

Laboratory-provider links software

Part 1 of 8	Atlas Medical Julie Pantalone sales@atlasmedical.com 26679 W. Agoura Rd. Calabasas, CA 91302 818-340-7080/800-333-0070 www.atlasmedical.com	Azalea Health Baha Zeidan info@azaleahealth.com 105 W. Central Ave. Valdosta, GA 31601 877-777-7686 www.azaleahealth.com	Blue Iris Division, Mitem Corp. Larry White info@mitem.com 640 Menlo Ave. Menlo Park, CA 94025 650-323-1500 www.blueiris.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	Atlas LabWorks	Azalea LabHub	Blue Iris eLaborate
First-ever LPL software installation/Most recent installation*	1995/February 2013	2008/November 2012	2005/December 2012
Last update of LPL software	January 2013	January 2013	December 2012
No. of host or central labs using software clinically	200+	3	24
• No. of host labs that electronically transfer orders from physician's or other client's systems into LIS in host lab	150+	3	16
No. of satellite or client locations installed/Non-U.S. host installations	50,000+/-	334/0	552/0
No. of contracts for host labs signed in calendar-year 2012	25+	2	—
Percentage of installations that have standalone LPL systems	100%	50%	100%
No. of employees in firm/In LPL systems development, installation, support	275/220	40/11	—
Provide list of client sites to potential customers on request	yes (a list of selected reference sites only)	yes (a list of all comparable laboratory sites)	yes (a complete list but prospective client must sign a nondisclosure agreement)
Average time to install, build files, train office staff in a typical physician's office	1–2 hours	2–3 hours	2 hours
Languages (other than English) supported by system	ABNs available in Spanish	none	—
Lab information system interfaces (other than company's own products)	Cerner, Orchard Software, Aspyra, SCC Soft Computer, Meditech, McKesson, Seacoast, Sunquest, Apollo, Epic, others	Sunquest	Cerner, Meditech, Allscripts, Siemens, McKesson, Psyche, SCC Soft Computer, Sunquest, GE Healthcare
• Software modifications or modules required on host LIS to interface EMR systems/POPMS** interfaced to transfer patient demographics or billing information to LPL system	no Allscripts, Athenahealth, Acer, AdvantX, eClinicalWorks, Greenway, MedPlexus, Practice Partner, VitalWorks, many others	no Azalea Health, Allscripts, eClinicalWorks, Medflow, Praxis, Medisoft	no Allscripts, AltaPoint, Aprima, NextGen, eClinicalWorks, Emdeon, Greenway, others
EMR systems/POPMS interfaced to send lab orders to LPL system	Allscripts, Aprima, Athenahealth, ClearPractice, eClinicalWorks, e-MDs, Epic, gloStream, MedEvolve, Mitochon, NextGen, many others	Soapware, Praxis	Allscripts, AltaPoint, Aprima, eClinicalWorks, Emdeon, Greenway, others
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	Athenahealth, ClearPractice, eClinicalWorks, e-MDs, Epic, gloStream, MedEvolve, Mitochon, NextGen, Practice Fusion, many others	Soapware, Praxis	Allscripts, AltaPoint, Aprima, eClinicalWorks, Emdeon, Greenway, others
How demographics or billing info. are sent from EMR syst. or POPMS to LPL syst.	one-time batch download/file transfer, or in real time, or via host query, others	in real time	one-time batch download/file transfer, or in real time, or via host query
External software tools to transfer data from EMR system or POPMS to LPL system	none	none	none
How results are returned to physician's office	block of text, PDF, individually segmented fields	block of text, PDF, individually segmented fields, HL7, HTML	block of text, PDF, individually segmented fields, radiology and pathology images, graphs
Data interface standards operational	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, XML, custom when required	HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, XML, CDA, custom when required	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, ANSI X12, XML, custom when required, VT100, others
System supports LOINC for identifying lab result database elements	—	yes	yes
Patient order and result database maintained on local PC	no	no	no
• Software displays results and allows orders to be entered in an offline mode	no	no	—
LPL system available via ASP or cloud-based data center	yes	yes	yes
Features (listed as a percentage of live installs or based on availability)			
• Order entry			
- Medicare compliance checking using carrier-specific rules	100%	100%	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	100%	100%
- Local medical review policies can be viewed	100%	installed	100%
- Automatic routing of order to different labs or hospitals according to payer rules	100%	100%	installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	100%/80%	installed/installed	100%/15%
- Duplicate order checking/Physician office-specific panels	100%/100%	100%/100%	installed/installed
• Automatic handling of scheduled or standing orders	100%	100%	installed
• Bar-code collection label printing	100%	100%	75%
• Two-dimensional bar code on printed requisition	15%	100%	75%
• Software adapted for use in phlebotomy or collection stations	100%	100%	installed
• Result receipt			
- Stored as a block of text	100%	100%	100%
- All items (result, reference range, units, etc.) stored as individual data elements	100%	100%	100%
- Automatic parsing of report pages to extract results	2%	100%	50%
- Inquiry mode that allows physician office to check specimen status with host	100%	100%	100%
• Reporting			
- In exact format received from host lab/Cumulative	100%/5%	100%/100%	100%/100%
- Integration of host and physician's office lab results	2%	100%	100%
- Display of new results for patient and/or clinic	100%	100%	100%
- Remote access available to on-call physicians	100%	100%	100%
- Unattended printing of reports	100%	not available	20%
- Display current report with historical data on same screen	100%	installed	100%
- Graph historical results with current results for trend analysis	100%	100%	100%
• Physician can electronically sign reports to confirm review	installed	100%	installed
• Physician can compose and send secure electronic messages to patients	installed	100%	available but not installed
• User-defined, rule-based system and alerts in physician's office module	100%	80%	installed
• Electronic transfer of data to another physician's office	installed	100%	not available
- E-mail/Encrypted e-mail	installed/installed	100%/100%	available but not installed/available but not installed
- Web reference or pointer to Web site/Fax	installed/installed	100%/100%	100%/not available
• Physician's office orders supplies from host lab	100%	100%	100%
• Specimen pickup or courier requests to host lab	available but not installed	100%	100%
• Financial			
- Billing, collections, accounts receivable	not available	available but not installed	not available
- Electronic claims transfer/Interfaces to billing systems	not available/installed	available but not installed/100%	not available/available but not installed
• Electronic medical record interface	75%	100%	100%
• Interfaces to physician's office lab instruments	installed	available in August 2013	available but not installed
• Entry of physician's office lab results with edit checks	installed	available in August 2013	available but not installed
System cost: one-time or initial charges/Monthly subscription fees	—	\$5,000–\$20,000/transactional	—
• Basis for increasing fees as physician offices or referring sites are added	based on contract	no increase—flat fee per host lab, no matter how many referring sites are live	—
• Situations where fees increase with additional services	based on contract	if order entry is added to result transmission or vice versa, or if special billing functions are added	—
System priced on a cost-per-transaction basis	yes (various pricing models offered based on budgetary needs and requirements of customer)	yes (\$0.45 per transaction)	no
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> ability to transform lab from a practice-centric and accession-based focus to a patient-centric enterprise with advanced revenue cycle management feature rich, with highly configurable deployment that meets the workflow and integration needs of the lab and its customers more than 24 years of experience 	<ul style="list-style-type: none"> can scale from lab ordering and resulting to eRx and meaningful use-certified EHR ability to attach photomicrographs to pathology lab results includes insurance verification and address validation 	<ul style="list-style-type: none"> complete solution for clinical data integration from clinical labs, anatomic pathology, radiology, and clinical documents 28 years of integration experience complete non-invasive outreach solution for hospitals using Meditech Magic, with no modifications to Meditech system and no requirements to add other modules
<small>*based on February 2013 survey deadline **POPMS=physician office practice management system Note: a dash in lieu of an answer means company did not answer question or question is not applicable</small>			

