

LABORATORY-PROVIDER LINKS SOFTWARE

| Part 1 of 7 | Atlas Medical Lisa Conley sales@atlasmedical.com 26679 W. Agoura Rd., Suite 200 Calabasas, CA 91302 800-333-0070/818-340-7080 www.atlasmedical.com | Blue Iris Division, Mitem Corp. Larry White info@blueiris.com 640 Menlo Ave. Menlo Park, CA 94025 650-323-1500 www.blueiris.com | Brunston Corp. Donald Butler, PhD sales@brunston.com 967 E. ParkCenter Blvd., #133 Boise, ID 83706 208-968-7770 www.brunston.com |
|---|--|---|---|
| See captodayonline.com/productguides for an interactive version of guide | | | |
| Name of laboratory-provider links (LPL) software | ATLAS Physician Portal† | Blue Iris eLaborate | Brio/WEB |
| Configuration of LPL software | standalone product that can interface with any company's central LIS or EHR none — 1995/February 2017 fourth quarter 2016 (version 19) | standalone product that can interface with any company's central LIS or EHR none — 2005/December 2016 February 2017 (version 8.7.5.1) | standalone product that can interface with select vendors' LISs or EHRs Brunston's Securo/Exchange — 2002/— — (version 4.4c) |
| • Software modifications or enhancements required on host LIS to interface • Percentage of LPL software customers who use another company's LIS Year company began selling LPL software/Most recent LPL software installation* Last major release or update of featured LPL software | | | |
| No. of U.S. host or central labs using software clinically/No. of international host installs • No. of U.S. host labs that electronically transfer orders from physician or other client system, through LPL software, into LIS in host lab No. of contracts for host labs signed between January 2016–January 2017 No. of U.S. satellite or client location installations | 200+ / — 150+ 13 64,000+ physician offices | — — — — | 53/0 27 — ~20,000 physician offices |
| No. of employees in entire company Provide list of client sites to potential customers on request Ave. time to install, build files, train staff in physician offices/Other provider institutions** Human languages (other than English) supported by system | 235 yes (a list of comparable sites) 1–2 hours/2–16 hours ABNs available in Spanish | — yes (a list of comparable sites) 2 hours/2 hours — | 8 yes (a list of comparable sites) 2 hours/8 hours Spanish, Mandarin, Hindi, Vietnamese, with Brunston's www.physicianpatients.com |
| How demographics and billing information are transferred from EMR or physician office or clinic practice management system to LPL system | one-time batch download/file transfer, or in real time, or via host query (POPMS may push real-time changes to LPL without request) | 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 |
| Tools for facilitating data transfer from EMR or other provider system to LPL system How results are returned to physician offices or other provider institutions** | use only software tools from Atlas block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG | use only software tools from Blue Iris/Mitem block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG | use only software tools from Brunston block of text, PDF, discrete data elements |
| Data interface standards operational | ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, XML, custom when required | ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), XML, custom when required, others | ASTM 1238, HL7 2.x, HL7 2.3.1, XML, custom when required |
| System supports LOINC for identifying lab result database elements Where patient test data are stored | yes central LPL system or cloud as part of LPL application (optional) | yes cloud as part of LPL application | no central LPL system, physician office system, provider institution system |
| Features/modules | | | |
| • Order entry | | | |
| - Medicare compliance checking using carrier-specific rules | installed | installed | installed |
| - Advanced beneficiary notice printed if medical necessity criteria not met | installed | installed | installed |
| - Local medical review policies can be viewed | installed | installed | — |
| - Automatic routing of order to different labs or hospitals according to payer rules | installed | installed | — |
| - Printing of lab's requisitions/Printing of requisitions for other lab providers | installed/installed | installed/installed | installed/installed |
| - Duplicate order checking | installed | installed | — |
| - Physician office-specific panels | installed | installed | installed |
| - Orders can incorporate multiple specimens or parts in a single accession | installed | installed | installed |
| - Software permits requests to run tests with specific test kits | installed | installed | — |
| - Physician office can electronically order supplies from host lab | installed | installed | — |
| - Automatic handling of scheduled or standing orders | installed | installed | installed |
| • Printing of barcoded specimen labels/2D barcode on printed requisition | installed/installed | installed/installed | installed/installed |
