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**SYSTEM
REVIEW SERIES**

38 / CAP TODAY

May 2007

Physician office-laboratory links software

Part 1 of 11

See accompanying article on page 34

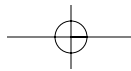
Aspyra
Bill Blair sales@aspyra.com
26115-A Mureau Rd.
Calabasas, CA 91302-3128
800-437-9000 www.aspyra.com

Name of POLL software/system	CyberLab WebGateway
First ever/most recent installation of POLL software or system	2002/2006
No. of host or central labs using software clinically	26
• 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	3
Staff to develop-install & support host lab-install & support PO-other** in entire firm/in POLL software division	30-45-5-45/5-30-5-20
National commercial labs that use POLL package	none
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
How demographics or billing information is transferred from POPMS at PO or clinic to POLL system	POLL provides patient ID to POPMS and POPMS replies in real-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?	no
How results are returned to PO	individually segmented fields
Data interface standards supported	ASTM 1238, HL7 2.x, XML, custom when required
System supports LOINC for identifying lab result database elements?	no
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?	no
• Software displays results and allows orders to be entered in an offline mode?	no
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	50%
- 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	
- Stored as a block of text	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%
- Cumulative	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
• User-defined rule-based system and alerts in PO module	not available
• 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	95%
• PO orders supplies from host lab	not available
- Specimen pickup or courier requests to host lab	100%
• Financial	
- Billing, collections, accounts receivable	not available
- Electronic claims transfer/interfaces to billing systems	not available/100%
• Electronic medical record interface	100%
• Interfaces to PO lab instruments	not available
• Entry of PO lab results with edit checks	100%
System cost: one-time or initial charges	—
System cost: monthly or subscription fees	—
• Basis for increasing fees as POs are added	based on No. of physicians of record
• Situations where fees increase with additional services	no increase
System priced on a cost-per-transaction basis?	no
Distinguishing product features (supplied by vendor)	<ul style="list-style-type: none"> • native browser-based technology • cost-effective outreach solution • physicians review list feature allowing providers tools to manage viewing of newly posted results only

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

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Survey editors: Raymond Aller, MD, and Hal Weiner



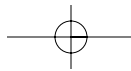
Physician office-laboratory links software

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<i>See accompanying article on page 34</i>		
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	4,900+†/0†	4,900+†/0†
No. of contracts for host labs signed in calendar year 2006	—	—
Staff to develop—install & support host lab—install & support PO—other** in entire firm/in POLL software division	60–53 (for host lab and PO)—23/48–43 (for host lab and PO)—19	60–53 (for host lab and PO)—23/48–43 (for host lab and PO)—19
National commercial labs that use POLL package	integrated regional labs, Mayo Medical Labs	integrated regional labs, Mayo Medical Labs
Average time to install, build files, train office staff in a typical PO	1–2 hours	1–2 hours
LIS, HIS, other interfaces (other than for company's own products)	Misys, Cerner, Meditech, Impac, IDX, Siemens, McKesson, Seacoast, Aspyra, others	Misys, Cerner, Meditech, Impac, IDX, Siemens, McKesson, Seacoast, Aspyra, others
Software modifications or modules required on host LIS to interface?	yes (for HL7 orders and results)	yes (for HL7 orders and results)
POPMS*** used to transfer patient demographics or billing info. to POLL system	Medical Manager, VitalWorks, Clinscan, Meditech, Vision, Reynolds and Reynolds, NextGen, MediSoft, Misys, others	Medical Manager, VitalWorks, Clinscan, Meditech, Vision, Reynolds and Reynolds, NextGen, MediSoft, Misys, others
How demographics or billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, more frequent update of all demographics that have changed, POLL provides patient ID to POPMS and POPMS replies in real-time, others	one-time batch download/file transfer, 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	proprietary tool set for communication and data transfer, Ellkay, Boston Workstation	proprietary tool set for communication and data transfer, Ellkay, 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?	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
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	80%†	80%†
- Printing of lab's requisitions	98%†	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 PO to host)	98%†	98%†
- Transfer of patient demographics or insurance	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	98%†	98%†
• Two-dimensional bar code on printed requisition	10%†	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	98%†	98%†
- Automatic parsing of report pages to extract results	5%†	5%†
- Inquiry mode that allows PO to check status of specimens with host	80%†	80%†
• Reporting		
- In exact format received from host lab	50%†	50%†
- Cumulative	90%†	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	95%†	95%†
- Display current report with historical data on same screen	98%†	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	6%†	6%†
• User-defined rule-based system and alerts in PO module	20%†	20%†
• Electronic transfer of data to another PO	5%†	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	5%†	5%†
• PO orders supplies from host lab	40%†	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	not available†/35%†	not available†/35%†
• Electronic medical record interface	50%†	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	—	—
• Basis for increasing fees as POs are added	tiered transaction, site-based capital and site-based/user-based monthly models, hybrids	tiered transaction, site-based capital and site-based/user-based monthly models, hybrids
• Situations where fees increase with additional services	tiered transaction, site-based capital and site-based/user-based monthly models, hybrids	tiered transaction, site-based capital and site-based/user-based monthly models, hybrids
System priced on a cost-per-transaction basis?	yes	yes
Distinguishing product features (supplied by vendor)	<ul style="list-style-type: none"> • proven to support electronic delivery of more than 80% of a high-volume lab's outreach test ordering • robust clinical integration capability <i>†numbers reflect a mix of thick- and thin-client offerings</i>	<ul style="list-style-type: none"> • proven to support electronic delivery of more than 80% of a high-volume lab's outreach test ordering • robust clinical integration capability <i>†numbers reflect a mix of thick- and thin-client offerings</i>

