monthly models, hybrids
System cost: monthly or subscription fees • Basis for increasing fees as POs are added	monthly models, hybrids tiered transaction, site-based capital and site-based/user-based	monthly models, hybrids tiered transaction, site-based capital and site-based/user-base
System cost: monthly or subscription fees • Basis for increasing fees as POs are added • Situations where fees increase with additional services System priced on a cost-per-transaction basis? Distinguishing product features (supplied by vendor)	monthly models, hybrids tiered transaction, site-based capital and site-based/user-based monthly models, hybrids yes • proven to support electronic delivery of more than 80% of a	monthly models, hybrids tiered transaction, site-based capital and site-based/user-base monthly models, hybrids
System cost: monthly or subscription fees • Basis for increasing fees as POs are added • Situations where fees increase with additional services System priced on a cost-per-transaction basis? Distinguishing product features (supplied by vendor) *PO=physician's office	monthly models, hybrids tiered transaction, site-based capital and site-based/user-based monthly models, hybrids yes • proven to support electronic delivery of more than 80% of a high-volume lab's outreach test ordering	monthly models, hybrids tiered transaction, site-based capital and site-based/user-base monthly models, hybrids yes • proven to support electronic delivery of more than 80% of a high-volume lab's outreach test ordering
System cost: monthly or subscription fees • Basis for increasing fees as POs are added • Situations where fees increase with additional services System priced on a cost-per-transaction basis? Distinguishing product features (supplied by vendor)	monthly models, hybrids tiered transaction, site-based capital and site-based/user-based monthly models, hybrids yes • proven to support electronic delivery of more than 80% of a	monthly models, hybrids tiered transaction, site-based capital and site-based/user-base monthly models, hybrids yes • proven to support electronic delivery of more than 80% of a

Physician office-laboratory links software

3	Physician	office-laboratory links	software
		CareEvolve	Cerner Corp.
Y	Part 3 of 11	Brian T. Jones bjones@careevolve.com	Jeff Sluder jeff.sluder@cerner.com
1		481B Edward Ross Drive	2800 Rockcreek Parkway
L		Elmwood Park, NJ 07407 888-322-5222 www.careevolve.com	Kansas City, MO 64117 816-221-1024 www.cerner.com
Н	See accompanying article on page 34		
_'	Name of POLL software/system	LabEvolve	Cerner Millennium ePathLink
	First ever/most recent installation of POLL software or system No. of host or central labs using software clinically	1999/March 2007	1997/January 2007 14
	No. of host labs that electronically transfer orders from PO* to LIS	41 33	-
	No. of satellite locations installed/non-U.S. host installations	3,500+/0	_
	No. of contracts for host labs signed in calendar year 2006 Staff to develop–install & support host lab–install & support P0–other** in	15 30-8-30-1,100/5-4-2-4	9 7,040 total/4-2-2-1
Ι`	entire firm/in POLL software division	30-0-30-1,100/3-4-2-4	1,040 total/4-2-2-1
1	National commercial labs that use POLL package	BioReference Laboratories, Renal Advantage, Christus	none
/	Average time to install, build files, train office staff in a typical PO	Healthcare, Catholic Healthcare West, others <1 hour	16 hours
ı	.IS, HIS, other interfaces (other than for company's own products)	Cerner, Meditech, Misys, SCC Soft Computer, McKesson, CoPath,	_
١,	Software modifications or modules required on host LIS to interface?	GE, Siemens, Epic, CPSI, Tamtron, Psyche, others yes (LISs require an HL7 export module, others)	yes (host LIS mapping of registration fields, procedures, result values)
	POPMS*** used to transfer patient demographics or billing info. to POLL system	Allscripts, A4 Health Systems, Advanced Data Systems,	— — — — — — — — — — — — — — — — — — —
١.	low demographics or billing information is transferred from POPMS at PO or clinic	Alltel/Medical Data, MicroMed, Datamedic, Medic, others one-time batch download/file transfer, daily update of demograph-	daily update of demographics, more frequent update of all
Ι'	to POLL system	ics, more frequent update of all demographics that have changed,	demographics that have changed, POLL provides patient ID to
١.		POLL provides patient ID to POPMS and POPMS replies in real-time	POPMS and POPMS replies in real-time
Ľ	External software tools or vendors used to transfer data from POPMS to POLL system	Hilgraeve, Interfaceware, Ellkay	Hilgraeve
	Fest directory stored on PO system?	no	no
	low results are returned to PO	PDF, individually segmented fields	block of text, PDF, individually segmented fields
	Data interface standards supported System supports LOINC for identifying lab result database elements?	HL7 2.x, XML, custom when required yes	HL7 2.x no
H			
	System architecture or functionality Patient order and result database maintained on local PC?	standard Web browser (Internet Explorer) no	all standard Web browsers no
	• Software displays results and allows orders to be entered in an offline mode?	_	no
١	Online connections between PO and central or host system	VPN, public Internet connection (dial-up or DSL/cable modem)	dial-up modem to private phone No., VPN, public Internet
L			connection (dial-up or DSL/cable modem)
L	Complete ASP solution for POLL software?/Method of charging for ASP service	yes/per physician per month	yes/—
П	Features (listed as a percentage of live installs or whether or not it's available)		
۱ ٔ	• Order entry - Medicare compliance checking using carrier-specific rules	000/	25%
	- Advanced beneficiary notice printed if medical necessity criteria not met	90% 90%	25%
	- Local medical review policies can be viewed	90%	not available
	 Automatic routing of an order to different labs according to payer rules Printing of lab's requisitions 	25% 90%	not available 100%
	- Printing of requisitions for other lab providers	25%	not available
	- Duplicate order checking	90%	75%
Ι,	- Physician office-specific panels • Electronic order entry (from PO to host)	90%	100% 50%
	- Transfer of patient demographics or insurance	75%	-
	- Automatic handling of scheduled or standing orders	75%	installed
١,	- Automatic routing of orders to hospital or commercial labs depending on payer rules • Bar-code collection label printing	25% 75%	not available 100%
١	Two-dimensional bar code on printed requisition	50%	_
	 Software adapted for use in phlebotomy or collection stations Result receipt 	50%	installed
`	- Stored as a block of text	available but not installed	30%
	- All items (result, reference range, units) stored as individual data elements	100%	70%
	- Automatic parsing of report pages to extract results - Inquiry mode that allows PO to check status of specimens with host	available but not installed 0	
	Preporting		,.
	- In exact format received from host lab	100%	— installed
	- Cumulative - Integration of host and PO lab results	100% 0	installed not available
	- Display of new results for patient and/or clinic	100%	installed
	- Remote access available to on-call physicians	100%	100%
	- Unattended printing of reports - Display current report with historical data on same screen	75% 25%	not available installed
	- Graph historical results with current results for trend analysis	100%	installed
	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 installed
	• Prhysician can compose and send sectore electronic messages to patients • User-defined rule-based system and alerts in PO module	100%	installed
	Electronic transfer of data to another PO	100%	instelled finatells d
	- E-mail/encrypted e-mail - Web reference or pointer to Web site	not available/not available 100%	installed/installed not available
	- Fax	not available	not available
,	PO orders supplies from host lab	10%	not available
,	- Specimen pickup or courier requests to host lab • Financial	5%	not available
	- Billing, collections, accounts receivable	not available	installed
	- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface	not available/10% 90%	not available/installed 100%
	• Interfaces to PO lab instruments	available but not installed	2%
	Entry of PO lab results with edit checks	available in December 2007	not available
[System cost: one-time or initial charges	\$50k-\$150k	_
9	System cost: monthly or subscription fees	\$1.25k-\$7k	_
	• Basis for increasing fees as POs are added • Situations where fees increase with additional services	based on No. of physicians of record if order entry is added to result transmission or vice versa	_
	System priced on a cost-per-transaction basis?	no	_
,	Distinguishing product features (supplied by vendor)	owned by a medical laboratory and covered entity	over 25 years in the LIS industry with proven scalability and
'	roungaloning product icatales (supplied by vellad)	owned by a medical laboratory and covered entity user-friendly system—little training required	over 25 years in the LIS industry with proven scalability and performance
,	PO=physician's office	built on 100% Microsoft components and tools	continued innovations in LIS, including genomics, patented
	ro=pnysician's office *other=sales, marketing, administration, other company functions		synoptic reporting comprehensive, integrated single system for all lab departments
	***POPMS=physician office practice managment systems		
Tab	ulation does not represent an endorsement by the College of American Pathologists		

