

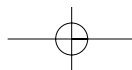
Billing/accounts receivable systems

Part 1 of 5	Antek HealthWare Richard Jefferson 228 Business Center Drive Reisterstown, MD 21136 800-359-0911 www.antekhealthware.com	Cerner Corp. Lori Cross 2800 Rockcreek Parkway Kansas City, MO 64117 816-201-1125 www.cerner.com	Computer Service and Support James T. O'Neill Jr. 2106 New Rd., Bldg. E-6 Linwood, NJ 08221 609-653-6444 www.csslis.com
See accompanying article on page 68			
Name of system	Daqbilling Practice Management System	Cerner Millennium ProFit	A/R 2000
First/most recent B/AR* system installation	2001/2002	2000/2002	1980/2003
First lab system installation	1990	1982	1980
Last major product release	April 2003	March 2003	Feb. 2003
No. of contracts for sites operating B/AR system	30	8	69
• No. of contracts signed as of March 1, 2003 (systems not yet operational)	—	25	6
• No. of contracts signed between March 1, 2002–March 1, 2003	—	—	8
No. of sites where system is operational (HL/IL/PP/PO/OL)**	50 (0/6/0/34/10†)	12 (1/0/0/2/9†)	69 (0/6/3/6/0/0)
No. of inpatient invoices handled by installed sites annually	—	—	100,000—1.5M (ave.: 500,000)
No. of outpatient specimens handled by installed sites annually	—	—	100,000—1.5M (ave.: 500,000)
Largest No. of hospitals/pathologists serviced by one B/AR system	n/a	—	8/500
Percentage of installations that are stand-alone B/AR systems	100%	0	90%
Staff to develop/install/support/other***			
• In entire company	9/10/10/10	800+/1,900+/800+/1,300+	5/4/4/6
• In B/AR systems division	5/4/5/2	40+/10+/10/10	—
No. of terminals/workstations in sites operating system (min.–max.)	1–30	—	3–75
Ave. No. of terminals in sites operating system	4	—	25
• Computer platform or service type	Windows, ASP	Compaq, IBM RS/6000	IBM RS/6000
• PC platform	—	Intel Pentium	—
• Innovative peripherals	digital scanner	—	—
• Operating system(s)	Windows	open VMS, AIX-Unix	AIX-Unix
• Databases and tools used	Oracle	Oracle	LabBase
HIS interfaces	n/a	—	IDX, Medic, Medical Manager, PCN, McKesson, Advanced Data Systems, CCA, SCC
LIS interfaces	LabDaq	—	CCA, SCC
Features (listed as a percentage of live installations)			
• Information transfer from lab login	20%	—	100%
• 1500 claim form generation	100%	100%	100%
• UB-92 claim form generation	—	100%	—
• Client invoices	100%	100%	100%
• Patient invoices	100%	100%	100%
• Reprints of above on demand	100%	100%	100%
• Key indicator tracking	—	100%	100%
• Test profile vs. component billing	100%	100%	25%
• Medical-necessity screening for Medicare	not available	available but not installed	100%
• Professional component billing	100%	100%	25%
• Auto delete of nonbillable procedures	not available	not available	40%
• Technical component only	not available	100%	25%
• Retain demographic data, repeating patients	100%	100%	100%
• Accounts and patient payment posting	100%	100%	100%
• Accounts receivable system	100%	100%	100%
• Management/marketing reports	100%	100%†	100%
• Automatic balance billing to patients	not available	100%	20%
• Capitation billing plus billable tests	not available	not available	20%
• Utilization reports for managed care	100%	available but not installed	30%
• Services per diem/per discharge	not available	not available	30%
• Global charges for lab tests	100%	100%	—
• Unlimited user-defined fee schedules	not available	100%	—
• Track financial classes	not available	100%	100%
• Allow open-item accounting	not available	100%	100%
• User report writer	not available	100%	60%
• Collection system	not available	100%	60%
• User-configurable dunning	not available	100%	100%
• Client services/call tracking module	not available	not available	100%
• Rules-based processing	installed	100%	100%
HIPAA compliant?	yes	yes	yes
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses?	yes	yes	yes
• Functions offered	electronic claim submission, payments, A/R management	claims, payments, eligibility, referral/authorization	—
• Third-party payers and claims clearinghouses with which system is interfaced	ProxyMed, Antek	will interface with any clearinghouse and/or payer per client requirements	ProxyMed
Type of claim data generation	1500, Medicaid assistance claim forms	UB-92, 1500	1500
Third-party rules and coding updates supported by system	—	Medical Necessity, Info-X, CPT-4, ICD-9	—
Complete ASP solution for B/AR system?	yes	yes	no
Method of charging for ASP service	fixed fee or transaction based	fixed fee	—
Client software required	requires software be installed on client PC	requires software be installed on client PC	—
ASP information conduit	operates over Internet	operates over Internet or uses private dedicated circuit	—
Client contracts supported from data center not operated by client	55	—	—
How data center is operated	by vendor	by vendor	—
Indexed field in each test definition for LOINC code?	no	no	—
Provide LOINC dictionary for each new installation?	—	no	—
Journaling?/source code?	yes/escrow	yes/escrow	yes/yes
Cost (hardware/software/installation & training/mo. maintenance)			
• Smallest stand-alone B/AR system	— †/\$0.99 per encounter/included/0	—	\$4k/\$10k/\$5k/\$.3k
• Largest stand-alone B/AR system	— †/\$.3k per mo. per doctor (unlimited claims)/included/included	—	\$15k/\$75k/\$10k/\$3k
• Smallest B/AR configuration for integrated lab system	—	—	\$3k/\$10k/\$3k/\$.3k
• Largest B/AR configuration for integrated lab system	—	—	\$10k/\$40k/\$10k/\$2k
Distinguishing features (supplied by vendor)	<ul style="list-style-type: none"> all claims—even secondary claims—sent to Antek electronically stores digital images of ID cards, EOB, and referral forms payer-specific rules database 	<ul style="list-style-type: none"> improves cash flow and reduces claims denials simplifies billing statements sent to patients and guarantors streamlines business operations and reduces labor costs 	<ul style="list-style-type: none"> help desk staff cross-trained in lab and billing ProxyMed electronic medical claims link provided with CLS-2000 fully HIPAA and ANSI compliant
* B/AR=billing/accounts receivable			
** HL=hospital labs, IL=independent labs, PP=pathology practices, PO=physician offices, OL=other locations			
*** other=sales, marketing, administration, other company functions			
	† billing services; nutritionists		
	‡ may be able to use existing Windows-based PC; \$1k for new PC		
		† hospital-wide, including lab	
		‡ management reports only	