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Physician office-laboratory links software

Part 3 of 11

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 Kansas City, MO 64117
 816-221-1024 www.cerner.com

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	1999/March 2007	1997/January 2007
No. of host or central labs using software clinically	41	14
• No. of host labs that electronically transfer orders from PO* to LIS	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	15	9
Staff to develop—install & support host lab—install & support PO—other** in entire firm/in POLL software division	30–8–30–1,100/5–4–2–4	7,040 total/4–2–2–1
National commercial labs that use POLL package	BioReference Laboratories, Renal Advantage, Christus Healthcare, Catholic Healthcare West, others	none
Average time to install, build files, train office staff in a typical PO	<1 hour	16 hours
LIS, HIS, other interfaces (other than for company's own products)	Cerner, Meditech, Misys, SCC Soft Computer, McKesson, CoPath, GE, Siemens, Epic, CPSI, Tamtron, Psyche, others	—
Software modifications or modules required on host LIS to interface?	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, Alltel/Medical Data, MicroMed, Datamedic, Medic, others	—
How demographics or billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demographics, more frequent update of all demographics that have changed, POLL provides patient ID to POPMS and POPMS replies in real-time	daily update of demographics, more frequent update of all demographics that have changed, POLL provides patient ID to POPMS and POPMS replies in real-time
External software tools or vendors used to transfer data from POPMS to POLL system	Hilgraeve, Interfaceware, Ellkay	Hilgraeve
Test directory stored on PO system?	no	no
How results are returned to PO	PDF, individually segmented fields	block of text, PDF, individually segmented fields
Data interface standards supported	HL7 2.x, XML, custom when required	HL7 2.x
System supports LOINC for identifying lab result database elements?	yes	no
System architecture or functionality	standard Web browser (Internet Explorer)	all standard Web browsers
Patient order and result database maintained on local PC?	no	no
• Software displays results and allows orders to be entered in an offline mode?	—	no
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 connection (dial-up or DSL/cable modem)
Complete ASP solution for POLL software?/Method of charging for ASP service	yes/per physician per month	yes/—
Features (listed as a percentage of live installs or whether or not it's available)		
• Order entry		
- Medicare compliance checking using carrier-specific rules	90%	25%
- Advanced beneficiary notice printed if medical necessity criteria not met	90%	25%
- Local medical review policies can be viewed	90%	not available
- Automatic routing of an order to different labs according to payer rules	25%	not available
- Printing of lab's requisitions	90%	100%
- Printing of requisitions for other lab providers	25%	not available
- Duplicate order checking	90%	75%
- Physician office-specific panels	90%	100%
• Electronic order entry (from PO to host)	—	50%
- Transfer of patient demographics or insurance	75%	—
- Automatic handling of scheduled or standing orders	75%	installed
- Automatic routing of orders to hospital or commercial labs depending on payer rules	25%	not available
• Bar-code collection label printing	75%	100%
• Two-dimensional bar code on printed requisition	50%	—
• Software adapted for use in phlebotomy or collection stations	50%	installed
• Result receipt		
- 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	available but not installed	—
- Inquiry mode that allows PO to check status of specimens with host	0	100%
• Reporting		
- In exact format received from host lab	100%	—
- Cumulative	100%	installed
- Integration of host and PO lab results	0	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	75%	not available
- Display current report with historical data on same screen	25%	installed
- Graph historical results with current results for trend analysis	100%	installed
• Physician can electronically sign reports to confirm review	100%	not available
• Physician can compose and send secure electronic messages to patients	available but not installed	installed
• User-defined rule-based system and alerts in PO module	100%	installed
• Electronic transfer of data to another PO	100%	—
- E-mail/encrypted e-mail	not available/not available	installed/installed
- Web reference or pointer to Web site	100%	not available
- Fax	not available	not available
• PO orders supplies from host lab	10%	not available
- Specimen pickup or courier requests to host lab	5%	not available
• Financial		
- Billing, collections, accounts receivable	not available	installed
- Electronic claims transfer/interfaces to billing systems	not available/10%	not available/installed
• Electronic medical record interface	90%	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	—
System cost: monthly or subscription fees	\$1.25k–\$7k	—
• Basis for increasing fees as POs are added	based on No. of physicians of record	—
• Situations where fees increase with additional services	if order entry is added to result transmission or vice versa	—
System priced on a cost-per-transaction basis?	no	—
Distinguishing product features (supplied by vendor)	<ul style="list-style-type: none"> • owned by a medical laboratory and covered entity • user-friendly system—little training required • built on 100% Microsoft components and tools 	<ul style="list-style-type: none"> • over 25 years in the LIS industry with proven scalability and performance • continued innovations in LIS, including genomics, patented synoptic reporting • comprehensive, integrated single system for all lab departments