Physician office-laboratory links software

STENS	Pnysician	office-laboratory links	software
W. Alle		eTeleNext	4medica
Part 4 of 11		Joseph Nollar sales@etelenext.com	Rebecca Larkins rebecca@4medica.com
		28570 Marguerite Parkway	100 Corporate Pointe, Ste. 200
		Mission Viejo, CA 92692 949-365-0952 www.etelenext.com	Culver City, CA 90230 310-348-4100 www.4medica.com
See accompanying article			
Name of POLL software/s	ystem	eTeleNext	4medica Laboratory Suite
1	stallation of POLL software or system	1998/October 2006	1998/March 2007
1	s using software clinically ectronically transfer orders from PO* to LIS	30 21	100+ 77
	installed/non-U.S. host installations	375+/0	14,500+/0
1	labs signed in calendar year 2006	3	— 22 22 12 E/22 22 12 E
entire firm/in POLL soft	support host lab–install & support P0–other** in ware division	6-4-0-5/6-4-0-5	23–32–13–5/23–32–13–5
National commercial labs		-	Duke University Health System, Quest Diagnostics, LabCorp
Average time to install, b	uild files, train office staff in a typical PO	1 hour	<1 hour
LIS, HIS, other interfaces	(other than for company's own products)	Cortex, GE, Misys, Meditech, Cerner	Misys, Cerner, Cortex, Impac, Meditech, SCC Soft Computer, Hex,
Software modifications o	r modules required on host LIS to interface?	no	McKesson, Tamtron, Triple G, others yes (HL7)
	patient demographics or billing info. to POLL system	Medical Manager, MediSoft	Medical Manager, Logician, A4, Acermed, Medic, Centricity,
How demographics or billing	ng information is transferred from POPMS at PO or clinic	one-time batch download/file transfer, daily update of	Lytec, HealthPro, Allscripts, GE Millbrook, Practice Point, others one-time batch download/file transfer, daily update of demograph-
to POLL system	ig information to dansion ou from For the det For Granic	demographics, more frequent update of all demographics that	ics, more frequent update of all demographics that have changed,
Futowal authorize to also an	wanders would be transfer data from DODMC to DOLL contains	have changed, others	POLL provides patient ID to POPMS and POPMS replies in real-time
External software tools or	vendors used to transfer data from POPMS to POLL system	eTeleNext CMQ, BizTalk, Hilgraeve	4medica Practice Solutions Division products, Hilgraeve
Test directory stored on PC	-	no	no
How results are returned Data interface standards		block of text, PDF, individually segmented fields HL7 2.x, HL7 3.0, XML, custom when required	block of text, PDF, individually segmented fields HL7 2.x, HL7 3.0, XML, custom when required
1	supported or identifying lab result database elements?	yes	yes
		<u> </u>	·
System architecture or fu	inctionality	thin proprietary client, standard Web browser (Internet Explorer)	standard Web browser (Internet Explorer 5.5 with SP2, Internet Explorer 6.0, and Internet Explorer 7.0)
	latabase maintained on local PC? Its and allows orders to be entered in an offline mode?	<u>no</u>	no no
	een PO and central or host system	dial-up modem to private phone No., VPN, public Internet	no public Internet connection (dial-up or DSL/cable modem)
		connection (dial-up sufficient)	
Complete ASP solution fo	r POLL software?/Method of charging for ASP service	yes/fixed monthly fee	yes/transaction based
Features (listed as a pero	entage of live installs or whether or not it's available)		
Order entry	· ·		
	checking using carrier-specific rules notice printed if medical necessity criteria not met	80% 80%	100% 100%
- Local medical review	· · · · · · · · · · · · · · · · · · ·	80%	100%
1	an order to different labs according to payer rules	80%	100%
- Printing of lab's requi		90%	100%
- Printing of requisition - Duplicate order check	s for other lab providers ina	80% 85%	80% 100%
- Physician office-spec	-	90%	100%
Electronic order entry (•	80%	98%
•	mographics or insurance	80%	75%
_	f scheduled or standing orders rders to hospital or commercial labs depending on payer rules	80% 80%	70% 60%
Bar-code collection lab		90%	90%
	ode on printed requisition	90%	25%
Software adapted for use Result receipt	se in phlebotomy or collection stations	80%	65%
- Stored as a block of to	ext	100%	20%
	ence range, units) stored as individual data elements	100%	85% (some clients send PDF and HL7)
	report pages to extract results ws PO to check status of specimens with host	90% 90%	100% 100%
Reporting	•		,
- In exact format receiv	ed from host lab	100%	95% 85% (some clients send PDE and HL7)
- Cumulative - Integration of host an	d PO lab results	90% 75%	85% (some clients send PDF and HL7) 20%
_	s for patient and/or clinic	100%	100%
- Remote access availa	ble to on-call physicians	100%	100%
- Unattended printing o	-	100%	100%
	with historical data on same screen ts with current results for trend analysis	100% 100%	100% 100%
· ·	cally sign reports to confirm review	75%	100%
Physician can compose	and send secure electronic messages to patients	75%	available but not installed
User-defined rule-base Electronic transfer of d	d system and alerts in PO module	100% 100%	70% 100% (secure forwarding functionality)
- E-mail/encrypted e-m		available but not installed/25%	not available/available but not installed
- Web reference or poir	ter to Web site	100%	available but not installed
FaxP0 orders supplies from	n host lab	50% 20%	available but not installed 10%
- Specimen pickup or c	ourier requests to host lab	available but not installed	100%
Financial Rilling collections as	ecounte receivable	not available	available but not installed
- Billing, collections, ac - Electronic claims tran	counts receivable sfer/interfaces to billing systems	not available/25%	available but not installed available but not installed/65%
Electronic medical reco	ord interface	25%	45%
 Interfaces to P0 lab ins Entry of P0 lab results 		35% 100%	available but not installed installed
System cost: one-time or System cost: monthly or	•	\$30k-\$60k \$2k-\$15k	variable variable
Basis for increasing fee	es as POs are added	no increase—flat fee per host lab	transaction charges only; no user fees
	crease with additional services	if order entry is added to result transmission or vice versa	no increase
System priced on a cost-p	rei-u alisaguvii Dasis?	no	yes
Distinguishing product fe	atures (supplied by vendor)	product branded for the client integrated with a ToleNovt LIC	ASP platform provides practice- and lab-focused Web-based technology for positive practice and lab-focused web-based
		integrated with eTeleNext LIS ASP or lab hosted	technology for easily creating test orders, viewing test results, and reporting with advanced functionality that is easy to use and deploy
*P0=physician's office	Intelledian allow anny for -V		• comprehensive practice solutions to support integration with
other=sales, marketing, adm *POPMS=physician office pra	inistration, other company functions actice managment systems		practice-based systems
	endorsement by the College of American Pathologists		