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Part 2 of 8	Brunston Corp. Donald Butler, PhD sales@brunston.com 967 E. ParkCenter Blvd., #133 Boise, ID 83706 208-968-7770 www.brunston.com	CareEvolve Brian T. Jones bjoness@careevolve.com 481B Edward Ross Drive Elmwood Park, NJ 07407 888-322-5222 www.careevolve.com	Cerner Corp. Jennifer Walker jennifer.walker@cerner.com 2800 Rockcreek Parkway Kansas City, MO 64117 816-201-2854 www.cerner.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	Brio/Web and Brio/Web-Mobile†	CareEvolve App†	Cerner Outreach Physician Portal†
First-ever LPL software installation/Most recent installation*	2002/August 2012	1999/February 2013	1997/November 2012
Last update of LPL software	January 2013	October 2012	January 2013
No. of host or central labs using software clinically	35	93	not tracked
• No. of host labs that electronically transfer orders from physician's or other client's systems into LIS in host lab	6	91	—
No. of satellite or client locations installed/Non-U.S. host installations	4,000/0	30,000+/0	—/5 (Australia, Qatar, Saudi Arabia, Singapore)
No. of contracts for host labs signed in calendar-year 2012	—	9	4
Percentage of installations that have standalone LPL systems	100%	100%	25%
No. of employees in firm/In LPL systems development, installation, support	8/4	39/34	12,000+/429
Provide list of client sites to potential customers on request	yes (a list of selected reference sites only)	yes (a list of all comparable laboratory sites)	yes (a list of selected reference sites only)
Average time to install, build files, train office staff in a typical physician's office	2 hours	1 hour	3 hours
Languages (other than English) supported by system	Spanish	Spanish, others on request	all non-two-byte languages
Lab information system interfaces (other than company's own products)	Cerner, McKesson, Meditech, Antek, SCC Soft Computer	Cerner, Meditech, McKesson, Epic, Orchard, CPSI, SCC Soft Computer, Sunquest, Antek, Seacoast, HMS, Hex, Keane, others	Sunquest
• Software modifications or modules required on host LIS to interface EMR systems/POPMS** interfaced to transfer patient demographics or billing information to LPL system	yes (Brunston Securo/Exchange) NextGen, Allscripts, GE Healthcare, Praxis, eClinicalWorks, Prime Clinical Systems, others	yes (HL7 or PDF export module) Athenahealth, Allscripts, MD Everywhere, Practice Partners, e-MDs, Medisoft, hundreds of other vendors	no Allscripts, NextGen, Alteer, McKesson, Cerner, Praxis, ECW, EHS, e-MDs, Encite, Epic, GE Healthcare, Healthland, Athenahealth, others
EMR systems/POPMS interfaced to send lab orders to LPL system	NextGen, Allscripts, GE Healthcare, Praxis, eClinicalWorks, Prime Clinical Systems, others	eClinicalWorks, e-MDs, GE, Emdeon, Greenway, Allscripts, NextGen, Epic, Ignis, Practice Fusion, dozens of other vendors	—
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	NextGen, Allscripts, GE Healthcare, Praxis, eClinicalWorks, Prime Clinical Systems, others	eClinicalWorks, e-MDs, GE, Athenahealth, AdvancedMD, Greenway, Allscripts, NextGen, Practice Fusion, many others	Allscripts, NextGen, Alteer, McKesson, Cerner, Praxis, ECW, EHS, e-MDs, Encite, Epic, GE Healthcare, Healthland, Athenahealth, others
How demographics or billing info. are sent from EMR syst. or POPMS to LPL syst.	in real time or via host query	one-time batch download/file transfer, or in real time, or via host query, others	one-time batch download/file transfer or via host query
External software tools to transfer data from EMR system or POPMS to LPL system	none (uses Brunston Securo/Exchange)	Elkay	Elkay, Certify Data Systems
How results are returned to physician's office	PDF, individually segmented fields, TIFF image	block of text, PDF, individually segmented fields	block of text, PDF, individually segmented fields
Data interface standards operational	ASTM 1238, HL7 2.3.1, HL7 2.3.5, HL7 3, XML, custom when required	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML, CDA, custom when required, others	HL7 2.x, XML, custom when required
System supports LOINC for identifying lab result database elements	no	yes	yes
Patient order and result database maintained on local PC	yes	no	no
• Software displays results and allows orders to be entered in an offline mode	yes	—	—
LPL system available via ASP or cloud-based data center	yes	yes	yes
Features (listed as a percentage of live installs or based on availability)			
• Order entry			
- Medicare compliance checking using carrier-specific rules	100%	100%	50%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	100%	50%
- Local medical review policies can be viewed	100%	100%	not available
- Automatic routing of order to different labs or hospitals according to payer rules	installed	100%	not available
- Printing of lab's requisitions/Printing of requisitions for other lab providers	100%/100%	100%/100%	100%/available but not installed