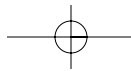
*PO=physician's office

**other=sales, marketing, administration, other company functions

***POPMS=physician office practice management systems

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Physician office-laboratory links software

Part 4 of 11
See accompanying article on page 34

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Name of POLL software/system	eTeleNext	4medica Laboratory Suite
First ever/most recent installation of POLL software or system	1998/October 2006	1998/March 2007
No. of host or central labs using software clinically	30	100+
• No. of host labs that electronically transfer orders from PO* to LIS	21	77
No. of satellite locations installed/non-U.S. host installations	375+/0	14,500+/0
No. of contracts for host labs signed in calendar year 2006	3	—
Staff to develop—install & support host lab—install & support PO—other** in entire firm/in POLL software division	6-4-0-5/6-4-0-5	23-32-13-5/23-32-13-5
National commercial labs that use POLL package	—	Duke University Health System, Quest Diagnostics, LabCorp
Average time to install, build 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, McKesson, Tamtron, Triple G, others
Software modifications or modules required on host LIS to interface?	no	yes (HL7)
POPMS*** used to transfer patient demographics or billing info. to POLL system	Medical Manager, MediSoft	Medical Manager, Logician, A4, Acermed, Medic, Centricity, Lytec, HealthPro, Allscripts, GE Millbrook, Practice Point, others
How demographics or billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demographics, more frequent update of all demographics that have changed, others	one-time batch download/file transfer, daily update of demographics, more frequent update of all demographics that have changed, POLL provides patient ID to POPMS and POPMS replies in real-time
External software tools or vendors used to transfer data from POPMS to POLL system	eTeleNext CMQ, BizTalk, Hilgraeve	4medica Practice Solutions Division products, Hilgraeve
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	HL7 2.x, HL7 3.0, XML, custom when required	HL7 2.x, HL7 3.0, XML, custom when required
System supports LOINC for identifying lab result database elements?	yes	yes
System architecture or functionality	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)
Patient order and result database maintained on local PC?	no	no
• Software displays results and allows orders to be entered in an offline mode?	—	no
Online connections between PO and central or host system	dial-up modem to private phone No., VPN, public Internet connection (dial-up sufficient)	public Internet connection (dial-up or DSL/cable modem)
Complete ASP solution for POLL software?/Method of charging for ASP service	yes/fixed monthly fee	yes/transaction based
Features (listed as a percentage of live installs or whether or not it's available)		
• Order entry		
- Medicare compliance checking using carrier-specific rules	80%	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	80%	100%
- Local medical review policies can be viewed	80%	100%
- Automatic routing of an order to different labs according to payer rules	80%	100%
- Printing of lab's requisitions	90%	100%
- Printing of requisitions for other lab providers	80%	80%
- Duplicate order checking	85%	100%
- Physician office-specific panels	90%	100%
• Electronic order entry (from PO to host)	80%	98%
- Transfer of patient demographics or insurance	80%	75%
- Automatic handling of scheduled or standing orders	80%	70%
- Automatic routing of orders to hospital or commercial labs depending on payer rules	80%	60%
• Bar-code collection label printing	90%	90%
• Two-dimensional bar code on printed requisition	90%	25%
• Software adapted for use in phlebotomy or collection stations	80%	65%
• Result receipt		
- Stored as a block of text	100%	20%
- All items (result, reference range, units) stored as individual data elements	100%	85% (some clients send PDF and HL7)
- Automatic parsing of report pages to extract results	90%	100%
- Inquiry mode that allows PO to check status of specimens with host	90%	100%
• Reporting		
- In exact format received from host lab	100%	95%
- Cumulative	90%	85% (some clients send PDF and HL7)
- Integration of host and PO lab results	75%	20%
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	100%	100%
- Unattended printing of reports	—	100%
- Display current report with historical data on same screen	100%	100%
- Graph historical results with current results for trend analysis	100%	100%
• Physician can electronically sign reports to confirm review	75%	100%
• Physician can compose and send secure electronic messages to patients	75%	available but not installed
• User-defined rule-based system and alerts in PO module	100%	70%
• Electronic transfer of data to another PO	100%	100% (secure forwarding functionality)
- E-mail/encrypted e-mail	available but not installed/25%	not available/available but not installed
- Web reference or pointer to Web site	100%	available but not installed
- Fax	50%	available but not installed
• PO orders supplies from host lab	20%	10%
- Specimen pickup or courier requests to host lab	available but not installed	100%
• Financial		
- Billing, collections, accounts receivable	not available	available but not installed
- Electronic claims transfer/interfaces to billing systems	not available/25%	available but not installed/65%
• Electronic medical record interface	25%	45%
• Interfaces to PO lab instruments	35%	available but not installed
• Entry of PO lab results with edit checks	100%	installed
System cost: one-time or initial charges	\$30k-\$60k	variable
System cost: monthly or subscription fees	\$2k-\$15k	variable
• Basis for increasing fees as POs are added	no increase—flat fee per host lab	transaction charges only; no user fees
• Situations where fees increase with additional services	if order entry is added to result transmission or vice versa	no increase
System priced on a cost-per-transaction basis?	no	yes
Distinguishing product features (supplied by vendor)	<ul style="list-style-type: none"> • product branded for the client • integrated with eTeleNext LIS • ASP or lab hosted 	<ul style="list-style-type: none"> • ASP platform provides practice- and lab-focused Web-based technology for easily creating test orders, viewing test results, and reporting with advanced functionality that is easy to use and deploy • comprehensive practice solutions to support integration with practice-based systems