| • Software adapted for use in phlebotomy or collection stations | installed | installed | installed |
| • Result receipt | | | |
| - Stored as a block of text | installed | installed | — |
| - All items (result, reference range, units, etc.) stored as discrete data elements | installed | installed | installed |
| - Automatic parsing of report pages to extract results | installed | installed | — |
| - Inquiry mode that allows physician office to check specimen status with host | installed | installed | — |
| • Reporting | | | |
| - In exact format received from host lab/Cumulative | installed/installed | installed/installed | — /installed |
| - Integration of host and physician office lab results | installed | installed | — |
| - Display of new results for patient and/or clinic | installed | installed | installed |
| - Remote access available to on-call physicians | installed | installed | — |
| - Unattended printing of reports | installed | installed | installed |
| - Display current report with historical data on same screen | installed | installed | installed |
| - Graph historical results with current results for trend analysis | installed | installed | installed |
| • Physician can electronically sign reports to confirm review | installed | installed | — |
| • Physician can compose and send secure electronic messages to patients via email | available but not yet installed | available via another of company's products | installed |
| • Physician can compose and send secure electronic messages to patients via PHR | available via another of company's products | available via another of company's products | installed |
| • User-defined, rule-based system | installed | under development | — |
| • Alerts in physician office module | installed | available via another of company's products | — |
| • Electronic transfer of data to another physician office via email (not encrypted) | — | not available | — |
| • Electronic transfer of data to another physician office via encrypted email | available but not yet installed | available via another of company's products | installed |
| • Electronic transfer of data to another phys. office via Web reference or pointer to website | available but not yet installed | not available | installed |
| • Electronic transfer of data to another physician office via fax | installed | not available | — |
| • Physician office can send requests for specimen pickup or courier service to host lab | installed | installed | — |
| • Financial | | | |
| - Billing, collections, accounts receivable | available via another of company's products | not available | — |
| - Electronic claims transfer/Interfaces to billing systems | not available/installed | not available/available but not yet installed | — |
| • Electronic medical record interface | installed | installed | installed |
| • Interfaces to physician office lab instruments | available via another of company's products | available but not yet installed | — |
| • Entry of physician office lab results with edit checks | available but not yet installed | installed | — |
| User group that meets on an established schedule Client receives copy of source code | yes (meets in person and via webinar) placed in escrow | no no | no no |
| LPL software functionality provided via ASP or cloud-based data center | available as a local server or an ASP or cloud-based product (client's option) | yes (only available as an ASP or cloud-based product) | available as a local server or an ASP or cloud-based product (client's option) |
| System cost: one-time or initial charges/Monthly subscription fees • Basis for increasing fees as additional referring sites are added • Situations where fees increase with additional services System priced on a cost-per-transaction basis | — — — capital- and transaction-based models available | — — — — | — based on No. of practices/groups or physicians of record no increase no |
| Distinguishing product or company features (supplied by vendor) | <ul style="list-style-type: none"> optimized test routing/sharing between labs for multi-lab networks using same or different LISs/EHRs support for EMR/EHR/LIS integration and workflow augmentation, advanced physician EMR connectivity, and test utilization more than 26 years of helping labs | <ul style="list-style-type: none"> complete noninvasive outreach solution for clinical data integration integrates with company's eVigils secure mobile coordination-of-care solution more than 30 years of integration experience; single-vendor platform for integrating hospital-based systems to physician offices | <ul style="list-style-type: none"> Web/PC based and Android mobile access to richly functioning ordering/resulting application multi-lingual patient voice reporting; secure exchange of results as documents or voice serious about data security; strong encryption and authentication methods |