- Duplicate order checking/Physician office-specific panels	not available/100%	100%/100%	100%/available
• Automatic handling of scheduled or standing orders	100%	installed	95%
• Bar-code collection label printing	100%	installed	70% (for sites entering orders)
• Two-dimensional bar code on printed requisition	100%	installed	not available
• Software adapted for use in phlebotomy or collection stations	100%	100%	80%
• Result receipt			
- Stored as a block of text	installed	10%	100%
- All items (result, reference range, units, etc.) stored as individual data elements	100%	90%	100%
- Automatic parsing of report pages to extract results	not available	not available	not available
- Inquiry mode that allows physician office to check specimen status with host	not available	100%	75%
• Reporting			
- In exact format received from host lab/Cumulative	installed/100%	10%/installed	100%/100%
- Integration of host and physician's office lab results	installed	installed	available via Cerner ambulatory office solution
- Display of new results for patient and/or clinic	100%	100%	100%
- Remote access available to on-call physicians	100%	100%	100%
- Unattended printing of reports	100%	100%	available via Cerner LIS
- Display current report with historical data on same screen	not available	100%	100%
- Graph historical results with current results for trend analysis	100%	100%	100%
• Physician can electronically sign reports to confirm review	available but not installed	100%	available via Cerner ambulatory office solution
• Physician can compose and send secure electronic messages to patients	installed	installed	available via Cerner ambulatory office solution
• User-defined, rule-based system and alerts in physician's office module	not available	100%	available via Cerner ambulatory office solution
• Electronic transfer of data to another physician's office	installed	installed	available via Cerner HIE solution
- E-mail/Encrypted e-mail	not available/not available	installed/installed	not available/not available
- Web reference or pointer to Web site/Fax	installed/not available	installed/100%	not available/not available
• Physician's office orders supplies from host lab	installed	25%	10%
• Specimen pickup or courier requests to host lab	installed	installed	10%
• Financial			
- Billing, collections, accounts receivable	not available	not available	available via Cerner ambulatory office solution
- Electronic claims transfer/Interfaces to billing systems	not available/100%	not available/10%	both avail. via Cerner ambulatory office solution
• Electronic medical record interface	100%	100%	40%
• Interfaces to physician's office lab instruments	not available	not available	available via Cerner ambulatory office solution
• Entry of physician's office lab results with edit checks	not available	not available	available via Cerner ambulatory office solution
System cost: one-time or initial charges/Monthly subscription fees	—	0–\$70,000/\$1,200–\$7,000	—
• Basis for increasing fees as physician offices or referring sites are added	based on No. of practices/groups or No. of physicians of record	no increase—flat fee per host lab, no matter how many referring sites are live; multiple other options based on type of lab or system use, etc.	—
• Situations where fees increase with additional services	separate price for Securo/Exchange, Securo/Med, patient voice reporting	if order entry is added to result transmission or vice versa, or if special billing functions are added, or with additional interfaces	—
System priced on a cost-per-transaction basis	no	no	yes
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> • Web-based and Android mobile access to richly functioning ordering/resulting application • EMR, other party interface support with Securo/Exchange • physician- and patient-secure data exchange with Securo/Med; toll-free patient voice resulting system 	<ul style="list-style-type: none"> • dedicated EMR project management, interface development, and customer support resources; all personnel based in the U.S. • patient results portal allows physicians or laboratories to securely release test results directly to the patient • advanced data analytics for meaningful use support 	<ul style="list-style-type: none"> • allows lab to automate order entry, graph and trend lab results, store patient results with secure access to real-time online viewing, more • Web portal hosted in Cerner's HIPAA-enabling, ISO 9001:2000-certified data center • Web portal allows labs to leverage Cerner's connection and communication technologies and thereby expand their integration abilities
*based on February 2013 survey deadline			
**POPMS=physician office practice management system			
Note: a dash in lieu of an answer means company did not answer question or question is not applicable			
	†formerly Brio2000 Link Note: all answers provided are for Brio/Web and Brio/Web-Mobile combined	†formerly LabEvolve	†formerly Cerner WebConnect