Physician office-laboratory links software

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See accompanying article on page 34	408-830-8083 www.impac.com	906-228-2870 ext. 3437 www.klinitek.com
occ accompanying article on page 64		
Name of POLL software/system	IntelliLab Passport	Upcare eLab
First ever/most recent installation of POLL software or system	2001/March 2007	2004/newly released commercially
No. of host or central labs using software clinically	60	_
No. of host labs that electronically transfer orders from PO* to LIS	60	_
No. of satellite locations installed/non-U.S. host installations	120/0	40/0
No. of contracts for host labs signed in calendar year 2006	13	0
Staff to develop-install & support host lab-install & support PO-other** in	130-160-200-0/4-2-3-4	14-7-3-6/14-7-3-6
entire firm/in POLL software division	not applicable	Marguetta Canaval Hamital
National commercial labs that use POLL package Average time to install, build files, train office staff in a typical PO	not applicable 1 hour	Marquette General Hospital <1 hour
Average time to instan, bund mes, train office stan in a typical i o	i iloui	<1 Hour
LIS, HIS, other interfaces (other than for company's own products)	Siemens, IDX, NextGen, Medent, Infocure, Medical Manager	Cerner, McKesson
210, 110, out of interfaces (out of that for company of our products)	olomono, iezi, itoktaon, moaona, moaioa managor	ourist, mortecour
Software modifications or modules required on host LIS to interface?	no	no
POPMS*** used to transfer patient demographics or billing info. to POLL system	Impac, Siemens, Dairyland, IDX, NextGen, Medent, Infocure,	Misys, Centricity, NextGen, Impac, Lytec, A4, MediSoft, others
	Medical Manager, Allscripts	
How demographics or billing information is transferred from POPMS at PO or clinic	one-time batch download/file transfer, daily update of demograph-	one-time batch download/file transfer, daily update of demographics,
to POLL system	ics, more frequent update of all demographics that have changed	more frequent update of all demographics that have changed
External software tools or vendors used to transfer data from POPMS to POLL system	none	Hilgraeve
Test directory stored on PO system?	yes	no
How results are returned to PO	block of text, PDF	PDF, individually segmented fields
Data interface standards supported	HL7 2.x	ASTM 1238, HL7 2.x, ANSI X12, XML, CDA, custom when
a la lawar in the		required, embedded interface engine included
System supports LOINC for identifying lab result database elements?	no	yes
Out and the transfer of the tr	History DO	standard Water Co
System architecture or functionality	thick client, PC, while connected to lab host, modified Web	standard Web browser (Internet Explorer)
Delicate and a coult deleter a control of the contr	browser	
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 PO and central or best system.	dial un modem to private phone No. Issaed line MPN mutili-	logged line VDN mublic Intermet connection (DOI / - bl
Online connections between PO and central or host system	dial-up modem to private phone No., leased line, VPN, public	leased line, VPN, public Internet connection (DSL/cable modem,
	Internet connection (dial-up sufficient)	any network that supports TCP/IP, including wireless)
Complete ASP solution for POLL software?/Method of charging for ASP service	no/—	yes/fixed monthly fee
Complete ASF Solution for FOLL Software:/ Method of Charging for ASF Service	110/—	yes/naeu monuny ree
Features (listed as a percentage of live installs or whether or not it's available)		
Order entry		
- Medicare compliance checking using carrier-specific rules	100%	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	100%
- Local medical review policies can be viewed	100%	100%
- Automatic routing of an order to different labs according to payer rules	100%	available but not installed
- Printing of lab's requisitions	100%	100%
- Printing of requisitions for other lab providers	100%	available fourth quarter 2007
- Duplicate order checking	100%	100%
- Physician office-specific panels	100%	100%
Electronic order entry (from PO to host)	100%	100%
- Transfer of patient demographics or insurance	100%	100%
- Automatic handling of scheduled or standing orders	100%	available but not installed
- Automatic routing of orders to hospital or commercial labs depending on payer rules	100%	available but not installed
Bar-code collection label printing	100%	100%
Two-dimensional bar code on printed requisition	not available	not available
Software adapted for use in phlebotomy or collection stations	100%	not available
Result receipt		
- 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	not available	not available
- Inquiry mode that allows PO to check status of specimens with host	100%	100%
• Reporting		
- In exact format received from host lab	100%	not available
- Cumulative	100%	available but not installed
- Integration of host and PO lab results	100%	available but not installed
- 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%	available fourth quarter 2007
Display current report with historical data on same screen Graph historical results with current results for trend analysis	100% 100%	100% 100%
Physician can electronically sign reports to confirm review	not available	not available
Physician can compose and send secure electronic messages to patients	not available	not available
	not wranupio	available but not installed
	100%	MANIGORIO DEL TIOL HIGIGION
User-defined rule-based system and alerts in PO module	100% 100%	not available
 User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO 	100% 100% 100%/installed	
User-defined rule-based system and alerts in PO module	100%	not available
 User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail 	100% 100%/installed	not available not available/not available
 User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site 	100% 100%/installed 100%	not available not available/not available not available
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax	100% 100%/installed 100% 100%	not available not available/not available not available not available
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO orders supplies from host lab	100% 100%/installed 100% 100% not available	not available not available/not available not available not available 100%
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO orders supplies from host lab Specimen pickup or courier requests to host lab	100% 100%/installed 100% 100% not available not available	not available not available/not available not available not available 100% not available not available
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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	100% 100%/installed 100% 100% not available not available 100% 100%/100%	not available not available/not available not available not available 100% not available not available not available
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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	100% 100%/installed 100% 100% not available not available 100% 100%/100% 80%	not available not available/not available not available not available 100% not available not available not available available
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments	100% 100%/installed 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies)	not available not available/not available not available not available 100% not available not available not available not available not available/not available available but not installed not available
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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	100% 100%/installed 100% 100% not available not available 100% 100%/100% 80%	not available not available/not available not available not available 100% not available not available not available available
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks	100% 100%/installed 100% 100% 100% not available 100% 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100%	not available not available/not available not available not available 100% not available not available not available not available not available/not available available but not installed not available not available
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks System cost: one-time or initial charges	100% 100%/installed 100% 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100%	not available not available/not available not available not available 100% not available not available not available not available/not available available but not installed not available not available \$25k-\$35k
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees	100% 100%/installed 100% 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100% licensing fee per concurrent user not applicable	not available not available/not available not available not available 100% not available not available not available not available not available/not available available but not installed not available separate statement of the
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees Basis for increasing fees as POs are added	100% 100%/installed 100% 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100% licensing fee per concurrent user not applicable based on user licenses	not available not available/not available not available not available 100% not available not available not available not available to available but not installed not available not available svailable svailable not available not available not available not available
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees	100% 100%/installed 100% 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100% licensing fee per concurrent user not applicable	not available not available/not available not available not available 100% not available not available not available not available not available/not available available but not installed not available not available severalled not available not available not available inot available not available severalled not available inot available
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees Basis for increasing fees as POs are added Situations where fees increase with additional services	100% 100%/installed 100% 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100% licensing fee per concurrent user not applicable based on user licenses no increase	not available not available/not available not available not available 100% not available not available not available not available/not available available but not installed not available not available svailable not available not available inot available not available not available state
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees Basis for increasing fees as POs are added	100% 100%/installed 100% 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100% licensing fee per concurrent user not applicable based on user licenses	not available not available/not available not available not available 100% not available not available not available not available/not available available but not installed not available not available svailable not available not available inot available not available not available
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees Basis for increasing fees as POs are added Situations where fees increase with additional services System priced on a cost-per-transaction basis?	100% 100%/installed 100% 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100% licensing fee per concurrent user not applicable based on user licenses no increase no	not available not available/not available not available not available 100% not available not available not available not available/not available available but not installed not available not available separate
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees Basis for increasing fees as POs are added Situations where fees increase with additional services	100% 100%/installed 100% 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100% licensing fee per concurrent user not applicable based on user licenses no increase no	not available not available/not available not available not available 100% not available not available not available not available/not available available but not installed not available not available separate not available not available not available not available of available of available separate
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees Basis for increasing fees as POs are added Situations where fees increase with additional services System priced on a cost-per-transaction basis?	100% 100%/installed 100% 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100% licensing fee per concurrent user not applicable based on user licenses no increase no • same user interface for functionality shared with the full IntelliLab license used by host lab	not available not available/not available not available not available 100% not available not available not available not available/not available available but not installed not available not available separate not available not available not available not available of available separate sep
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees Basis for increasing fees as POs are added Situations where fees increase with additional services System priced on a cost-per-transaction basis? Distinguishing product features (supplied by vendor)	100% 100%/installed 100% 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100% licensing fee per concurrent user not applicable based on user licenses no increase no • same user interface for functionality shared with the full IntelliLab license used by host lab • advanced order-entry process	not available not available/not available not available not available 100% not available not available not available not available/not available available but not installed not available not available separate not available not available not available not available of available of available \$25k-\$35k \$2.5k-\$7.5k based on No. of practices/groups if order entry is added to result transmission or vice versa, or if special billing functions, such as eligibility verification, are added no • complete end-to-end services available to assist in launch and growth of lab outreach programs • easy to use, low maintenance, and includes interface engine and
User-defined rule-based system and alerts in PO module Electronic transfer of data to another PO E-mail/encrypted e-mail Web reference or pointer to Web site Fax PO 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 PO lab instruments Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees Basis for increasing fees as POs are added Situations where fees increase with additional services System priced on a cost-per-transaction basis? Distinguishing product features (supplied by vendor) *PO=physician's office	100% 100%/installed 100% 100% 100% not available not available 100% 100%/100% 80% installed (through relationship with Dawning Technologies) 100% licensing fee per concurrent user not applicable based on user licenses no increase no • same user interface for functionality shared with the full IntelliLab license used by host lab	not available not available/not available not available not available 100% not available not available not available not available/not available available but not installed not available not available separate not available not available not available not available of available separate sep