| *based on February 2017 survey deadline **provider institution=hospital, surgery center, other nonphysician office site Note: a dash in lieu of an answer means company did not answer question or question is not applicable | †formerly ATLAS LabWorks, LabWorks Physician Portal software also marketed by Sunquest Information Systems | | |

LABORATORY-PROVIDER LINKS SOFTWARE

| Part 2 of 7 | CareEvolve, an ELLKAY company Brian Jones brian.jones@ellkay.com 259 Cedar Lane Teaneck, NJ 07666 888-322-5222 www.careevolve.com | CompuGroup Medical Gene Williamson gene.williamson@cgm.com 10715 Red Run Blvd., Suite 101 Owings Mills, MD 21117 800-359-0911 www.cgmus.com | Epic Melissa Hunter mhunter@epic.com 1979 Milky Way Verona, WI 53593 608-777-9000 www.epic.com |
|---|---|--|--|
| See captodayonline.com/productguides for an interactive version of guide | | | |
| Name of laboratory-provider links (LPL) software | CareEvolve | CGM LABNEXUS | EpicCare Link |
| Configuration of LPL software | standalone product that can interface with any company's central LIS or EHR HL7, PDF, or equivalent export module | standalone product that can interface with any company's central LIS or EHR none 0 | dedicated module for Epic's LIS and EHR none 67% |
| • Software modifications or enhancements required on host LIS to interface | — | — | — |
| • Percentage of LPL software customers who use another company's LIS | — | — | — |
| Year company began selling LPL software/Most recent LPL software installation* | 1997/February 2017 | 2012/February 2017 | 2001/February 2017 |
| Last major release or update of featured LPL software | January 2017 (version 3.7.5) | June 2016 (version 15.3) | November 2016 (Epic 2017) |
| No. of U.S. host or central labs using software clinically/No. of international host installs | 126/0 | 122/1 (Dubai) | 295 organizations (labs not tracked)/0 |
| • No. of U.S. host labs that electronically transfer orders from physician or other client system, through LPL software, into LIS in host lab | 119 | 113 | — |
| No. of contracts for host labs signed between January 2016–January 2017 | 9 | 31 | not tracked |
| No. of U.S. satellite or client location installations | 10,000+ physician offices/190 provider institutions** | not tracked | not tracked |
| No. of employees in entire company | — | 270 | 9,500 |
| Provide list of client sites to potential customers on request | yes (a list of comparable sites) | yes (a list of comparable sites) | yes (a complete list with no restrictions regarding its use) |
| Ave. time to install, build files, train staff in physician offices/Other provider institutions** | 1 hour/1.5 hours | 4 hours/4 hours | 1 day/2 days |
| Human languages (other than English) supported by system | Spanish (others on request) | — | Danish, Dutch, Finnish |
| How demographics and billing information are transferred from EMR or physician office or clinic practice management system to LPL system | one-time batch download/file transfer, or in real time, or via host query | one-time batch download/file transfer or in real time | in real time |
| Tools for facilitating data transfer from EMR or other provider system to LPL system | use only software tools from CareEvolve/ELLKAY | use only software tools from CompuGroup Medical | use only software tools from Epic |
| How results are returned to physician offices or other provider institutions** | block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG | block of text, PDF, discrete data elements | block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG |
| Data interface standards operational | ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), HL7 FHIR, CDA, XML, others | HL7 2.x, HL7 2.3.1, HL7 2.5.1, XML, custom when required | HL7 2.x |
| System supports LOINC for identifying lab result database elements | yes | no | yes |
| Where patient test data are stored | cloud as part of LPL application | cloud as part of LPL application, physician office system, provider institution system | central LPL system |
| Features/modules | | | |
| • Order entry | | | |
| - Medicare compliance checking using carrier-specific rules | installed | installed | installed |
| - Advanced beneficiary notice printed if medical necessity criteria not met | installed | installed | installed |
| - Local medical review policies can be viewed | installed | installed | installed |
| - Automatic routing of order to different labs or hospitals according to payer rules | installed | not available | installed |
| - Printing of lab's requisitions/Printing of requisitions for other lab providers | installed/installed | installed/not available | installed/installed |
| - Duplicate order checking | installed | not available | installed |
| - Physician office-specific panels | installed | installed | installed |
| - Orders can incorporate multiple specimens or parts in a single accession | installed | installed | installed |
| - Software permits requests to run tests with specific test kits | installed | not available | installed |
| - Physician office can electronically order supplies from host lab | installed | not available | installed |