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See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	LabNexus	Emdeon Clinical Exchange Orders and Results [†]	4medica Laboratory Suite (Lab4/Path4)
First-ever LPL software installation/Most recent installation*	2012/February 2013	1999/February 2013	1998/January 2013
Last update of LPL software	January 2013	February 2013	December 2012
No. of host or central labs using software clinically	24	375	100+
• No. of host labs that electronically transfer orders from physician's or other client's systems into LIS in host lab	7	210	90
No. of satellite or client locations installed/Non-U.S. host installations	1,500/—	~7,000/0	40,000+/0
No. of contracts for host labs signed in calendar-year 2012	24	78	4
Percentage of installations that have standalone LPL systems	0	55%	80%
No. of employees in firm/In LPL systems development, installation, support	300/15	3,200+/40+	75/55
Provide list of client sites to potential customers on request	yes (a list of selected reference sites only)	yes (a list of selected reference sites only)	yes (a list of selected reference sites only)
Average time to install, build files, train office staff in a typical physician's office	4–6 hours	1.5 hours	2–4 hours
Languages (other than English) supported by system	—	none	Spanish
Lab information system interfaces (other than company's own products)	Sunquest, Cerner, Meditech, Orchard, NovoPath, McKesson	Orchard, Healthland, others	Sunquest, Meditech, McKesson, GE Healthcare, SCC Soft Computer, Hex, Cerner, others
• Software modifications or modules required on host LIS to interface	no	yes (host LIS must have an ordering module available)	yes (HL7)
EMR systems/POPMS** interfaced to transfer patient demographics or billing information to LPL system	NextGen, eClinicalWorks, Allscripts, Greenway, Sage, Athena, many others	gloStream, Greenway, eClinicalWorks, Vitera Healthcare, Qualifacts, 50+ other systems	GE, Medisoft, AdvancedMD, Allscripts, Practice Partners, 115+ other systems
EMR systems/POPMS interfaced to send lab orders to LPL system	NextGen, eClinicalWorks, Allscripts, Greenway, Sage, Athena, many others	gloStream, Greenway, eClinicalWorks, Vitera Healthcare, Qualifacts, 50+ other systems	GE, Medisoft, AdvancedMD, Allscripts, Practice Partners, 25+ other systems
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	NextGen, eClinicalWorks, Allscripts, Greenway, Sage, Athena, many others	gloStream, Greenway, eClinicalWorks, Vitera Healthcare, Qualifacts, 50+ other systems	eClinicalWorks, Allscripts, NextGen, Practice Fusion, 50+ other systems
How demographics or billing info. are sent from EMR syst. or POPMS to LPL syst.	one-time batch download/file transfer, or in real time, or via host query, or via Web services, VPN, SFTP	one-time batch download/file transfer, or in real time, or via host query, or ADT push/pull	one-time batch download/file transfer, or in real time, or via host query
External software tools to transfer data from EMR system or POPMS to LPL system	none	Ellkay	none
How results are returned to physician's office	block of text, PDF; individually segmented fields	block of text, PDF; individually segmented fields	block of text, PDF; individually segmented fields
Data interface standards operational	HL7 2.x, HL7 2.3.1, HL7 2.3.5, XML, custom when required	ASTM 1238, HL7 2.x, HL7 2.3.1, ANSI X12, XML, custom when required	HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, XML, custom when required
System supports LOINC for identifying lab result database elements	yes	yes	yes
Patient order and result database maintained on local PC	no	no	no
• Software displays results and allows orders to be entered in an offline mode	—	no	—
LPL system available via ASP or cloud-based data center	yes	yes	yes
Features (listed as a percentage of live installs or based on availability)			
• Order entry			
- Medicare compliance checking using carrier-specific rules	75%	installed	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	100%	installed	100%
- Local medical review policies can be viewed	installed	installed	100%
- Automatic routing of order to different labs or hospitals according to payer rules	installed	installed	100%
- Printing of lab's requisitions/Printing of requisitions for other lab providers	100%/installed	installed/installed	100%/100%
- Duplicate order checking/Physician office-specific panels	available but not installed/100%	installed/installed	100%/100%
• Automatic handling of scheduled or standing orders	40%	installed	80%
• Bar-code collection label printing	100%	installed	75%
• Two-dimensional bar code on printed requisition	not available	installed	25%
• Software adapted for use in phlebotomy or collection stations	90%	installed	75%
• Result receipt			
- Stored as a block of text	98%	installed	20%
- All items (result, reference range, units, etc.) stored as individual data elements	98%	installed	90%
- Automatic parsing of report pages to extract results	100%	installed	100%
- Inquiry mode that allows physician office to check specimen status with host	100%	not available	100%
• Reporting			
- In exact format received from host lab/Cumulative	25%/98%	installed/installed	95%/30%
- Integration of host and physician's office lab results	100%	installed	30%
- Display of new results for patient and/or clinic	100%	installed	100%
- Remote access available to on-call physicians	100%	installed	100%
- Unattended printing of reports	not available	installed	100%
- Display current report with historical data on same screen	installed	installed	100%
- Graph historical results with current results for trend analysis	installed	installed	100%
• Physician can electronically sign reports to confirm review	installed	available in October 2013	100%
• Physician can compose and send secure electronic messages to patients	not available	available in August 2013	installed
• User-defined, rule-based system and alerts in physician's office module	not available	not available	75%
• Electronic transfer of data to another physician's office	50%	installed	100%
- E-mail/Encrypted e-mail	available in June 2013/available in June 2013	not available/available in August 2013	not available/25%
- Web reference or pointer to Web site/Fax	not available/available in June 2013	installed/not available	available but not installed/installed
• Physician's office orders supplies from host lab	available in September 2013	installed	15%
• Specimen pickup or courier requests to host lab	available in September 2013	not available	100%
• Financial			
- Billing, collections, accounts receivable	not available	installed	available but not installed
- Electronic claims transfer/Interfaces to billing systems	available but not installed/15%	installed/installed	available but not installed/75%
• Electronic medical record interface	25%	installed	50%
• Interfaces to physician's office lab instruments	not available	available but not installed	5%
• Entry of physician's office lab results with edit checks	not available	installed	installed
System cost: one-time or initial charges/Monthly subscription fees	\$10,000–\$25,000/\$40–\$1,500	—	variable (depends on complexity of the project)/variable
• Basis for increasing fees as physician offices or referring sites are added	based on No. of physicians of record	based on No. of physicians of record	in practice model, flat fee increase per location; in transaction model, no fee increase for additional sites/users
• Situations where fees increase with additional services	when EHR interfaces are added to bridge demographics, orders, and results from various vendors	if order entry is added to result transmission or vice versa, or if special billing functions are added	in practice model, no fee increase; in transaction model, fees may increase/decrease based on use
System priced on a cost-per-transaction basis	no	no	yes (variable cost)
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> more than 25 years of experience designing lab solutions; LabDaq laboratory information system has been core product elite group of connectivity engineers with more than 20 years of experience designing interfaces to EHRs, practice management systems, hospital information systems, reference labs, billing systems hosted cloud environment is SSAE16 certified, SAS 70 certified in a tier four secure environment 	<ul style="list-style-type: none"> satisfies meaningful use through EHR Lite functionality, including orders, results, e-prescribing, claims processing, more company has provided health care data exchange for more than 20 years; many members of staff who work on product come from a commercial reference lab processed more than 7 billion health care transactions in 2012 	<ul style="list-style-type: none"> 100% Web-based lab outreach application for ordering tests and reporting results 4medica's integrated EHR/PM and LabHub (EHR/EMR and data connectivity) allow physicians to achieve meaningful use LOINC mapping to help labs meet regulatory compliance