Physician office-laboratory links software

SIEW	an office laboratory mins	30/th are
MIL	Lebberterm	Makasan Burdan Tarkurlaria
Part 6 of 11	Labtest.com	McKesson Provider Technologies
Part 6 UT 11	Jack Redding jredding@labtest.com	Stacy Block stacy.block@mckesson.com
	140 Greenwood Ave.	5995 Windward Parkway
	Midland Park, NJ 07432 866-522-8378 www.labtest.com	Alpharetta, GA 30005 800-981-8601 www.mckesson.com
See accompanying article on page 34	000-322-0376 www.lautest.com	600-961-6001 WWW.IIICKESSOII.COIII
Name of POLL software/system	Labtest.com (and sponsor lab branded)	Horizon ^{WP} Outreach for Lab
Name of Folk Software/System	Lablest.com (and sponsor lab branded)	nonzon Outreach for Lab
First ever/most recent installation of POLL software or system	2000/2007	1999/March 2007
No. of host or central labs using software clinically	121	25
No. of host labs that electronically transfer orders from PO* to LIS	101	25
No. of satellite locations installed/non-U.S. host installations	15,000+/1	1,000+/0
No. of contracts for host labs signed in calendar year 2006	15	_
Staff to develop-install & support host lab-install & support PO-other** in	12-6-8-20/12-6-8-20	20,000+ total
entire firm/in POLL software division	12 0 0 20/12 0 0 20	20,000 1 total
National commercial labs that use POLL package	Specialty Laboratories	_
Average time to install, build files, train office staff in a typical PO	<1 hour	1 hour
Avorago amo to motan, sana mos, a am omos stan m a typicar i o	T Hou	1 Hour
LIS, HIS, other interfaces (other than for company's own products)	SCC Soft Computer, Misys, Cerner, Meditech, CoPath, Fletcher-Flora,	_
	Psyche, McKesson, Seacoast, Impac, Antek, Orchard, others	
Software modifications or modules required on host LIS to interface?	no	no
POPMS*** used to transfer patient demographics or billing info. to POLL system	Practice Partners, Soapware, Allscripts, Misys, NextGen, MedGen,	Practice Point Plus, Medical Manager, Soapware, others
	MicroMed, others	
How demographics or billing information is transferred from POPMS at PO or clir	one-time batch download/file transfer, daily update of demographics,	more frequent update of all demographics that have changed,
to POLL system	more frequent update of all demographics that have changed, others	scripted into application
External software tools or vendors used to transfer data from POPMS to POLL sy	stem Hilgraeve, Ellkay	Boston Workstation
Test directory stored on PO system?	yes	no
How results are returned to PO	block of text, PDF, individually segmented fields	block of text, individually segmented fields
Data interface standards supported	ASTM 1238, HL7 2.x, ANSI X12, custom when required, RTF and	HL7 2.x, custom when required, viewing via Web portals
	PDF extractions	
System supports LOINC for identifying lab result database elements?	yes	no
System architecture or functionality	thick client, PC, whether or not connected to lab host, all standard	standard Web browser (Internet Explorer)
	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 mo		_
Online connections between PO and central or host system	public Internet connection (dial-up sufficient)	VPN, public Internet connection (dial-up sufficient)
Complete ASP solution for POLL software?/Method of charging for ASP serv	ice yes/fixed monthly fee, unlimited site license available	no/—
Features (listed as a percentage of live installs or whether or not it's available	ole)	
Order entry		
- Medicare compliance checking using carrier-specific rules	100%	installed
- Advanced beneficiary notice printed if medical necessity criteria not me	t 100%	installed
- Local medical review policies can be viewed	100%	not available
- Automatic routing of an order to different labs according to payer rules	100%	installed
- Printing of lab's requisitions	100%	installed
- Printing of requisitions for other lab providers	40%	installed
- Duplicate order checking	100%	installed
- Physician office-specific panels	100%	installed
Electronic order entry (from PO to host)	100%	_
- Transfer of patient demographics or insurance	100%	installed
- Automatic handling of scheduled or standing orders	30%	installed
- Automatic routing of orders to hospital or commercial labs depending on p	ayer rules 70%	installed
Bar-code collection label printing	90%	installed
Two-dimensional bar code on printed requisition	40% (PDF 417)	installed
Software adapted for use in phlebotomy or collection stations	60%	installed
Result receipt		
- Stored as a block of text	100%	_
- All items (result, reference range, units) stored as individual data eleme	nts 100%	installed
- Automatic parsing of report pages to extract results	100%	_
- Inquiry mode that allows PO to check status of specimens with host	100%	installed
Reporting		
- In exact format received from host lab	100%	installed
- Cumulative	100%	not available
- Integration of host and PO lab results	20%	not available
- Display of new results for patient and/or clinic	100%	installed
- Remote access available to on-call physicians	100%	installed
- Unattended printing of reports	100%	installed
- Display current report with historical data on same screen	100%	installed
- Graph historical results with current results for trend analysis	100%	installed
Physician can electronically sign reports to confirm review	100%	_
Physician can compose and send secure electronic messages to patients	installed	_
User-defined rule-based system and alerts in PO module	100%	installed
Electronic transfer of data to another P0	100%	installed
- E-mail/encrypted e-mail	installed/installed	_
- Web reference or pointer to Web site	installed	installed
- Fax	installed	installed
PO orders supplies from host lab	75%	_
- Specimen pickup or courier requests to host lab	installed	installed
• Financial		
- Billing, collections, accounts receivable	not available	installed
- Electronic claims transfer/interfaces to billing systems	not available/10%	installed/installed
Electronic medical record interface	80%	installed
Interfaces to PO lab instruments	20%	-
Entry of PO lab results with edit checks	installed	not available
System cost: one-time or initial charges	\$5k-\$75k	_
System cost: monthly or subscription fees	\$2k-\$11k	
Basis for increasing fees as POs are added	no increase or based on No. of practices/groups or physicians of	no increase
	record, or contract dependent, others	
Situations where fees increase with additional services	with additional ancillary interfaces	no increase
System priced on a cost-per-transaction basis?	no	110
Burn and a second second		
Distinguishing product features (supplied by vendor)	extensive EMR/PMS library with rapid installation	instrument-ready labels printed in physician office weight the state of th
	no offshore programming	true integration (not interface) with Horizon Lab LIS
*P0=physician's office	 supports additional ancillaries, such as radiology 	 reverse auto-registration with certain HISs
**other=sales, marketing, administration, other company functions		
***POPMS=physician office practice management systems		
Tabulation does not represent an endorsement by the College of American Pathologists		