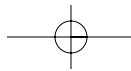
*PO=physician's office

**other=sales, marketing, administration, other company functions

***POPMS=physician office practice management systems

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Physician office-laboratory links software

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See accompanying article on page 34

Impac Medical Systems
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KliniTek
 Roger Newbury rnewbury@klinitek.com
 300 S. Front St.
 Marquette, MI 49855
 906-228-2870 ext. 3437 www.klinitek.com

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 entire firm/in POLL software division	130-160-200-0/4-2-3-4	14-7-3-6/14-7-3-6
National commercial labs that use POLL package	not applicable	Marquette General Hospital
Average time to install, build files, train office staff in a typical PO	1 hour	<1 hour
LIS, HIS, other interfaces (other than for company's own products)	Siemens, IDX, NextGen, Medent, Infocure, Medical Manager	Cerner, McKesson
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, Medical Manager, AllScripts	Misys, Centricity, NextGen, Impac, Lytec, A4, MediSoft, others
How demographics or billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demographics, more frequent update of all demographics that have changed	one-time batch download/file transfer, daily update of demographics, 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 required, embedded interface engine included
System supports LOINC for identifying lab result database elements?	no	yes
System architecture or functionality	thick client, PC, while connected to lab host, modified Web browser	standard Web browser (Internet Explorer)
Patient order and result database maintained on local PC?	no	no
• Software displays results and allows orders to be entered in an offline mode?	—	—
Online connections between PO and central or host system	dial-up modem to private phone No., leased line, VPN, public Internet connection (dial-up sufficient)	leased line, VPN, public Internet connection (DSL/cable modem, 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
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	100%	100%
- Graph historical results with current results for trend analysis	100%	100%
• Physician can electronically sign reports to confirm review	not available	not available
• Physician can compose and send secure electronic messages to patients	not available	not available
• User-defined rule-based system and alerts in PO module	100%	available but not installed
• Electronic transfer of data to another PO	100%	not available
- E-mail/encrypted e-mail	100%/installed	not available/not available
- Web reference or pointer to Web site	100%	not available
- Fax	100%	not available
• PO orders supplies from host lab	not available	100%
- Specimen pickup or courier requests to host lab	not available	not available
• Financial		
- Billing, collections, accounts receivable	100%	not available
- Electronic claims transfer/interfaces to billing systems	100%/100%	not available/not available
• Electronic medical record interface	80%	available but not installed
• Interfaces to PO lab instruments	installed (through relationship with Dawning Technologies)	not available
• Entry of PO lab results with edit checks	100%	not available
System cost: one-time or initial charges	licensing fee per concurrent user	\$25k-\$35k
System cost: monthly or subscription fees	not applicable	\$2.5k-\$7.5k
• Basis for increasing fees as POs are added	based on user licenses	based on No. of practices/groups
• Situations where fees increase with additional services	no increase	if order entry is added to result transmission or vice versa, or if special billing functions, such as eligibility verification, are added
System priced on a cost-per-transaction basis?	no	no
Distinguishing product features (supplied by vendor)	<ul style="list-style-type: none"> • same user interface for functionality shared with the full IntelliLab license used by host lab • advanced order-entry process • designed for secure use on the Internet 	<ul style="list-style-type: none"> • 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 master patient index • total solution catered to users' unique environment and needs

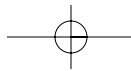
*PO=physician's office

**other=sales, marketing, administration, other company functions

***POPMS=physician office practice management systems

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Physician office-laboratory links software