| - Automatic handling of scheduled or standing orders | installed | installed | installed |
| • Printing of barcoded specimen labels/2D barcode on printed requisition | installed/installed | installed/not available | installed/installed |
| • Software adapted for use in phlebotomy or collection stations | installed | installed | installed |
| • Result receipt | | | |
| - Stored as a block of text | installed | installed | installed |
| - All items (result, reference range, units, etc.) stored as discrete data elements | installed | installed | installed |
| - Automatic parsing of report pages to extract results | not available | installed | not available |
| - Inquiry mode that allows physician office to check specimen status with host | installed | installed | installed |
| • Reporting | | | |
| - In exact format received from host lab/Cumulative | installed/installed | installed/installed | installed/installed |
| - Integration of host and physician office lab results | installed | installed | installed |
| - Display of new results for patient and/or clinic | installed | installed | installed |
| - Remote access available to on-call physicians | installed | installed | installed |
| - Unattended printing of reports | installed | not available | installed |
| - Display current report with historical data on same screen | installed | installed | installed |
| - Graph historical results with current results for trend analysis | installed | installed | installed |
| • Physician can electronically sign reports to confirm review | installed | installed | installed |
| • Physician can compose and send secure electronic messages to patients via email | installed | not available | installed |
| • Physician can compose and send secure electronic messages to patients via PHR | installed | not available | installed |
| • User-defined, rule-based system | installed | not available | installed |
| • Alerts in physician office module | installed | installed | installed |
| • Electronic transfer of data to another physician office via email (not encrypted) | not available | not available | not available |
| • Electronic transfer of data to another physician office via encrypted email | under development | not available | not available |
| • Electronic transfer of data to another phys. office via Web reference or pointer to website | under development | not available | installed |
| • Electronic transfer of data to another physician office via fax | installed | not available | not available |
| • Physician office can send requests for specimen pickup or courier service to host lab | installed | not available | installed |
| • Financial | | | |
| - Billing, collections, accounts receivable | not available | not available | installed |
| - Electronic claims transfer/Interfaces to billing systems | not available/installed | not available/not available | installed/installed |
| • Electronic medical record interface | installed | installed | installed |
| • Interfaces to physician office lab instruments | not available | not available | installed |
| • Entry of physician office lab results with edit checks | not available | not available | not available |
| User group that meets on an established schedule | yes (meets in person) | yes (meets in person and via webinar) | yes (meets in person and via webinar and conference call) |
| Client receives copy of source code | no | placed in escrow | yes |
| LPL software functionality provided via ASP or cloud-based data center | yes (only available as an ASP or cloud-based product) | yes (only available as an ASP or cloud-based product) | available as a local server or an ASP or cloud-based product (client's option) |
| System cost: one-time or initial charges/Monthly subscription fees | 0–\$50,000/\$1,200–\$7,000 | \$6,000–\$15,000/\$100–\$1,500 | — |
| • Basis for increasing fees as additional referring sites are added | no increase—flat fee per host lab or based on multiple other fee options | no increase—flat fee per host lab or 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, or if special billing functions are added, or if additional interfaces are added, or no increase | if order entry is added to result transmission or vice versa | — |
| System priced on a cost-per-transaction basis | no | no | no |
| Distinguishing product or company features (supplied by vendor) | <ul style="list-style-type: none"> CareEvolve now an ELLKAY company, which provides customers access to ELLKAY's connectivity and conversion services chronic disease management analytics enable providers to identify patients with care gaps or outside PQRS quality ranges customer support and implementation management provided by U.S. employees | <ul style="list-style-type: none"> more than 25 years' experience developing lab software; connectivity experts on staff software-as-a-service model with low start-up costs, quick implementations, and affordable monthly fees instrument-ready barcode labels can be generated at physician offices when placing orders software also marketed by McKesson, Henry Schein, Medline, others | <ul style="list-style-type: none"> fully integrated solution for the lab's outreach operation that generates instrument-ready barcodes iPad/tablet-friendly mode for clinician order entry downloadable mobile apps for result delivery and critical acknowledgement to iPhone, iPad, and Android devices |