*based on February 2013 survey deadline

**POPMS=physician office practice management system

Note: a dash in lieu of an answer means company did not answer question or question is not applicable

[†]formerly Emdeon Clinician

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<p>Part 4 of 8</p> <p><i>See captodayonline.com/productguides for an interactive version of guide</i></p>	<p>Ignis Systems Pat Wolfram pat.wolfram@ignissystems.com 10300 S. W. Greenburg Rd., Suite 560 Portland, OR 97223 971-255-9282 www.ignissystems.com</p>	<p>Lifepoint Informatics Vincent Gryscavage Sr. sales@lifepoint.com 65 Harristown Rd. Glen Rock, NJ 33458 201-447-9991 www.lifepoint.com</p>	<p>LigoLab Information Systems Suren Avunjian suren@ligolab.com 500 N. Central Ave., Suite 930 Glendale, CA 91203 800-544-6522 www.ligolab.com</p>
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Name of laboratory-provider links (LPL) software	EMR-Link	LPI Web Provider Portal and EMRHub [†]	LigoLab Connect
First-ever LPL software installation/Most recent installation*	2006/February 2013	2000/February 2013	2006/January 2013
Last update of LPL software	February 2013	December 2012	May 2012
No. of host or central labs using software clinically	65	239	—
• No. of host labs that electronically transfer orders from physician's or other client's systems into LIS in host lab	55	197	—
No. of satellite or client locations installed/Non-U.S. host installations	450/0	131,000+/2 (Canada, St. Kitts)	—
No. of contracts for host labs signed in calendar-year 2012	15	21	—
Percentage of installations that have standalone LPL systems	100%	less than 1%	—
No. of employees in firm/In LPL systems development, installation, support	21/15	50+/50+	—
Provide list of client sites to potential customers on request	yes (a list of selected reference sites only)	yes (a list of selected reference sites only)	yes (a complete list but prospective client must sign a nondisclosure agreement)
Average time to install, build files, train office staff in a typical physician's office	16 hours	less than 1 hour	1 hour
Languages (other than English) supported by system	Spanish	Spanish	—
Lab information system interfaces (other than company's own products)	Cerner, Sunquest, McKesson, Meditech, Orchard, CompuGroup Medical	Cerner, Epic, SCC Soft Computer, Sunquest, CPSI, Meditech, McKesson, Orchard, Psyche, others	Allscripts, Sunquest, Meditech, Cerner, Schuyler House, Orchard
• Software modifications or modules required on host LIS to interface	LIS must use HIS registration module or Ignis will customize its system for registration	no	no
EMR systems/POPMS** interfaced to transfer patient demographics or billing information to LPL system	e-MDs, Greenway, NextGen, Amazing Charts, MicroMD, SpringCharts	Allscripts, Amazing Charts, Practice Fusion, GE, eClinicalWorks, Epic, 100+ other vendors	Allscripts, NextGen, eClinicalWorks, e-MDs, Praxis, AIM, Aprima, ACS, many others
EMR systems/POPMS interfaced to send lab orders to LPL system	GE Healthcare, Allscripts, eClinicalWorks, NextGen, Glenwood Systems	GE, eClinicalWorks, Epic, 100+ other vendors	Allscripts, NextGen, eClinicalWorks, e-MDs, Praxis, AIM, Aprima, ACS, many others
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	GE Healthcare, Athenahealth, Allscripts, e-MDs, Greenway, eClinicalWorks, NextGen, MicroMD, Amazing Charts, Glenwood Systems, SpringCharts	Allscripts, Amazing Charts, Practice Fusion, GE, eClinicalWorks, Epic, 100+ other vendors	Allscripts, NextGen, eClinicalWorks, e-MDs, Praxis, AIM, Aprima, ACS, many others
How demographics or billing info. are sent from EMR syst. or POPMS to LPL syst.	in real time or via HTTPS connectivity	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer or in real time
External software tools to transfer data from EMR system or POPMS to LPL system	no	no	no
How results are returned to physician's office	block of text, PDF, individually segmented fields	block of text, PDF, individually segmented fields, CCD, CCR, flat file, encrypted e-mail	block of text, PDF, individually segmented fields
Data interface standards operational	HL7 2.x, HL7 2.3.1	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML, CDA, custom when required, others	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML, CDA, custom when required
System supports LOINC for identifying lab result database elements	yes	yes	yes
Patient order and result database maintained on local PC	no	no	no
• Software displays results and allows orders to be entered in an offline mode	—	—	no
LPL system available via ASP or cloud-based data center	yes	yes	yes
Features (listed as a percentage of live installs or based on availability)			
• Order entry			
- Medicare compliance checking using carrier-specific rules	70%	100%	installed
- Advanced beneficiary notice printed if medical necessity criteria not met	70%	100%	installed
- Local medical review policies can be viewed	70%	100%	not available
- Automatic routing of order to different labs or hospitals according to payer rules	70%	100%	installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	70%/70%	100%/65%	installed/installed
- Duplicate order checking/Physician office-specific panels	not available/not available	100%/100%	installed/installed
• Automatic handling of scheduled or standing orders	70%	100%	installed
• Bar-code collection label printing	70%	100%	installed
• Two-dimensional bar code on printed requisition	30%	65%	installed
• Software adapted for use in phlebotomy or collection stations	50%	86%	installed
• Result receipt			
- Stored as a block of text	100%	100%	installed
- All items (result, reference range, units, etc.) stored as individual data elements	100%	100%	installed
- Automatic parsing of report pages to extract results	100%	100%	installed
- Inquiry mode that allows physician office to check specimen status with host	not available	100%	installed
• Reporting			
- In exact format received from host lab/Cumulative	not available/5%	100%/25%	installed/installed
- Integration of host and physician's office lab results	15%	installed	installed
- Display of new results for patient and/or clinic	100%	100%	installed
- Remote access available to on-call physicians	100%	100%	installed
- Unattended printing of reports	available in 2013	100%	installed
- Display current report with historical data on same screen	not available	100%	installed
- Graph historical results with current results for trend analysis	100%	100%	installed
• Physician can electronically sign reports to confirm review	70%	100%	available but not installed
• Physician can compose and send secure electronic messages to patients	available in second quarter 2013	40%	installed
• User	s office lmf ec		