Part 6 of 11

See accompanying article on page 34

Labtest.com
Jack Redding jredding@labtest.com
140 Greenwood Ave.
Midland Park, NJ 07432
866-522-8378 www.labtest.com

McKesson Provider Technologies
Stacy Block stacy.block@mckesson.com
5995 Windward Parkway
Alpharetta, GA 30005
800-981-8601 www.mckesson.com

Name of POLL software/system	Labtest.com (and sponsor lab branded)	Horizon ^{WP} 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 entire firm/in POLL software division	12–6–8–20/12–6–8–20	20,000+ 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
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, MicroMed, others	Practice Point Plus, Medical Manager, Soapware, others
How demographics or billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demographics, more frequent update of all demographics that have changed, others	more frequent update of all demographics that have changed, scripted into application
External software tools or vendors used to transfer data from POPMS to POLL system	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 PDF extractions	HL7 2.x, custom when required, viewing via Web portals
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 Web browsers	standard Web browser (Internet Explorer)
Patient order and result database maintained on local PC?	yes	no
• Software displays results and allows orders to be entered in an offline mode?	depends on deployment option	—
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 service	yes/fixed monthly fee, unlimited site license available	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	100%	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	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 payer 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 elements	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 PO	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 record, or contract dependent, others	no increase
• Situations where fees increase with additional services	with additional ancillary interfaces	no increase
System priced on a cost-per-transaction basis?	no	no
Distinguishing product features (supplied by vendor)	<ul style="list-style-type: none"> • extensive EMR/PMS library with rapid installation • no offshore programming • supports additional ancillaries, such as radiology 	<ul style="list-style-type: none"> • instrument-ready labels printed in physician office • true integration (not interface) with Horizon Lab LIS • reverse auto-registration with certain HISs

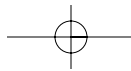
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***POPMS=physician office practice management systems

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Physician office-laboratory links software

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See accompanying article on page 34

	Medicity Brad Overby boverby@medicity.com 56 E. Broadway, 6th Floor Salt Lake City, UT 84111 801-322-4444 www.medicity.com	Mitem Corp. Andy Nelson anelson@mitem.com 640 Menlo Ave. Menlo Park, CA 94025 916-458-6321 www.mitem.com
Name of POLL software/system	ProAccess PCS/MediTrust	Blue Iris eLaborate
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	50	9
No. of satellite locations installed/non-U.S. host installations	5,000/0	750+/0
No. of contracts for host labs signed in calendar year 2006	8	1
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
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 to POLL system	daily update of demographics, more frequent update of all demographics that have changed, POLL provides patient ID to POPMS and POPMS replies in real-time, Web services	one-time batch download/file transfer, daily update of demographics, more frequent update of all demographics that have changed, POLL provides patient ID to POPMS and POPMS replies in real-time, others none required
External software tools or vendors used to transfer data from POPMS to POLL system	self developed	
Test directory stored on PO system?	optional	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, HL7 3.0, ANSI X12, XML, custom when required	HL7 2.x, HL7 3.0, XML, custom when required
System supports LOINC for identifying lab result database elements?	yes	yes
System architecture or functionality	all standard Web browsers	standard Web browser (Internet Explorer)
Patient order and result database maintained on local PC?	no	no
• Software displays results and allows orders to be entered in an offline mode?	no	—
Online connections between PO and central or host system	VPN, 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	yes/fixed monthly fee or transaction based (flexible to meet client needs)	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	100%	75%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	75%
- Local medical review policies can be viewed	—	75%
- Automatic routing of an order to different labs according to payer rules	installed	75%
- Printing of lab's requisitions	100%	75%
- Printing of requisitions for other lab providers	installed	30%
- Duplicate order checking	—	50%
- Physician office-specific panels	installed	50%
• Electronic order entry (from PO to host)	—	50%
- Transfer of patient demographics or insurance	installed	50%
- Automatic handling of scheduled or standing orders	installed	20%
- Automatic routing of orders to hospital or commercial labs depending on payer rules	installed	50%
• Bar-code collection label printing	installed	50%
• Two-dimensional bar code on printed requisition	installed	available but not installed
• Software adapted for use in phlebotomy or collection stations	installed	75%
• Result receipt		
- Stored as a block of text	installed	0
- All items (result, reference range, units) stored as individual data elements	100%	100%
- Automatic parsing of report pages to extract results	100%	100%
- Inquiry mode that allows PO to check status of specimens with host	100%	50%
• Reporting		
- In exact format received from host lab	installed	—
- Cumulative	installed	100%
- Integration of host and PO lab results	installed	—
- Display of new results for patient and/or clinic	installed	100%
- Remote access available to on-call physicians	installed	100%
- Unattended printing of reports	installed	available but not installed
- Display current report with historical data on same screen	installed	100%
- Graph historical results with current results for trend analysis	installed	100%
• Physician can electronically sign reports to confirm review	installed	available in 2007
• Physician can compose and send secure electronic messages to patients	available but not installed	available in 2007
• User-defined rule-based system and alerts in PO module	installed	available but not installed
• Electronic transfer of data to another PO	installed	installed
- E-mail/encrypted e-mail	not available/installed	not available/installed
- Web reference or pointer to Web site	not available	not available
- Fax	installed	installed
• PO orders supplies from host lab	not available	50%
- Specimen pickup or courier requests to host lab	installed	50%
• Financial		
- Billing, collections, accounts receivable	not available	not available
- Electronic claims transfer/interfaces to billing systems	not available/installed	available in 2007/20%
• Electronic medical record interface	installed	25%
• Interfaces to PO lab instruments	not available	available but not installed
• Entry of PO lab results with edit checks	available but not installed	not available
System cost: one-time or initial charges	\$.025k-\$1.175k	\$50k-\$75k
System cost: monthly or subscription fees	\$2.5k-\$25k	\$4k-\$6k
• Basis for increasing fees as POs are added	based on No. of practices/groups or based on No. of physicians of record	no increase
• Situations where fees increase with additional services	if order entry is added to result transmission or vice versa or if special billing functions are added	if order entry is added to result transmission or vice versa
System priced on a cost-per-transaction basis?	numerous pricing options	no
Distinguishing product features (supplied by vendor)	<ul style="list-style-type: none"> completely a Web-based product built on Microsoft architecture, .Net and sequel server options of ASP or client hosting 	<ul style="list-style-type: none"> specialize in complex interfacing scenarios and connectivity challenges can non-invasively interface with Meditech systems administrative user flexibility and control