| *based on February 2017 survey deadline | | | |
| **provider institution=hospital, surgery center, other nonphysician office site | | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | | |

LABORATORY-PROVIDER LINKS SOFTWARE

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LigoLab Information Systems
Suren Avunjian suren@ligolab.com
500 N. Central Ave., Suite 930
Glendale, CA 91203
800-544-6522 www.ligolab.com

McKesson
Susan Eben susan.eben@mckesson.com
5995 Windward Parkway
Alpharetta, GA 30005
404-426-8361 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

See captodayonline.com/productguides for an interactive version of guide

| Name of laboratory-provider links (LPL) software | LigoLab Connect | McKesson Lab Outreach [†] | NovoPath Outreach |
|--|--|---|---|
| Configuration of LPL software | available as a standalone product that can interface with any company's central LIS or EHR and as a dedicated LigoLab module | dedicated module for McKesson's LIS | dedicated module for NovoPath's LIS |
| <ul style="list-style-type: none"> • Software modifications or enhancements required on host LIS to interface • Percentage of LPL software customers who use another company's LIS | none | none | none |
| Year company began selling LPL software/Most recent LPL software installation* | 2006/January 2017 | 1999/2016 | 2007/January 2017 |
| Last major release or update of featured LPL software | May 2016 (version 3.7) | November 2016 (version 16.0) | December 2016 (version 9.0) |
| No. of U.S. host or central labs using software clinically/No. of international host installs | — | 35/0 | ~160/1 (Saudi Arabia) |
| <ul style="list-style-type: none"> • No. of U.S. host labs that electronically transfer orders from physician or other client system, through LPL software, into LIS in host lab | — | 5 | ~88 |
| No. of contracts for host labs signed between January 2016–January 2017 | — | 1 | 7 |
| No. of U.S. satellite or client location installations | — | 1,500+ physician offices | not tracked |
| No. of employees in entire company | — | ~43,000 | 47 |
| Provide list of client sites to potential customers on request | yes (a complete list but prospective client must sign a nondisclosure agreement) | yes (a complete list but prospective client must sign a nondisclosure agreement) | yes (a list of comparable sites) |
| Ave. time to install, build files, train staff in physician offices/Other provider institutions** | 2 hours/3 hours | 3 hours/— | 1–2 hours/1–2 hours |
| Human languages (other than English) supported by system | — | ABNs available in Spanish | Latin languages supported by Windows (customizable to most languages) |
| How demographics and billing information are transferred from EMR or physician office or clinic practice management system to LPL system | one-time batch download/file transfer, or in real time, or via host query | one-time batch download/file transfer or in real time | one-time batch download/file transfer, or in real time, or via host query |
| Tools for facilitating data transfer from EMR or other provider system to LPL system | use only software tools from Mirth | use a combination of external (Elkay, Atlas, RelayHealth) and internal software tools | use only software tools from NovoPath |
| How results are returned to physician offices or other provider institutions** | block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG | PDF, discrete data elements | block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG |
| Data interface standards operational | ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), HL7 FHIR, CDA, XML, custom when required | HL7 2.x, HL7 2.5.1 | ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, ANSI X12 (ASC X12), XML, custom when required |
| System supports LOINC for identifying lab result database elements | yes | yes | yes |
| Where patient test data are stored | central LPL system | McKesson Lab | central LPL system |
| Features/modules | | | |
| <ul style="list-style-type: none"> • Order entry | | | |
| - Medicare compliance checking using carrier-specific rules | installed | installed | not available |
| - Advanced beneficiary notice printed if medical necessity criteria not met | installed | installed | not available |
| - Local medical review policies can be viewed | installed | not available | not available |
| - Automatic routing of order to different labs or hospitals according to payer rules | installed | installed | available but not yet installed |
| - Printing of lab's requisitions/Printing of requisitions for other lab providers | installed/installed | installed/installed | installed/not available |