Laboratory-provider links software

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Part 5 of 8	McKesson Joseph R. Stabile joseph.stabile@mckesson.com 5995 Windward Parkway Alpharetta, GA 30005 404-338-4363 www.mckesson.com/laboratory	NovoPath Richard Callahan rcallahan@novopath.com 301 N. Harrison St., Suite 384 Princeton, NJ 08540 877-668-6123 www.novopath.com
<i>See captodayonline.com/productguides for an interactive version of guide</i>		
Name of laboratory-provider links (LPL) software	Horizon Outreach for Lab	NovoOutreach
First-ever LPL software installation/Most recent installation*	1999/March 2012	2007/February 2013
Last update of LPL software	September 2012	January 2012
No. of host or central labs using software clinically	26	~120
• No. of host labs that electronically transfer orders from physician's or other client's systems into LIS in host lab	2	~60
No. of satellite or client locations installed/Non-U.S. host installations	1,500+/0	not tracked/1 (Saudi Arabia)
No. of contracts for host labs signed in calendar-year 2012	2	~20
Percentage of installations that have standalone LPL systems	0	0
No. of employees in firm/In LPL systems development, installation, support	48,000/120 (for all LIS-related solutions)	45/45
Provide list of client sites to potential customers on request	yes (a list of selected reference sites only)	yes (a list of selected reference sites only)
Average time to install, build files, train office staff in a typical physician's office	1 hour	1-2 hours
Languages (other than English) supported by system	ABNs available in Spanish	none
Lab information system interfaces (other than company's own products)	none	none
• Software modifications or modules required on host LIS to interface EMR systems/POPMS** interfaced to transfer patient demographics or billing information to LPL system	no SRS Software, Medical Billing Systems, Turbo-Doc, NextGen, GE Healthcare, Allscripts, BizMatics, others	no Allscripts, eClinicalWorks, Endosoft, Medent, Pulse, many others
EMR systems/POPMS interfaced to send lab orders to LPL system	Epic, Orchard Software	Medisoft, Prescient, MicroMD, CompuGroup Medical, many others
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	SRS Software, Medical Billing Systems, Turbo-Doc, NextGen, GE Healthcare, Allscripts, BizMatics, others	HPF, ProVation, UroChart, Nextech, Soapware, many others
How demographics or billing info. are sent from EMR syst. or POPMS to LPL syst.	one-time batch download/file transfer, or in real time, or via Boston Workstation or RelayHealth	one-time batch download/file transfer or in real time
External software tools to transfer data from EMR system or POPMS to LPL system	RelayHealth	no
How results are returned to physician's office	PDF, individually segmented fields	block of text, PDF, individually segmented fields
Data interface standards operational	HL7 2.x	HL7 2.3.1, HL7 2.3.5
System supports LOINC for identifying lab result database elements	yes	yes
Patient order and result database maintained on local PC	no	no
• Software displays results and allows orders to be entered in an offline mode	—	—
LPL system available via ASP or cloud-based data center	yes	yes
Features (listed as a percentage of live installs or based on availability)		
• Order entry		
- Medicare compliance checking using carrier-specific rules	installed	not available
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	not available
- Local medical review policies can be viewed	not available	not available
- Automatic routing of order to different labs or hospitals according to payer rules	installed	not available
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	100%/not available
- Duplicate order checking/Physician office-specific panels	installed/installed	not available/not available
• Automatic handling of scheduled or standing orders	installed	not available
• Bar-code collection label printing	installed	50%
• Two-dimensional bar code on printed requisition	installed	10%
• Software adapted for use in phlebotomy or collection stations	installed	not available
• Result receipt		
- Stored as a block of text	installed	100%
- All items (result, reference range, units, etc.) stored as individual data elements	installed	100%
- Automatic parsing of report pages to extract results	installed	not available
- Inquiry mode that allows physician office to check specimen status with host	installed	100%
• Reporting		
- In exact format received from host lab/Cumulative	installed/installed	100%/not available
- Integration of host and physician's office lab results	not available	not available
- 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	40%
- Display current report with historical data on same screen	installed	not available
- Graph historical results with current results for trend analysis	installed	not available
• Physician can electronically sign reports to confirm review	installed	installed
• Physician can compose and send secure electronic messages to patients	not available	not available
• User-defined, rule-based system and alerts in physician's office module	not available	not available
• Electronic transfer of data to another physician's office	not available	not available
- E-mail/Encrypted e-mail	not available/not available	not available/10%
- Web reference or pointer to Web site/Fax	not available/not available	installed/100%
• Physician's office orders supplies from host lab	not available	20%
• Specimen pickup or courier requests to host lab	installed	10%
• Financial		
- Billing, collections, accounts receivable	installed	not available
- Electronic claims transfer/Interfaces to billing systems	installed/installed	not available/40%
• Electronic medical record interface	installed	50%
• Interfaces to physician's office lab instruments	installed	not available
• Entry of physician's office lab results with edit checks	installed	not available
System cost: one-time or initial charges/Monthly subscription fees	—	—
• Basis for increasing fees as physician offices or referring sites are added	no increase—flat fee per host lab, no matter how many referring sites are live	per interface
• Situations where fees increase with additional services	no increase	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 company)	<ul style="list-style-type: none"> instrument-ready bar-code label generation in physician's office, removing potential labeling errors true integration (not interface) with Horizon Lab LIS reverse auto-registration with certain hospital information systems for billing purposes 	<ul style="list-style-type: none"> seamless integration with NovoPath NovoNotifier Mobile for physician smartphone access to reports
*based on February 2013 survey deadline		
**POPMS=physician office practice management system		
Note: a dash in lieu of an answer means company did not answer question or question is not applicable		