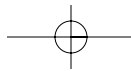
*PO=physician's office

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***POPMS=physician office practice management systems

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Physician office-laboratory links software

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See accompanying article on page 34

Multidata Computer Systems
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212-967-6700 www.mul.com

Multidata Computer Systems
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Name of POLL software/system	MultiLink	MultiWeb
First ever/most recent installation of POLL software or system	1996/2007	1996/2007
No. of host or central labs using software clinically	9	2
• No. of host labs that electronically transfer orders from PO* to LIS	7	0
No. of satellite locations installed/non-U.S. host installations	300+/0	50+/0
No. of contracts for host labs signed in calendar year 2006	0	2
Staff to develop—install & support host lab—install & support PO—other** in entire firm/in POLL software division	4-5-0-2/1.5-1.5-0-1	4-5-0-2/1.5-1.5-0-1
National commercial labs that use POLL package	—	—
Average time to install, build files, train office staff in a typical PO	4 hours	1 hour
LIS, HIS, other interfaces (other than for company's own products)	Diamond	—
Software modifications or modules required on host LIS to interface?	no	no
POPMS*** used to transfer patient demographics or billing info. to POLL system	VitalWorks, others (custom)	—
How demographics or billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demographics, more frequent update of all demographics that have changed, others	—
External software tools or vendors used to transfer data from POPMS to POLL system	LinkTools for real-time HL7	—
Test directory stored on PO system?	yes	no
How results are returned to PO	individually segmented fields	PDF, individually segmented fields
Data interface standards supported	ASTM 1238, HL7 2.x, custom when required	HL7 2.x, custom when required
System supports LOINC for identifying lab result database elements?	yes	yes
System architecture or functionality	thick client, PC, while not connected to lab host	all standard Web browsers
Patient order and result database maintained on local PC?	yes	no
• Software displays results and allows orders to be entered in an offline mode?	yes	no
Online connections between PO and central or host system	dial-up modem to private phone No., VPN, public Internet connection (dial-up sufficient)	public Internet connection (dial-up sufficient)
Complete ASP solution for POLL software?/Method of charging for ASP service	no/—	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	95%	available but not installed
- Advanced beneficiary notice printed if medical necessity criteria not met	25%	available but not installed
- Local medical review policies can be viewed	95%	available but not installed
- Automatic routing of an order to different labs according to payer rules	60%	not available
- Printing of lab's requisitions	95%	available but not installed
- Printing of requisitions for other lab providers	60%	available but not installed
- Duplicate order checking	95%	available but not installed
- Physician office-specific panels	95%	available but not installed
• Electronic order entry (from PO to host)	95%	available but not installed
- Transfer of patient demographics or insurance	95%	available but not installed
- Automatic handling of scheduled or standing orders	25%	not available
- Automatic routing of orders to hospital or commercial labs depending on payer rules	not available	not available
• Bar-code collection label printing	95%	available but not installed
• Two-dimensional bar code on printed requisition	available but not installed	not available
• Software adapted for use in phlebotomy or collection stations	5%	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
- Inquiry mode that allows PO to check status of specimens with host	100%	100%
• Reporting		
- In exact format received from host lab	100%	100%
- Cumulative	100%	100%
- Integration of host and PO lab results	not available	not available
- Display of new results for patient and/or clinic	100%	100%
- Remote access available to on-call physicians	not available	100%
- Unattended printing of reports	100%	not available
- Display current report with historical data on same screen	100%	100%
- Graph historical results with current results for trend analysis	100%	100%
• Physician can electronically sign reports to confirm review	not available	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	50%	available but not installed
• Electronic transfer of data to another PO	not available	not available
- E-mail/encrypted e-mail	—	—
- Web reference or pointer to Web site	—	—
- Fax	—	—
• PO orders supplies from host lab	25%	not available
- Specimen pickup or courier requests to host lab	25%	not available
• Financial		
- Billing, collections, accounts receivable	not available	not available
- Electronic claims transfer/interfaces to billing systems	not available/not available	not available/not available
• Electronic medical record interface	not available	not available
• 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	\$25k-\$50k	\$10k-\$50k
System cost: monthly or subscription fees	\$0	\$2k-\$10k
• Basis for increasing fees as POs are added	based on No. of practices/groups	no increase
• Situations where fees increase with additional services	if order entry is added to result transmission or vice versa or if report generator is added	if order entry is added to result transmission or vice versa
System priced on a cost-per-transaction basis?	no	no
Distinguishing product features (supplied by vendor)	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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