| - Duplicate order checking | installed | installed | available but not yet installed |
| - Physician office-specific panels | installed | installed | not available |
| - Orders can incorporate multiple specimens or parts in a single accession | installed | installed | installed |
| - Software permits requests to run tests with specific test kits | installed | installed | not available |
| - Physician office can electronically order supplies from host lab | installed | not available | not available |
| - Automatic handling of scheduled or standing orders | installed | installed | not available |
| • Printing of barcoded specimen labels/2D barcode on printed requisition | installed/installed | installed/installed | installed/installed |
| • Software adapted for use in phlebotomy or collection stations | installed | installed | not available |
| • Result receipt | | | |
| - Stored as a block of text | installed | installed | installed |
| - All items (result, reference range, units, etc.) stored as discrete data elements | installed | installed | installed |
| - Automatic parsing of report pages to extract results | installed | installed | not available |
| - Inquiry mode that allows physician office to check specimen status with host | installed | installed | installed |
| • Reporting | | | |
| - In exact format received from host lab/Cumulative | installed/installed | installed/installed | installed/not available |
| - Integration of host and physician office lab results | installed | installed | not available |
| - Display of new results for patient and/or clinic | installed | installed | installed |
| - Remote access available to on-call physicians | installed | installed | installed |
| - Unattended printing of reports | installed | installed | installed |
| - Display current report with historical data on same screen | installed | installed | not available |
| - Graph historical results with current results for trend analysis | installed | installed | available but not yet installed |
| • Physician can electronically sign reports to confirm review | available but not yet installed | not available | available but not yet installed |
| • Physician can compose and send secure electronic messages to patients via email | available but not yet installed | not available | under development |
| • Physician can compose and send secure electronic messages to patients via PHR | available but not yet installed | not available | not available |
| • User-defined, rule-based system | installed | installed | not available |
| • Alerts in physician office module | installed | not available | not available |
| • Electronic transfer of data to another physician office via email (not encrypted) | installed | not available | not available |
| • Electronic transfer of data to another physician office via encrypted email | installed | not available | not available |
| • Electronic transfer of data to another phys. office via Web reference or pointer to website | installed | not available | installed |
| • Electronic transfer of data to another physician office via fax | installed | not available | not available |
| • Physician office can send requests for specimen pickup or courier service to host lab | installed | not available | available but not yet installed |
| • Financial | | | |
| - Billing, collections, accounts receivable | available via another of company's products | installed | not available |
| - Electronic claims transfer/Interfaces to billing systems | available but not yet installed/installed | installed/installed | not available/installed |
| • Electronic medical record interface | installed | installed | installed |
| • Interfaces to physician office lab instruments | available but not yet installed | installed | available but not yet installed |
| • Entry of physician office lab results with edit checks | available but not yet installed | installed | not available |
| User group that meets on an established schedule | yes (meets in person and via webinar and conference call) | yes (meets in person and via webinar and conference call) | yes (meets via webinar) |
| Client receives copy of source code | placed in escrow | placed in escrow | no |
| LPL software functionality provided via ASP or cloud-based data center | available as a local server or an ASP or cloud-based product (client's option) | no | available as a local server or an ASP or cloud-based product (client's option) |
| System cost: one-time or initial charges/Monthly subscription fees | — | — | — |
| • Basis for increasing fees as additional referring sites are added | — | no increase—flat fee per host lab | based on No. of practices/groups |
| • Situations where fees increase with additional services | — | no increase | based on interfaces and workstation licenses |
| System priced on a cost-per-transaction basis | yes (cost dependent on volume) | no | no |