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

Laboratory-provider links software

Part 6 of 8	Orchard Software Kerry Foster sales@orchardsoft.com 701 Congressional Blvd., Suite 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com	Orchard Software Kerry Foster sales@orchardsoft.com 701 Congressional Blvd., Suite 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com	Pathagility, LLC Mark McQuin mark@pathagility.com 10810 Executive Center Drive, Suite 100 Little Rock, AR 72211 888-222-2792 www.pathagility.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	Orchard Copia	Orchard Harvest Webstation	ReportPath
First-ever LPL software installation/Most recent installation*	2000/February 2013	2000/February 2013	2007/January 2013
Last update of LPL software	January 2013	March 2012	February 2013
No. of host or central labs using software clinically	126	490	10
• No. of host labs that electronically transfer orders from physician's or other client's systems into LIS in host lab	100	411	4
No. of satellite or client locations installed/Non-U.S. host installations	not tracked/—	not tracked/—	1,000+/1 (Canada)
No. of contracts for host labs signed in calendar-year 2012	8	88	3
Percentage of installations that have standalone LPL systems	10%	0	10%
No. of employees in firm/In LPL systems development, installation, support	194/116	194/116	—
Provide list of client sites to potential customers on request	yes (a list of all comparable laboratory sites)	yes (a list of all comparable laboratory sites)	yes (a list of all comparable laboratory sites)
Average time to install, build files, train office staff in a typical physician's office	1 hour per staff member	1 hour per staff member	1 hour
Languages (other than English) supported by system	none	none	—
Lab information system interfaces (other than company's own products)	CompuGroup, Meditech, Schuyler House, Cerner, CPSI, Sunquest, SCC Soft Computer, LabSoft, McKesson, CSS, Siemens, Psyche, others	CompuGroup, Meditech, Cerner, CPSI, Sunquest, SCC Soft Computer, LabSoft, McKesson, CSS, Psyche, Siemens, others	Small Business Computers of New England, Sunquest, proprietary systems, others
• Software modifications or modules required on host LIS to interface EMR systems/POPMS** interfaced to transfer patient demographics or billing information to LPL system	no Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others	no Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others	no Allscripts, McKesson, eClinicalWorks, digiChart, gloStream, Amazing Charts, MD-Reports, GE Healthcare, others
EMR systems/POPMS interfaced to send lab orders to LPL system	Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others	Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others	Allscripts, McKesson, eClinicalWorks, digiChart, gloStream, Amazing Charts, MD-Reports, GE Healthcare, others
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others	Epic, Allscripts, eClinicalWorks, GE Healthcare, NextGen, UroChart, Greenway, others	Allscripts, McKesson, eClinicalWorks, digiChart, gloStream, Amazing Charts, MD-Reports, GE Healthcare, others
How demographics or billing info. are sent from EMR syst. or POPMS to LPL syst.	one-time batch download/file transfer, or in real time, or via host query	one-time batch download/file transfer, or in real time, or via host query, or socket to socket based on ADT trigger points	one-time batch download/file transfer, or in real time, or via host query
External software tools to transfer data from EMR system or POPMS to LPL system	Covisint, Ellkay Bridge, Boston Workstation	none (uses proprietary mapping software)	none
How results are returned to physician's office	block of text, PDF, individually segmented fields, HL7, fax, e-mail	block of text, PDF, individually segmented fields, HL7, fax, e-mail	block of text, PDF, individually segmented fields
Data interface standards operational	ASTM 1238, HL7 2.3.1, HL7 2.3.5, ANSI X12, custom when required, Web services	ASTM 1238, HL7 2.3.1, HL7 2.3.5, ANSI X12, custom when required, Web services	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML, CDA, custom when required, others
System supports LOINC for identifying lab result database elements	yes	yes	yes
Patient order and result database maintained on local PC	no	no	no
• Software displays results and allows orders to be entered in an offline mode	—	—	—
LPL system available via ASP or cloud-based data center	yes	no	yes
Features (listed as a percentage of live installs or based on availability)			
• Order entry			
- Medicare compliance checking using carrier-specific rules	80%	100%	available but not installed
- Advanced beneficiary notice printed if medical necessity criteria not met	80%	100%	available but not installed
- Local medical review policies can be viewed	installed	installed	available but not installed
- Automatic routing of order to different labs or hospitals according to payer rules	70%	100%	available but not installed
- Printing of lab's requisitions/Printing of requisitions for other lab providers	80%/installed	100%/100%	installed/available but not installed
- Duplicate order checking/Physician office-specific panels	installed/80%	100%/100%	installed/available but not installed
• Automatic handling of scheduled or standing orders	40%	100%	available but not installed
• Bar-code collection label printing	installed	30%	installed
• Two-dimensional bar code on printed requisition	installed	installed	installed
• Software adapted for use in phlebotomy or collection stations	80%	100%	available but not installed
• Result receipt			
- Stored as a block of text	100%	100%	installed
- All items (result, reference range, units, etc.) stored as individual data elements	100%	100%	installed
- Automatic parsing of report pages to extract results	installed	100%	installed
- Inquiry mode that allows physician office to check specimen status with host	installed	100%	installed
• Reporting			
- In exact format received from host lab/Cumulative	installed/installed	100%/100%	installed/available but not installed
- Integration of host and physician's office lab results	installed	100%	installed
- Display of new results for patient and/or clinic	100%	100%	installed
- Remote access available to on-call physicians	installed	100%	installed
- Unattended printing of reports	installed	100%	installed
- Display current report with historical data on same screen	installed	100%	installed
- Graph historical results with current results for trend analysis	installed	100%	available but not installed
• Physician can electronically sign reports to confirm review	installed	100%	installed
• Physician can compose and send secure electronic messages to patients	not available	not available	available but not installed
• User-defined, rule-based system and alerts in physician's office module	installed	100%	installed
• Electronic transfer of data to another physician's office	90%	100%	installed
- E-mail/Encrypted e-mail	10%/10%	25%/10%	available but not installed/installed
- Web reference or pointer to Web site/Fax	installed/80%	50%/100%	available but not installed/installed
• Physician's office orders supplies from host lab	installed	not available	available but not installed
• Specimen pickup or courier requests to host lab	installed	not available	available but not installed
• Financial			
- Billing, collections, accounts receivable	not available	not available	available but not installed
- Electronic claims transfer/Interfaces to billing systems	not available/60%	not available/100%	available but not installed/installed
• Electronic medical record interface	90%	installed	50%
• Interfaces to physician's office lab instruments	not available	not available	30%
• Entry of physician's office lab results with edit checks	not available	installed	installed
System cost: one-time or initial charges/Monthly subscription fees	\$100,000-\$250,000/—	\$40,000-\$150,000/—	0-\$20,000/\$500-\$2,500
• Basis for increasing fees as physician offices or referring sites are added	as concurrent users are needed	as concurrent licenses are added	no increase—flat fee per host lab, no matter how many referring sites are live
• Situations where fees increase with additional services	if additional host interfaces are added	if additional EMR interfaces are added	if order entry is added to result transmission or vice versa, or if special billing functions are added
System priced on a cost-per-transaction basis	no	no	no (can support a transaction cost model)
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> provides lab/EHR hub connectivity along with an Internet portal for remote review by providers and patients ideal connectivity tool for outreach and EHR integration: can bolt to legacy LIS and allows client to implement own EHR interfaces ideal for reference laboratories to manage client services, courier routes, and client inventories 	<ul style="list-style-type: none"> provides cost-effective Internet access for order entry and result review diagnosis code screening at order entry ensures accurate ICD-9/-10 coding rules-based decision-support technology at order entry to ensure accurate orders 	<ul style="list-style-type: none"> marketable SaaS platform providing lab clients an attractive offering to their referring physician groups and health care partners system developed, deployed, and supported by a team with deep expertise in the laboratory space and software user experience design architected for efficient and affordable EMR interfacing, multi-channel report distribution/retrieval, and device/instrument connectivity
*based on February 2013 survey deadline			
**POPMS=physician office practice management system			
Note: a dash in lieu of an answer means company did not answer question or question is not applicable			