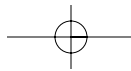
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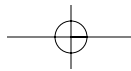
Physician office-laboratory links software

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	Orchard Software Kerry Foster kfoster@orchardsoft.com 701 Congressional Blvd., Ste. 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com	Orchard Software Kerry Foster kfoster@orchardsoft.com 701 Congressional Blvd., Ste. 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com
<i>See accompanying article on page 34</i>		
Name of POLL software/system	Orchard Copia	Orchard Harvest Webstation
First ever/most recent installation of POLL software or system	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* to LIS	22	182
No. of satellite locations installed/non-U.S. host installations	—/0	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 entire firm/in POLL software division	29—56—0—40/29—56—0—40	29—56—0—40/29—56—0—40
National commercial labs that use POLL package	ProLab, NextWave, ViraCore, DCL, NorDx	some regional reference laboratories
Average time to install, build files, train office staff in a typical PO	—	1 hour
LIS, HIS, other interfaces (other than for company's own products)	SCC Soft Computer, Healthpac, Misys, Per Sé Technologies, Medical Manager, Affinity	McKesson, Siemens, Dairyland, Meditech, Cerner, GE, IDX, CPSI, Misys, 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	Logician, Medical Manager, NextGen, IDX	Medical Manager, Clinitek, GE, IDX, MedicaLogic, NextGen, Medigate, Misys
How demographics or billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demographics, more frequent automatic update of all demographics that have changed, others	one-time batch download/file transfer, daily update of demographics, more frequent automatic update of all demographics that have changed, others
External software tools or vendors used to transfer data from POPMS to POLL system	Hilgraeve	none needed (native embedded solution)
Test directory stored on PO system?	no	no
How results are returned to PO	PDF, individually segmented fields	results returned as HTML
Data interface standards supported	HL7 2.x, physician's LIS	HL7 2.x
System supports LOINC for identifying lab result database elements?	yes	yes
System architecture or functionality	all standard Web browsers	thick client, PC, while connected to lab host, thin proprietary client, all standard Web browsers
Patient order and result database maintained on local PC?	no	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 (dial-up or DSL/cable modem)	public Internet connection (dial-up or DSL/cable modem)
Complete ASP solution for POLL software?/Method of charging for ASP service	no/—	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	80%	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	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%	100%
- Printing of requisitions for other lab providers	installed	100%
- 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	installed	100%
- Automatic routing of orders to hospital or commercial labs depending on payer rules	installed	100%
• Bar-code collection label printing	installed	not available
• Two-dimensional bar code on printed requisition	not available	100%
• Software adapted for use in phlebotomy or collection stations	70%	not available
• Result receipt		
- Stored as a block of text	100%	100%
- All items (result, reference range, units) stored as individual data elements	100%	100%
- Automatic parsing of report pages to extract results	installed	100%
- Inquiry mode that allows PO to check status of specimens with host	installed	100%
• Reporting		
- In exact format received from host lab	not available	100%
- Cumulative	installed	100%
- 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 screen	installed	100%
- Graph historical results with current results for trend analysis	installed	100%
• Physician can electronically sign reports to confirm review	installed	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	installed	100%
• Electronic transfer of data to another PO	90%	100%
- E-mail/encrypted e-mail	10%/10%	10%/10%
- Web reference or pointer to Web site	installed	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 PO lab instruments	not available	not available
• Entry of PO lab results with edit checks	installed	not available
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	no increase	as concurrent user licenses are needed
• Situations where fees increase with additional services	no increase or if additional host interfaces to other systems are added	—
System priced on a cost-per-transaction basis?	no	no
Distinguishing product features (supplied by vendor)	<ul style="list-style-type: none"> • unparalleled service and support • very flexible, easy to use, rules/decision support • pricing model not subscriber based or increased as users are added 	<ul style="list-style-type: none"> • cost effective • diagnosis code screening and destination filters • order entry/results retrieval for reference lab testing
*PO=physician's office		
**other=sales, marketing, administration, other company functions		
***POPMS=physician office practice management systems		
	<i>do not collect this data</i>	