| Distinguishing product or company features (supplied by vendor) | <ul style="list-style-type: none"> • highly integrated, rule-based comprehensive information system configurable to all lab workflows • robust, scalable, and highly intuitive user-interface system with first-class customer service • powerful interface engine with the capability to connect to EMR systems and other LIMS | <ul style="list-style-type: none"> • instrument-ready barcode label generation in physician's office, removing potential labeling errors • true integration (not interface) with McKesson Lab LIS • reverse auto-registration with certain hospital information systems for billing purposes | <ul style="list-style-type: none"> • NovoBilling and NovoPath seamless integration to other software platforms • NovoNotifier provides access to iPads, iPhones, Android platforms • one vendor for all AP lab needs, with competitive pricing |

*based on February 2017 survey deadline

**provider institution=hospital, surgery center, other nonphysician office site
Note: a dash in lieu of an answer means company did not answer question or question is not applicable[†]formerly Horizon Outreach for Lab

LABORATORY-PROVIDER LINKS SOFTWARE

| Part 7 of 7 | Sunquest Information Systems Stephanie Clohessy stephanie.clohessy@sunquestinfo.com 3300 E. Sunrise Drive, Tucson, AZ 85718 520-570-2000 www.sunquestinfo.com | VitalAxis Tharak Krishnamurthy sales@vitalaxis.com 1433 Hooper Ave., Suite 320 Toms River, NJ 08753 866-441-0268 www.vitalaxis.com |
|--|--|--|
| See captodayonline.com/productguides for an interactive version of guide | | |
| Name of laboratory-provider links (LPL) software | Sunquest Physician Portal† | VitalOffice |
| Configuration of LPL software | standalone product that can interface with any company's central LIS or EHR | available as a standalone product that can interface with any company's central LIS or EHR and as a dedicated VitalAxis LIS and EHR module |
| <ul style="list-style-type: none"> • Software modifications or enhancements required on host LIS to interface • Percentage of LPL software customers who use another company's LIS Year company began selling LPL software/Most recent LPL software installation* Last major release or update of featured LPL software | none — 1990/February 2017 fourth quarter 2016 (version 19.0) | none 5% 2006/January 2017 June 2016 (version 6.3) |
| No. of U.S. host or central labs using software clinically/No. of international host installs | 200+/- | 96/0 |
| • No. of U.S. host labs that electronically transfer orders from physician or other client system, through LPL software, into LIS in host lab | 150+ | 75 |
| No. of contracts for host labs signed between January 2016–January 2017 | 13 | 15 |
| No. of U.S. satellite or client location installations | 64,000+ physician offices/3,000 provider institutions** | 4,900 physician offices (provider institutions** not tracked) |
| No. of employees in entire company | 533 | 300 |
| Provide list of client sites to potential customers on request | yes (a list of comparable sites) | no (information is confidential) |
| Ave. time to install, build files, train staff in physician offices/Other provider institutions** | 1–2 hours/2–16 hours | 1.5 hours/— |
| Human languages (other than English) supported by system | ABNs available in Spanish | none |
| How demographics and billing information are transferred from EMR or physician office or clinic practice management system to LPL system | 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 |
| Tools for facilitating data transfer from EMR or other provider system to LPL system | use only software tools from Sunquest | use a combination of external (Elkay) and internal software tools |
| How results are returned to physician offices or other provider institutions** | block of text, PDF, discrete data elements, images or graphs as TIFF or JPEG | PDF, discrete data elements, images or graphs as TIFF or JPEG |
| Data interface standards operational | ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, XML, custom when required | ASTM 1238, HL7 2.x, HL7 2.3.1, HL7 2.5.1, HL7 3, ANSI X12 (ASC X12), CDA, XML, custom when required |
| System supports LOINC for identifying lab result database elements | yes | no |
| Where patient test data are stored | central LPL system or cloud as part of LPL application (optional) | central LPL system, cloud as part of LPL application, physician office system |
| Features/modules | | |
| • Order entry | | |
| - Medicare compliance checking using carrier-specific rules | installed | under development |
| - Advanced beneficiary notice printed if medical necessity criteria not met | installed | not available |
| - Local medical review policies can be viewed | installed | installed |
| - Automatic routing of order to different labs or hospitals according to payer rules | installed | installed |
| - Printing of lab's requisitions/Printing of requisitions for other lab providers | installed/installed | installed/installed |
| - Duplicate order checking | installed | not available |