Laboratory-provider links software

Part 7 of 8	Psyche Systems Corp. Brian Keefe brianke@psychesystems.com 25 Birch St., Building B, Suite 200 Milford, MA 01757 508-473-1500 www.psychesystems.com	SCC Soft Computer Elle Vahman sales@softcomputer.com 5400 Tech Data Drive Clearwater, FL 33760 727-789-0100 www.softcomputer.com	Schuyler House Janet Chennault jic@schuylerhouse.com 27821 Fremont Court, Suite 8 Valencia, CA 91355 800-706-0266 www.schuylab.com
See captodayonline.com/productguides for an interactive version of guide			
Name of laboratory-provider links (LPL) software	e.lixa	SoftWebPlus [†]	SchuyNet
First-ever LPL software installation/Most recent installation*	2004/December 2012	2003/January 2013	2001/February 2013
Last update of LPL software	October 2011	October 2012	February 2013
No. of host or central labs using software clinically	49	42	88
• No. of host labs that electronically transfer orders from physician's or other client's systems into LIS in host lab	not tracked	40	88
No. of satellite or client locations installed/Non-U.S. host installations	—	not tracked/0	—/10 (Bermuda, Bonaire, Canada, St. Martin, Ghana, Malaysia)
No. of contracts for host labs signed in calendar-year 2012	18	3	9
Percentage of installations that have standalone LPL systems	less than 5%	2%	0
No. of employees in firm/In LPL systems development, installation, support	41/14	1,540/45	27/5
Provide list of client sites to potential customers on request	no (information is confidential)	yes (a list of selected reference sites only)	yes (a list of selected reference sites only)
Average time to install, build files, train office staff in a typical physician's office	30–60 days	1 hour to install and build; 4–8 hours to train	1 hour
Languages (other than English) supported by system	—	ABN form available in Spanish	some screens in Spanish
Lab information system interfaces (other than company's own products)	Siemens, Sunquest	none	none
• Software modifications or modules required on host LIS to interface	no	no	yes (some programming needed)
EMR systems/POPMS** interfaced to transfer patient demographics or billing information to LPL system	McKesson, Siemens	Allscripts, Alliance-Plus, Carefx, Epic, GE, TrizeHQ, eClinicalWorks, Greenway, HealthWorks, others	Acumen, Emdeon, Greenway, gloStream, Allscripts, iKnowMed, Medent, Healthland, eClinicalWorks, many others
EMR systems/POPMS interfaced to send lab orders to LPL system	Allscripts	Allscripts, Alliance-Plus, Carefx, Epic, GE, TrizeHQ, eClinicalWorks, Greenway, HealthWorks, others	Acumen, Emdeon, Greenway, gloStream, Allscripts, iKnowMed, Medent, Healthland, eClinicalWorks, many others
EMR systems/POPMS interfaced to load lab results from LPL system back into EMR	Practice Partners, Allscripts, AdvantaChart, Bizmatics, eClinicalWorks, GE Healthcare, ProVation, digiChart, iKnowMed, ARTSystem, PDS	Allscripts, Alliance-Plus, Carefx, Epic, GE, TrizeHQ, eClinicalWorks, Greenway, HealthWorks, others	Acumen, Emdeon, Greenway, gloStream, Allscripts, iKnowMed, Medent, Healthland, eClinicalWorks, many others
How demographics or billing info. are sent from EMR syst. or POPMS to LPL syst.	one-time batch download/file transfer or in real time	one-time batch download/file transfer, or in real time, or via host query, others	in real time
External software tools to transfer data from EMR system or POPMS to LPL system	no	RCM Enterprise Services, Emdeon, Ellkay, ANX, Bostech, Boston Workstation, Halfpenny, others	no
How results are returned to physician's office	block of text, PDF, individually segmented fields	PDF, individually segmented fields, others	individually segmented fields
Data interface standards operational	HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, XML, custom when required	HL7 2.x, HL7 2.3.1, HL7 2.3.5, XML, custom when required, Web services	ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.3.5, HL7 3, ANSI X12, XML
System supports LOINC for identifying lab result database elements	yes	yes	yes
Patient order and result database maintained on local PC	no	no	yes
• Software displays results and allows orders to be entered in an offline mode	—	no	no
LPL system available via ASP or cloud-based data center	yes	yes	no
Features (listed as a percentage of live installs or based on availability)			
• Order entry			
- Medicare compliance checking using carrier-specific rules	installed	100%	100%
- Advanced beneficiary notice printed if medical necessity criteria not met	installed	100%	100%
- Local medical review policies can be viewed	not available	not available	not available
- Automatic routing of order to different labs or hospitals according to payer rules	installed	installed	not available
- Printing of lab's requisitions/Printing of requisitions for other lab providers	installed/installed	installed/installed	100%/100%
- Duplicate order checking/Physician office-specific panels	installed/installed	100%/100%	100%/100%
• Automatic handling of scheduled or standing orders	installed	installed	100%
• Bar-code collection label printing	installed	installed	100%
• Two-dimensional bar code on printed requisition	not available	available in December 2013	10%
• Software adapted for use in phlebotomy or collection stations	installed	installed	not available
• Result receipt			
- Stored as a block of text	installed	0	not available
- All items (result, reference range, units, etc.) stored as individual data elements	installed	100%	100%
- Automatic parsing of report pages to extract results	installed	0	not available
- Inquiry mode that allows physician office to check specimen status with host	installed	100%	not available
• Reporting			
- In exact format received from host lab/Cumulative	installed/installed	100%/100%	100%/not available
- Integration of host and physician's office lab results	installed	100%	100%
- Display of new results for patient and/or clinic	installed	100%	100%
- Remote access available to on-call physicians	installed	100%	not available
- Unattended printing of reports	installed	installed	100%
- Display current report with historical data on same screen	installed	100%	100%
- Graph historical results with current results for trend analysis	installed	100%	100%
• Physician can electronically sign reports to confirm review	installed	installed	not available
• Physician can compose and send secure electronic messages to patients	not available	not available	not available
• User-defined, rule-based system and alerts in physician's office module	installed	rules available via SoftLab LIS	not available
• Electronic transfer of data to another physician's office	not available	available via SoftLab LIS	100%
- E-mail/Encrypted e-mail	installed/not available	available via SoftLab LIS/available via SoftLab LIS	100%/100%
- Web reference or pointer to Web site/Fax	not available/installed	installed/available via SoftLab LIS	100%/not available
• Physician's office orders supplies from host lab	installed	available via SoftExpress module	not available
• Specimen pickup or courier requests to host lab	installed	available via SoftExpress module	not available
• Financial			
- Billing, collections, accounts receivable	not available	available via SoftBill and SoftA/R modules	100%
- Electronic claims transfer/Interfaces to billing systems	not available/installed	available via SoftA/R module/avail. via SoftLab LIS	100%/100%
• Electronic medical record interface	installed	available via SoftLab LIS	100%
• Interfaces to physician's office lab instruments	not available	available via SoftLab LIS	100%
• Entry of physician's office lab results with edit checks	not available	available via SoftLab LIS	100%
System cost: one-time or initial charges/Monthly subscription fees	\$10,000–\$50,000/\$200–\$1,500	\$50,000–\$500,000/\$500–\$4,500	\$5,000–\$10,000/\$2.50–\$20
• Basis for increasing fees as physician offices or referring sites are added	based on No. of practices/groups or No. of physicians of record	no increase—flat fee per host lab, no matter how many referring sites are live, or depending on licensing model (additional interfaces or additional volume may require additional fees)	based on No. of practices/groups
• Situations where fees increase with additional services	if order entry is added to result transmission or vice versa	if order entry is added to result transmission or vice versa	no increase
System priced on a cost-per-transaction basis	no	no	no
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> low start-up costs unlimited EMR connections using single module supports the latest user-definable complex requisition formats for cytogenetics and molecular orders 	<ul style="list-style-type: none"> robust rules, billing methods, conditional order-entry logic, and user preferences to simplify patient registration, order entry, more physician practice specific; customizable views for quick results query, including levels of security and permissions for viewing results fully functional mobile application for tablets and smartphones; integrated Web client of SoftLab LIS 	<ul style="list-style-type: none"> not third-party software—designed as a module for Schuyler House's SchuyLab users Internet module allows physicians to access patient results on-line from any computer with a modem and Web browser physicians can look up prior orders and print results in report and graphical formats; physician ordering via customized screens available; physicians can screen orders for medical necessity as orders are placed

*based on February 2013 survey deadline

**POPMS=physician office practice management system

Note: a dash in lieu of an answer means company did not answer question or question is not applicable

[†]formerly SoftWeb