Physician office-laboratory links software

5	Physician	office-laboratory links	software
		Medicity	Mitem Corp.
Y	Part 7 of 11	Brad Overby boverby@medicity.com	Andy Nelson anelson@mitem.com
1		56 E. Broadway, 6th Floor Salt Lake City, UT 84111	640 Menio Ave. Menio Park, CA 94025
١.	See accompanying article on page 34	801-322-4444 www.medicity.com	916-458-6321 www.mitem.com
Н	Name of POLL software/system	ProAccess PCS/MediTrust	Blue Iris eLaborate
H	First ever/most recent installation of POLL software or system	2002/2006	1990/2006
	No. of host or central labs using software clinically		18
	 No. of host labs that electronically transfer orders from PO* to LIS No. of satellite locations installed/non-U.S. host installations 	50 5,000/0	9 750+/0
	No. of contracts for host labs signed in calendar year 2006	8	1
3	Staff to develop–install & support host lab–install & support PO–other** in entire firm/in POLL software division	60–10–10–20/—	15–15–8–8/5–5–5–3
	National commercial labs that use POLL package	Laboratory Corporation of America	Focus Diagnostics
Ľ	Average time to install, build files, train office staff in a typical PO	10–30 hours	2 hours
	LIS, HIS, other interfaces (other than for company's own products)	Cerner, Misys, Orchard, McKesson, Siemens, Meditech, SCC Soft Computer, QuadraMed, Keane	Meditech, Cerner, Misys, McKesson, Sysware, others
	Software modifications or modules required on host LIS to interface?	yes (interface development, test mapping, others)	no
	POPMS*** used to transfer patient demographics or billing info. to POLL system	Allscripts, PowerChart, GE, Greenway, McKesson, Misys, Practice Partners, Soapware, Medical Manager, others	eClinicalWorks, Hitachi Data Systems, IDX, Medical Manager, Misys, others
	How demographics or billing information is transferred from POPMS at PO or clinic	daily update of demographics, more frequent update of all	one-time batch download/file transfer, daily update of demographics,
	to POLL system	demographics that have changed, POLL provides patient ID to POPMS and POPMS replies in real-time, Web services	more frequent 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 POLL system	self developed	none required
	Test directory stored on PO system?	optional	no
	How results are returned to PO Data interface standards supported	block of text, PDF, individually segmented fields ASTM 1238, HL7 2.x, HL7 3.0, ANSI X12, XML, custom when required	block of text, PDF, individually segmented fields HL7 2.x, HL7 3.0, XML, custom when required
	Data interface standards supported System supports LOINC for identifying lab result database elements?	yes	yes
1	System architecture or functionality	all standard Web browsers	standard Web browser (Internet Explorer)
Patient order and result database maintained on local PC?		no	no
		no VPN, public Internet connection (DSL/cable modem required)	public Internet connection (dial-up or DSL/cable modem)
ļ,	Complete ASP solution for POLL software?/Method of charging for ASP service	yes/fixed monthly fee or transaction based (flexible to meet	yes/fixed monthly fee
L		client needs)	
	Features (listed as a percentage of live installs or whether or not it's available)		
'	 Order entry Medicare compliance checking using carrier-specific rules 	100%	75%
	Advanced beneficiary notice printed if medical necessity criteria not met Local medical review policies can be viewed	100%	75% 75%
	- Automatic routing of an order to different labs according to payer rules	installed	75%
	- Printing of lab's requisitions	100%	75% 30%
	- Printing of requisitions for other lab providers - Duplicate order checking	installed —	50%
	- Physician office-specific panels	installed	50%
'	Electronic order entry (from P0 to host) Transfer of patient demographics or insurance	installed	50% 50%
	- Automatic handling of scheduled or standing orders	installed	20%
	 Automatic routing of orders to hospital or commercial labs depending on payer rules Bar-code collection label printing 	installed installed	50% 50%
	Two-dimensional bar code on printed requisition Software adopted for use in physicatomy or collection stations.	installed installed	available but not installed 75%
	 Software adapted for use in phlebotomy or collection stations Result receipt 	ilistalieu	13/0
	- Stored as a block of text - All items (result, reference range, units) stored as individual data elements	installed 100%	0 100%
	- Automatic parsing of report pages to extract results	100%	100%
١.	- Inquiry mode that allows PO to check status of specimens with host Reporting	100%	50%
	- In exact format received from host lab	installed	_
	- Cumulative - Integration of host and PO lab results	installed installed	100%
	- Display of new results for patient and/or clinic	installed	100%
	- Remote access available to on-call physicians - Unattended printing of reports	installed installed	100% available but not installed
	- 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% available in 2007
1	Physician can compose and send secure electronic messages to patients	available but not installed	available in 2007 available in 2007
	User-defined rule-based system and alerts in PO module Flootropic transfer of data to another PO	installed	available but not installed installed
	Electronic transfer of data to another P0 E-mail/encrypted e-mail	installed not available/installed	not available/installed
	- Web reference or pointer to Web site - Fax	not available installed	not available installed
	• PO orders supplies from host lab	not available	50%
	- Specimen pickup or courier requests to host lab • Financial	installed	50%
	- Billing, collections, accounts receivable	not available	not available
	Electronic claims transfer/interfaces to billing systems Electronic medical record interface	not available/installed installed	available in 2007/20% 25%
	Interfaces to PO lab instruments Entry of PO lab results with edit checks	not available available but not installed	available but not installed not available
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	System cost: one-time or initial charges System cost: monthly or subscription fees	\$.025k-\$.175k \$2.5k-\$25k	\$50k-\$75k \$4k-\$6k
	Basis for increasing fees as POs are added	based on No. of practices/groups or based on No. of physicians	no increase
	• Situations where fees increase with additional services	of record if order entry is added to result transmission or vice versa or if	if order entry is added to result transmission or vice versa
	System priced on a cost-per-transaction basis?	special billing functions are added numerous pricing options	no
-	Distinguishing product features (supplied by vendor)	completely a Web-based product	specialize in complex interfacing scenarios and connectivity
	PO=physician's office	built on Microsoft architecture, .Net and sequel server options of ASP or client hosting	challenges • can non-invasively interface with Meditech systems
,	**other=sales, marketing, administration, other company functions	- opaono oi moi oi chen nosting	can non-invasively interface with Meditech systems administrative user flexibility and control
	****POPMS=physician office practice managment systems outlation does not represent an endorsement by the College of American Pathologists		

Physician office-laboratory links software

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System cost: monthly or subscription fees Basis for increasing fees as POs are added Situations where fees increase with additional services Formulations where fees increase with additional services System priced on a cost-per-transaction basis? Distinguishing product features (supplied by vendor) Distinguishing product features (supplied by vendor) PO=physician's office FO=physician's office Tother=sales, marketing, administration, other company functions Total real december of the result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is				
System cost: monthly or subscription fees Basis for increasing fees as POs are added Situations where fees increase with additional services Formulations where fees increase with additional services System priced on a cost-per-transaction basis? Distinguishing product features (supplied by vendor) Distinguishing product features (supplied by vendor) PO=physician's office FO=physician's office Tother=sales, marketing, administration, other company functions Total real december of the result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is added to result transmission or vice versa or if order entry is	System cost: one-time or initial charges	\$25k_\$50k		\$10k-\$50k
• Basis for increasing fees as POs are added • Situations where fees increase with additional services if order entry is added to result transmission or vice versa or if report generator is added System priced on a cost-per-transaction basis? Distinguishing product features (supplied by vendor) • capable of interoperation with Internet (MultiWeb) application for hybrid approach • multi-user version can be implemented across LAN/WAN for large medical facilities **Other=sales, marketing, administration, other company functions **Tother=sales, marketing, administration, other company functions **Tother=sales	· ·			
report generator is added no	Basis for increasing fees as POs are added	based on No. of practice	• .	
Distinguishing product features (supplied by vendor) *PO=physician's office **rother=sales, marketing, administration, other company functions **rother=sales, marketing, administration, office practice management systems **nother = sales, marketing, administration of the company functions clinics/settings **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office practice management systems **nother = sales, marketing, administration office pract	Situations where fees increase with additional services	•		if order entry is added to result transmission or vice versa
Distinguishing product features (supplied by vendor) • capable of interoperation with Internet (MultiWeb) application for hybrid approach • multi-user version can be implemented across LAN/WAN for large medical facilities • custom functionality can be implemented for special clinics/settings • capable of interoperation with thick client PC (MultiLink) application for hybrid approach • tiered access/security control for large multi-facility/multi-site enterprises • fast and simple implementation for unidirectional (results-only) modality	System priced on a cost-per-transaction basis?		и	no
hybrid approach *PO=physician's office *rother=sales, marketing, administration, other company functions **POPMS=physician office practice management systems hybrid approach *multi-user version can be implemented across LAN/WAN for large multi-facility/multi-site enterprises *custom functionality can be implemented for special clinics/settings clinics/settings application for hybrid approach tiered access/security control for large multi-facility/multi-site enterprises *fast and simple implementation for unidirectional (results-only) modality			on with hater at the way to	
*P0=physician's office *P0=physician's office *rother=sales, marketing, administration, other company functions ***POPMS=physician office practice management systems **untit-user version can be implemented across LAN/WAN for large medical facilities **custom functionality can be implemented for special clinics/settings **inter=sales, marketing, administration, other company functions **custom functionality can be implemented for special clinics/settings **ided access/security control for large multi-facility/multi-site enterprises **fast and simple implementation for unidirectional (results-only) modality	וווא טווא טווא טווא טווא טווא טווא טווא	· · · · · · · · · · · · · · · · · · ·	n with internet (MultiWeb) application for	
*P0=physician's office medical facilities enterprises **other=sales, marketing, administration, other company functions ***POPMS=physician office practice management systems **Clinics/settings medical facilities custom functionality can be implemented for special clinics/settings fast and simple implementation for unidirectional (results-only) modality			be implemented across LAN/WAN for large	• tiered access/security control for large multi-facility/multi-site
other=sales, marketing, administration, other company functions *POPMS=physician office practice managment systems • custom functionality can be implemented for special clinics/settings • fast and simple implementation for unidirectional (results-only) modality				
Clinios/sctungs inoutity			an be implemented for special	
ADDITIONAL THESE THE TELESCOPE AND EDUCATION OF LABORATE ADDITIONS OF THE TELESCOPE AND EDUCATION OF THE TELESCOPE AND ADDITION OF THE TELESCOPE AND ADDITIONAL PROPERTY OF THE TELESCOPE ADDITIONAL PROPERTY OF THE TELESCOPE ADDITIONAL PROPERTY OF THE TELESCOPE AND ADDITIONAL PROPERTY OF THE TELESCOPE ADDITIONAL PROPERTY OF THE TELESCOP	Tabulation does not represent an endorsement by the College of American Pathologists	clinics/settings		modality