| - Physician office-specific panels | installed | installed |
| - Orders can incorporate multiple specimens or parts in a single accession | installed | installed |
| - Software permits requests to run tests with specific test kits | installed | installed |
| - Physician office can electronically order supplies from host lab | installed | installed |
| - Automatic handling of scheduled or standing orders | installed | not available |
| • Printing of barcoded specimen labels/2D barcode on printed requisition | installed/installed | installed/installed |
| • Software adapted for use in phlebotomy or collection stations | installed | not available |
| • Result receipt | | |
| - Stored as a block of text | installed | installed |
| - All items (result, reference range, units, etc.) stored as discrete data elements | installed | installed |
| - Automatic parsing of report pages to extract results | installed | installed |
| - Inquiry mode that allows physician office to check specimen status with host | installed | installed |
| • Reporting | | |
| - In exact format received from host lab/Cumulative | installed/installed | installed/installed |
| - Integration of host and physician office lab results | installed | 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 | available via another of company's products |
| • Physician can compose and send secure electronic messages to patients via email | available but not yet installed | available via another of company's products |
| • Physician can compose and send secure electronic messages to patients via PHR | available but not yet installed | available via another of company's products |
| • User-defined, rule-based system | installed | installed |
| • Alerts in physician office module | installed | under development |
| • Electronic transfer of data to another physician office via email (not encrypted) | available but not yet installed | not available |
| • Electronic transfer of data to another physician office via encrypted email | available but not yet installed | available via another of company's products |
| • Electronic transfer of data to another phys. office via Web reference or pointer to website | available but not yet installed | available via another of company's products |
| • Electronic transfer of data to another physician office via fax | installed | available but not yet installed |
| • Physician office can send requests for specimen pickup or courier service to host lab | installed | installed |
| • Financial | | |
| - Billing, collections, accounts receivable | available via third-party agreement | available via another of company's products |
| - Electronic claims transfer/Interfaces to billing systems | not available/available but not yet installed | available via another of company's products/installed |
| • Electronic medical record interface | installed | available via another of company's products |
| • Interfaces to physician office lab instruments | available but not yet installed | installed |
| • Entry of physician office lab results with edit checks | available but not yet installed | installed |
| User group that meets on an established schedule | yes (meets in person and via webinar and conference call) | yes (meets in person and via webinar and conference call) |
| Client receives copy of source code | placed in escrow | no |
| LPL software functionality provided via ASP or cloud-based data center | yes (only available as an ASP or cloud-based product) | yes (only available as an ASP or cloud-based product) |
| System cost: one-time or initial charges/Monthly subscription fees | — | — |
| • Basis for increasing fees as additional referring sites are added | — | based on No. of practices/groups |
| • Situations where fees increase with additional services | — | no increase |
| System priced on a cost-per-transaction basis | yes (offer transaction- and capital-based models) | no |
| Distinguishing product or company features (supplied by vendor) | <ul style="list-style-type: none"> • Sunquest diagnostic communities offer configurable solutions, including multi-lab networks • support for EHR/EMR integration/augmentation, embedded technology for patient-centricity, more • advanced technology and portal solutions help labs manage operations, reduce costs, more | <ul style="list-style-type: none"> • customizable ask-on-entry fields that appear on requisition pages and templates • universal access through standard Web browser • alternative lab rules to pick labs automatically |
| *based on February 2017 survey deadline | | |
| **provider institution=hospital, surgery center, other nonphysician office site | | |
| Note: a dash in lieu of an answer means company did not answer question or question is not applicable | | |
| | †formerly Sunquest Community Physician Portal, Atlas LabWorks, LabWorks Physician Portal software supplied by Atlas Medical | software also marketed by Miraca Life Sciences, PLUS Diagnostix, P4 Diagnostix/Theranostix |

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