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Physician office-laboratory links software

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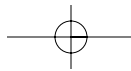
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Name of POLL software/system	InterPath	SoftWeb Outreach Suite
First ever/most recent installation of POLL software or system	2002/February 2007	2003/March 2007
No. of host or central labs using software clinically	6	11
• No. of host labs that electronically transfer orders from PO* to LIS	6	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
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	—
Software modifications or modules required on host LIS to interface?	no	no
POPMS*** used to transfer patient demographics or billing info. to POLL system	Medical Manager	none
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
External software tools or vendors used to transfer data from POPMS to POLL system	BizTalk server	—
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	HL7 2.x, XML, custom when required	HL7 2.x, XML
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, 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
Features (listed as a percentage of live installs or whether or not it's available)		
• Order entry		
- Medicare compliance checking using carrier-specific rules	not available	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	not available	installed
- Local medical review policies can be viewed	not available	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
- Physician office-specific panels	100%	installed
• Electronic order entry (from PO to host)	100%	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	17%	not available
• Software adapted for use in phlebotomy or collection stations	not available	installed
• Result receipt		
- 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	100%	installed
- Inquiry mode that allows PO to check status of specimens with host	100%	installed
• Reporting		
- In exact format received from host lab	not available	installed
- Cumulative	not available	installed
- Integration of host and PO lab results	100%	installed
- Display of new results for patient and/or clinic	100%	installed
- Remote access available to on-call physicians	100%	installed
- Unattended printing of reports	not available	available in 2007
- Display current report with historical data on same screen	not available	installed
- Graph historical results with current results for trend analysis	not available	installed
• Physician can electronically sign reports to confirm review	100%	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	available but not installed/available but not installed	installed/available but not installed
- Web reference or pointer to Web site	100%	not available
- Fax	100%	installed
• 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	installed/33%	not available/installed
• Electronic medical record interface	100%	available in 2007
• 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	no increase	no increase
• Situations where fees increase with additional services	no increase	no increase
System priced on a cost-per-transaction basis?	no	no
Distinguishing product features (supplied by vendor)	<ul style="list-style-type: none"> • designed for physician access from multiple locations using various methods • intuitive, user friendly • flexible, accessible for small labs; full featured to satisfy larger groups 	<ul style="list-style-type: none"> • robust rules and logic simplify order entry, compliance, and specimen processing • physician practice specific; customizable dashboard views for order-entry results • powerful sales tool for commercial and outreach laboratories
*PO=physician's office		
**other=sales, marketing, administration, other company functions		
***POPMS=physician office practice management systems		

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Physician office-laboratory links software

Part 11 of 11

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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 entire firm/in POLL software division	12–13 (for host lab and PO)—18/6–7 (for host lab and PO)—3	12–13 (for host lab and PO)—18/6–7 (for host lab and PO)—3
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, Advantix, MediSoft, Centricity, Athena	DigiChart, Gamewood, eClinical Works, Practice Partners, Advantix, MediSoft, Centricity, Athena
How demographics or billing information is transferred from POPMS at PO or clinic to POLL system	one-time batch download/file transfer, daily update of demographics, more frequent update of all demographics that have changed, others	one-time batch download/file transfer, daily update of demographics, more frequent update of all demographics that have 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 reporting and results inquiry	public Internet connection (dial-up or DSL/cable modem)
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 PO 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	not available	installed
• Financial		
- Billing, collections, accounts receivable	not available	installed
- Electronic claims transfer/interfaces to billing systems	not available/not available	installed/installed
• Electronic medical record interface	installed	installed
• Interfaces to PO lab instruments	available but not installed	available but not installed
• Entry of PO lab results with edit checks	available but not installed	available but not installed
System cost: one-time or initial charges	\$20k	\$10k–\$100k
System cost: monthly or subscription fees	\$0.02k per user	—
• Basis for increasing fees as POs are added	based on No. of physicians of record	based on No. of workstations
• Situations where fees increase with additional services	if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality	if order entry is added to result transmission or vice versa, if special billing functions are added, or based on patient service center functionality
System priced on a cost-per-transaction basis?	no	no
Distinguishing product features (supplied by vendor)	<ul style="list-style-type: none"> uses new technology, Microsoft .Net, SQL server low cost per workstation allows deployment to most client sites easily integrated with other outreach information system applications 	<ul style="list-style-type: none"> integration to Telcor billing system improves efficiency and profitability uses Internet for data transport with quick entry at office uses new technology, Microsoft .Net, SQL server

*PO=physician's office

**other=sales, marketing, administration, other company functions

***POPMS=physician office practice management systems

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