Physician office-laboratory links software

SYSTEM ST PI	hysician	office-laboratory links	software
		Orchard Software	Orchard Software
Part 9 of 11		Kerry Foster kfoster@orchardsoft.com	Kerry Foster kfoster@orchardsoft.com
		701 Congressional Blvd., Ste. 360 Carmel, IN 46032	701 Congressional Blvd., Ste. 360 Carmel, IN 46032
See accompanying article on page 34		800-856-1948 www.orchardsoft.com	800-856-1948 www.orchardsoft.com
			0.1.111.1111.111
Name of POLL software/system		Orchard Copia	Orchard Harvest Webstation
First ever/most recent installation of POLL software or system	n	2000/March 2007	2000/February 2007
No. of host or central labs using software clinically		33	238
 No. of host labs that electronically transfer orders from PO No. of satellite locations installed/non-U.S. host installations 		22 —†/0	182 1,500+/0
No. of contracts for host labs signed in calendar year 2006		11	44
Staff to develop-install & support host lab-install & support	PO–other** in	29-56-0-40/29-56-0-40	29-56-0-40/29-56-0-40
entire firm/in POLL software division			
National commercial labs that use POLL package Average time to install, build files, train office staff in a typic	al DO	Prolab, NextWave, ViraCore, DCL, NorDx	some regional reference laboratories 1 hour
Average time to instan, build mes, train office stan in a typic	ai FU		1 Hour
LIS, HIS, other interfaces (other than for company's own production)	lucts)	SCC Soft Computer, Healthpac, Misys, Per Sé Technologies,	McKesson, Siemens, Dairyland, Meditech, Cerner, GE, IDX, CPSI,
		Medical Manager, Affinity no	Misys, others no
POPMS*** used to transfer patient demographics or billing info.		Logician, Medical Manager, NextGen, IDX	Medical Manager, Clinitek, GE, IDX, MedicaLogic, NextGen,
	-		Medigate, Misys
How demographics or billing information is transferred from POF	MS at PO or clinic	one-time batch download/file transfer, daily update of demo-	one-time batch download/file transfer, daily update of demo-
to POLL system		graphics, more frequent automatic update of all demographics that have changed, others	graphics, more frequent automatic update of all demographics that have changed, others
External software tools or vendors used to transfer data from PO	PMS to POLL system	Hilgraeve	none needed (native embedded solution)
			,
Test directory stored on PO system?		NO PDF individually companied fields	NO
How results are returned to PO Data interface standards supported		PDF, individually segmented fields HL7 2.x, physician's LIS	results returned as HTML HL7 2.x
System supports LOINC for identifying lab result database ele	ements?	yes	NL7 Z.X Yes
		·	<u> </u>
System architecture or functionality		all standard Web browsers	thick client, PC, while connected to lab host, thin proprietary
Patient order and result database maintained on local PC?		no	client, all standard Web browsers no
Software displays results and allows orders to be entered in the second se	n an offline mode?	_	
Online connections between PO and central or host system		public Internet connection (dial-up or DSL/cable modem)	public Internet connection (dial-up or DSL/cable modem)
Complete ASP solution for POLL software?/Method of charging	ng for ASP service	no/—	no/—
Features (listed as a percentage of live installs or whether or • Order entry	not it's available)		
- Medicare compliance checking using carrier-specific rule	es	80%	100%
- Advanced beneficiary notice printed if medical necessity		80%	100%
- Local medical review policies can be viewed		installed	installed
- Automatic routing of an order to different labs according	to payer rules	70%	100%
- Printing of lab's requisitions		80% installed	100% 100%
 Printing of requisitions for other lab providers Duplicate order checking 		installed	100%
- Physician office-specific panels		80%	100%
Electronic order entry (from PO to host)		installed	100%
- Transfer of patient demographics or insurance		installed	100%
- Automatic handling of scheduled or standing orders	donanding on navor rulos	installed installed	100% 100%
Automatic routing of orders to hospital or commercial labs Bar-code collection label printing	depending on payer rules	installed	not available
Two-dimensional bar code on printed requisition		not available	100%
Software adapted for use in phlebotomy or collection station	ons	70%	not available
Result receipt		4000/	4000/
 Stored as a block of text All items (result, reference range, units) stored as individ 	ual data elements	100% 100%	100% 100%
- Automatic parsing of report pages to extract results	uai data cicilicitto	installed	100%
- Inquiry mode that allows PO to check status of specimens	s with host	installed	100%
Reporting			4000/
 In exact format received from host lab Cumulative 		not available installed	100% 100%
- Cumulative - Integration of host and PO lab results		installed	100%
- Display of new results for patient and/or clinic		100%	100%
- Remote access available to on-call physicians		installed	100%
- Unattended printing of reports		installed	100%
 Display current report with historical data on same scree Graph historical results with current results for trend ana 		installed installed	100% 100%
Graph historical results with current results for trend and Physician can electronically sign reports to confirm review	•	installed	100%
Physician can compose and send secure electronic message		not available	not available
User-defined rule-based system and alerts in PO module		installed	100%
Electronic transfer of data to another P0 E-mail/energyted e-mail		90%	100%
- E-mail/encrypted e-mail - Web reference or pointer to Web site		10%/10% installed	10%/10% 50%
- Fax		80%	100%
PO orders supplies from host lab		not available	not available
- Specimen pickup or courier requests to host lab		not available	not available
Financial Billing, collections, accounts receivable		not available	not available
- Electronic claims transfer/interfaces to billing systems		not available/60%	not available/100%
Electronic medical record interface		60%	not available
Interfaces to P0 lab instruments Entry of P0 lab results with edit checks		not available installed	not available not available
- Linkly Of FO law results with Bull Greeks		iiiotail6t	not degliavic
System cost: one-time or initial charges		\$25k-\$250k	\$7.5k-\$15k
System cost: monthly or subscription fees		\$10k-\$20k (monthly support)	n/a
Basis for increasing fees as POs are added Situations where fees increase with additional services		no increase	as concurrent user licenses are needed
Situations where tees increase with additional services System priced on a cost-per-transaction basis?		no increase or if additional host interfaces to other systems are added no	no
			•
Distinguishing product features (supplied by vendor)		unparalleled service and support	• cost effective
		very flexible, easy to use, rules/decision support printing model not subscriber based or increased as users are	diagnosis code screening and destination filters actor entry/results retrieval for reference lab testing
*P0=physician's office		 pricing model not subscriber based or increased as users are added 	order entry/results retrieval for reference lab testing
**other=sales, marketing, administration, other company functions			
***POPMS=physician office practice managment systems		†do not collect this data	
Tabulation does not represent an endorsement by the College of American Pa	thologists		

Physician office-laboratory links software

5	Physician Physician	office-laboratory links	software
		PathLogix Corp.	SCC Soft Computer
Y	Part 10 of 11	Jerry Grayson jerry@pathlogix.com	Ellie Vahman ellie@softcomputer.com
1		470 Nautilus St., Ste. 306	5400 Tech Data Drive
		La Jolla, CA 92037 858-454-8030 www.pathlogix.com	Clearwater, FL 33760 727-789-0100 www.softcomputer.com
L	See accompanying article on page 34	www.pauliogix.com	12. 103-0100 www.sout.outiputer.com
	Name of POLL software/system	InterPath	SoftWeb Outreach Suite
	First ever/most recent installation of POLL software or system	2002/February 2007	2003/March 2007
	No. of host or central labs using software clinically No. of host labs that electronically transfer orders from PO* to LIS	6	11 8
	No. of satellite locations installed/non-U.S. host installations	unknown (browser based)/0	229/0
	No. of contracts for host labs signed in calendar year 2006	1	4
1	Staff to develop–install & support host lab–install & support PO–other** in entire firm/in POLL software division	2-1-1-0/2-1-1-0	692-41-4-430/45-2-1-5
	National commercial labs that use POLL package	_	Healthtronics, Renal Advantage, Medical Diagnostic Labs
'	Average time to install, build files, train office staff in a typical PO	10 hours	30 hours
	LIS, HIS, other interfaces (other than for company's own products)	GE, IDX	_
١.	Coffuere medifications or medules required on heat LIC to interfere?	no	no
	Software modifications or modules required on host LIS to interface? POPMS*** used to transfer patient demographics or billing info. to POLL system	no Medical Manager	no none
l.	How demographics or hilling information is transferred from DODMS at DO or alinia	more frequent undate of all demographics that have changed	coron coroning technology
	How demographics or billing information is transferred from POPMS at PO or clinic to POLL system	more frequent update of all demographics that have changed	screen scraping technology
١.	External anthunya taola ay yandaya yand ta transfer data from DODMC to DOLL ayatam	DisTally comyon	
	External software tools or vendors used to transfer data from POPMS to POLL system	BizTalk server	
	Fest directory stored on PO system?	10	no
	How results are returned to PO Data interface standards supported	block of text, PDF, individually segmented fields HL7 2.x, XML, custom when required	block of text, PDF, individually segmented fields HL7 2.x, XML
	System supports LOINC for identifying lab result database elements?	yes	no
⊩		<u> </u>	
	System architecture or functionality	thick client, PC, whether or not connected to lab host, standard Web browser (Internet Explorer)	thick client, PC, while connected to lab host, thin proprietary client
	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 PO and central or host system 	public Internet connection (DSL/cable modem required)	public Internet connection (dial-up or DSL/cable modem)
	Complete ASP solution for POLL software?/Method of charging for ASP service	no/—	yes/fixed monthly fee
Г	Features (listed as a percentage of live installs or whether or not it's available)		
	• Order entry		
ı	Medicare compliance checking using carrier-specific rules Advanced beneficiary notice printed if medical necessity criteria not met	not available not available	installed installed
	- Local medical review policies can be viewed	not available	not available
	- 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
١.	Physician office-specific panels Electronic order entry (from PO to host)	100% 100%	installed installed
	- Transfer of patient demographics or insurance	100%	installed
	- Automatic handling of scheduled or standing orders	100%	not available
	- Automatic routing of orders to hospital or commercial labs depending on payer rules	66%	installed
	Bar-code collection label printing	17%	installed
	 Two-dimensional bar code on printed requisition Software adapted for use in phlebotomy or collection stations 	17% not available	not available installed
	• Result receipt	not available	instanca
	- Stored as a block of text	66%	installed
	- All items (result, reference range, units) stored as individual data elements	100%	installed
	- Automatic parsing of report pages to extract results - Inquiry mode that allows PO to check status of specimens with host	100% 100%	installed installed
	Reporting		
	- In exact format received from host lab - Cumulative	not available	installed installed
	- Integration of host and PO lab results	not available 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	available in 2007
	- Display current report with historical data on same screen - Graph historical results with current results for trend analysis	not available	installed
	 Graph historical results with current results for trend analysis Physician can electronically sign reports to confirm review 	not available 100%	installed installed
	Physician can compose and send secure electronic messages to patients	not available	not available
	• User-defined rule-based system and alerts in PO module	100%	installed
	• Electronic transfer of data to another PO	100%	installed
	- E-mail/encrypted e-mail - Web reference or pointer to Web site	available but not installed/available but not installed 100%	installed/available but not installed not available
	- Fax	100%	installed
	PO orders supplies from host lab	not available	not available
	- Specimen pickup or courier requests to host lab • Financial	not available	not available
	- Billing, collections, accounts receivable	not available	not available
	- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface	installed/33% 100%	not available/installed available in 2007
	• Electronic medical record interface • Interfaces to PO lab instruments	not available	not available
	• Entry of PO lab results with edit checks	not available	not available
	System cost: one-time or initial charges	\$2k-\$4k	_
	System cost: monthly or subscription fees		
	Basis for increasing fees as POs are added Situations where fees increase with additional services.	no increase	no increase no increase
	 Situations where fees increase with additional services System priced on a cost-per-transaction basis? 	no increase no	no increase no
H	Distinguishing product features (supplied by vendor)		
	procurgatoring product reatures (supplied by venidur)	 designed for physician access from multiple locations using various methods 	 robust rules and logic simplify order entry, compliance, and specimen processing
	PO=physician's office	• intuitive, user friendly	physician practice specific; customizable dashboard views for and a contract results.
	ru=physician's office t*other=sales, marketing, administration, other company functions	 flexible, accessible for small labs; full featured to satisfy larger groups 	order-entry results • powerful sales tool for commercial and outreach laboratories
L	****POPMS=physician office practice managment systems	J	
Tal	oulation does not represent an endorsement by the College of American Pathologists		

Physician office-laboratory links software

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All Ville		
Doubled about	Telcor	Telcor
Part 11 of 11	Mitch Fry mitch.fry@telcor.com	Mitch Fry mitch.fry@telcor.com
1	1560 S. 70th St.	1560 S. 70th St.
	Lincoln, NE 68506	Lincoln, NE 68506
See accompanying article on page 34	402-489-1207 www.telcor.com	402-489-1207 www.telcor.com
, , , , , , , , , , , , , , , , , , ,		
Name of POLL software/system	iResults	Quick-Req/Quick-Results
First ever/most recent installation of POLL software or system	1997/2007	1997/August 2006
No. of host or central labs using software clinically	1	14
No. of host labs that electronically transfer orders from PO* to LIS	0	10
No. of satellite locations installed/non-U.S. host installations	150/0	912/0
No. of contracts for host labs signed in calendar year 2006	1	4
Staff to develop-install & support host lab-install & support PO-other** in	12–13 (for host lab and P0)–18/6–7 (for host lab and P0)–3	12–13 (for host lab and PO)–18/6–7 (for host lab and PO)–3
entire firm/in POLL software division		
National commercial labs that use POLL package	none	none
Average time to install, build files, train office staff in a typical PO	1.5 hours	1.5 hours
LIS, HIS, other interfaces (other than for company's own products)	Misys, Cerner, Novius, Aspyra, Cortex, others	McKesson, Misys, Cerner, Novius, Aspyra, Cortex, others
Software modifications or modules required on host LIS to interface?	yes	yes
POPMS*** used to transfer patient demographics or billing info. to POLL system	DigiChart, Gamewood, eClinical Works, Practice Partners,	DigiChart, Gamewood, eClinical Works, Practice Partners,
	Advantix, MediSoft, Centricity, Athena	Advantix, MediSoft, Centricity, Athena
How demographics or billing information is transferred from POPMS at PO or clinic	one-time batch download/file transfer, daily update of demo-	one-time batch download/file transfer, daily update of demo-
to POLL system	graphics, more frequent update of all demographics that have	graphics, more frequent update of all demographics that have
	changed, others	changed, import utility for use by multiple offices/applications
External software tools or vendors used to transfer data from POPMS to POLL system	none	none
Test directory stored on PO system?	no	yes
How results are returned to PO	block of text, PDF, individually segmented fields	block of text, PDF, individually segmented fields
Data interface standards supported	HL7 2.x, HL7 3.0, ANSI X12, XML, custom when required	HL7 2.x, HL7 3.0, ANSI X12, XML, custom when required
System supports LOINC for identifying lab result database elements?	no	no
System architecture or functionality	standard Web browser (Internet Explorer) to view results	thick client, PC, while not connected to lab host
Patient order and result database maintained on local PC?	no	yes
Software displays results and allows orders to be entered in an offline mode?	yes	yes
Online connections between PO and central or host system	public Internet connection (dial-up or DSL/cable modem) for results	public Internet connection (dial-up or DSL/cable modem)
	reporting and results inquiry	
Complete ASP solution for POLL software?/Method of charging for ASP service	yes/fixed monthly fee	yes/fixed monthly fee
Features (listed as a percentage of live installs or whether or not it's available)		
Order entry		
- Medicare compliance checking using carrier-specific rules	available December 2007	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	available December 2007	installed
- Local medical review policies can be viewed	available December 2007	installed
- Automatic routing of an order to different labs according to payer rules	available December 2007	installed
- Printing of lab's requisitions	available December 2007	installed
- Printing of requisitions for other lab providers	available December 2007	installed
- Duplicate order checking	available December 2007	installed
- Physician office-specific panels	available December 2007	installed
Electronic order entry (from P0 to host)	available December 2007	installed
- Transfer of patient demographics or insurance	available December 2007	installed
- Automatic handling of scheduled or standing orders	available December 2007	installed
- Automatic routing of orders to hospital or commercial labs depending on payer rules	available December 2007	installed
Bar-code collection label printing	available December 2007	installed
Two-dimensional bar code on printed requisition	available December 2007	installed
Software adapted for use in phlebotomy or collection stations	installed	installed
Result receipt		
- Stored as a block of text	installed	installed
- All items (result, reference range, units) stored as individual data elements	installed	installed
- Automatic parsing of report pages to extract results	not available	not available
- Inquiry mode that allows PO to check status of specimens with host	installed	installed
• Reporting		
- In exact format received from host lab	installed	installed
- Cumulative	installed	installed
- Integration of host and PO lab results	available but not installed	available but not installed
- Display of new results for patient and/or clinic	installed	installed
- Remote access available to on-call physicians	installed	installed
- Unattended printing of reports	installed	installed
- Display current report with historical data on same screen	installed	installed
- Graph historical results with current results for trend analysis	installed	installed
Physician can electronically sign reports to confirm review	installed	not available
Physician can compose and send secure electronic messages to patients	not available	not available
User-defined rule-based system and alerts in PO module	available December 2007	installed
Electronic transfer of data to another PO	available December 2007	installed
- E-mail/encrypted e-mail	available December 2007/available December 2007	installed/not available
- Web reference or pointer to Web site	available December 2007	not available
- Fax	available December 2007	installed
PO orders supplies from host lab	available December 2007	installed
- Specimen pickup or courier requests to host lab		
• Financial	not available	installed
	not available	installed
- Billing, collections, accounts receivable	not available	installed
- Billing, collections, accounts receivable - Electronic claims transfer/interfaces to billing systems		installed
Billing, collections, accounts receivable Electronic claims transfer/interfaces to billing systems Electronic medical record interface	not available	
- Electronic claims transfer/interfaces to billing systems	not available not available/not available	installed installed/installed
- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface	not available not available/not available installed	installed installed/installed installed
- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface • Interfaces to PO lab instruments	not available not available/not available installed available but not installed	installed installed/installed installed available but not installed
- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface • Interfaces to PO lab instruments	not available not available/not available installed available but not installed	installed installed/installed installed available but not installed
- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface • Interfaces to PO lab instruments • Entry of PO lab results with edit checks	not available not available/not available installed available but not installed available but not installed	installed installed/installed installed available but not installed available but not installed
- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface • Interfaces to PO lab instruments • Entry of PO lab results with edit checks System cost: one-time or initial charges	not available not available/not available installed available but not installed available but not installed \$20k	installed installed/installed installed available but not installed available but not installed
- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface • Interfaces to PO lab instruments • Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees	not available not available/not available installed available but not installed available but not installed \$20k \$0.02k per user	installed installed/installed installed available but not installed available but not installed available but not installed
- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface • Interfaces to PO lab instruments • Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees • Basis for increasing fees as POs are added	not available not available/not available installed available but not installed available but not installed \$20k \$0.02k per user based on No. of physicians of record	installed installed/installed installed available but not installed available but not installed \$10k-\$100k — based on No. of workstations
- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface • Interfaces to PO lab instruments • Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees • Basis for increasing fees as POs are added	not available not available/not available installed available but not installed available but not installed \$20k \$0.02k per user based on No. of physicians of record if order entry is added to result transmission or vice versa, if	installed installed/installed installed available but not installed available but not installed \$10k-\$100k based on No. of workstations if order entry is added to result transmission or vice versa, if
- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface • Interfaces to PO lab instruments • Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees • Basis for increasing fees as POs are added	not available not available/not available installed available but not installed available but not installed \$20k \$0.02k per user based on No. of physicians of record if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service	installed installed/installed installed available but not installed available but not installed \$10k-\$100k based on No. of workstations if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service
- Electronic claims transfer/interfaces to billing systems - Electronic medical record interface - Interfaces to PO lab instruments - Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees - Basis for increasing fees as POs are added - Situations where fees increase with additional services	not available not available/not available installed available but not installed available but not installed \$20k \$0.02k per user based on No. of physicians of record if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality	installed installed/installed installed available but not installed available but not installed \$10k-\$100k based on No. of workstations if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality
- Electronic claims transfer/interfaces to billing systems - Electronic medical record interface - Interfaces to PO lab instruments - Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees - Basis for increasing fees as POs are added - Situations where fees increase with additional services	not available not available/not available installed available but not installed available but not installed \$20k \$0.02k per user based on No. of physicians of record if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality	installed installed/installed installed available but not installed available but not installed \$10k-\$100k based on No. of workstations if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality
- Electronic claims transfer/interfaces to billing systems - Electronic medical record interface - Interfaces to PO lab instruments - Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees - Basis for increasing fees as POs are added - Situations where fees increase with additional services System priced on a cost-per-transaction basis? Distinguishing product features (supplied by vendor)	not available not available/not available installed available but not installed available but not installed \$20k \$0.02k per user based on No. of physicians of record if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality no	installed installed/installed installed available but not installed available but not installed \$10k-\$100k based on No. of workstations if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality no
- Electronic claims transfer/interfaces to billing systems • Electronic medical record interface • Interfaces to PO lab instruments • Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees • Basis for increasing fees as POs are added • Situations where fees increase with additional services System priced on a cost-per-transaction basis? Distinguishing product features (supplied by vendor) *PO=physician's office	not available not available/not available installed available but not installed available but not installed \$20k \$0.02k per user based on No. of physicians of record if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality no • uses new technology, Microsoft .Net, SQL server	installed installed/installed installed available but not installed available but not installed \$10k-\$100k based on No. of workstations if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality no • integration to Telcor billing system improves efficiency and
- Electronic claims transfer/interfaces to billing systems - Electronic medical record interface - Interfaces to PO lab instruments - Entry of PO lab results with edit checks System cost: one-time or initial charges System cost: monthly or subscription fees - Basis for increasing fees as POs are added - Situations where fees increase with additional services System priced on a cost-per-transaction basis? Distinguishing product features (supplied by vendor)	not available not available/not available installed available but not installed available but not installed \$20k \$0.02k per user based on No. of physicians of record if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality no • uses new technology, Microsoft .Net, SQL server • low cost per workstation allows deployment to most client sites	installed installed/installed installed available but not installed available but not installed \$10k-\$100k based on No. of workstations if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality no • integration to Telcor billing system improves efficiency and profitability

***POPMS=physician office practice managment systems

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