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

Survey editor: Raymond Aller, MD



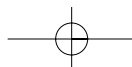


Billing/accounts receivable systems

<i>Part 2 of 5</i>			
<i>See accompanying article on page 68</i>	Cortex Medical Management Systems Stan Gordon 2001 Western Ave., Ste. 410 Seattle, WA 98121 206-812-6981 www.cortexmed.com	Diamond Computing 2345 Fourth St. Tucker, GA 30084 770-496-0286 www.diamondcomputing.net	Hex Laboratory Systems Susan Bollinger 1042B El Camino Real, Ste. 308 Encinitas, CA 92024 800-729-2085 www.hexlab.com
Name of system	Cortex Medical Billing		Lab/Hex Cash Management
First/most recent B/AR* system installation	1986/2003	1984/2003	1983/2003
First lab system installation	1986	1984	1981
Last major product release	March 2003	—	Jan. 2003
No. of contracts for sites operating B/AR system	15	19	25
• No. of contracts signed as of March 1, 2003 (systems not yet operational)	1	1	2
• No. of contracts signed between March 1, 2002–March 1, 2003	10	—	3
No. of sites where system is operational (HL/IL/PP/PO/OL)**	15 (1/0/14/0/0)	19 (6/10/2/0/1†)	25 (0/22/1/0/2†)
No. of inpatient invoices handled by installed sites annually	unknown	10,000–200,000	—
No. of outpatient specimens handled by installed sites annually	8,500–400,000	775,000 max.	10,000–750,000 (ave.: 200,000)
Largest No. of hospitals/pathologists serviced by one B/AR system	6/28	4/—	—/20
Percentage of installations that are stand-alone B/AR systems	2%	—	5%
Staff to develop/install/support/other***			
• In entire company	6/3/4/7	—	4/5/6/3
• In B/AR systems division	3/1/3/0	—	—
No. of terminals/workstations in sites operating system (min.–max.)	1–25	6–250	3–45
Ave. No. of terminals in sites operating system	4–6	64	10
• Computer platform or service type	any Windows-compatible computer	Intel-based Windows servers	open architecture/Intel server
• PC platform	Windows	Windows-based PCs	Windows PCs, Wyse terminals, thin clients
• Innovative peripherals	n/a	—	voice recognition, document scan/store, e-billing and remittance, optical storage
• Operating system(s)	Windows	Unix, Windows NT	SCO Unix, Red Hat Linux
• Databases and tools used	MS SQL, associated tools	Caché (M)	Thoroughbred Business Basic, 4GL, SQL
HIS interfaces	Meditech, Cerner, McKesson	Cerner, TDS, Meditech, Misys, McKesson	Siemens, McKesson, Misys, Cerner, Antrim, Experior, Logician, IDX, Medical Manager, Medic, any HL7, proprietary
LIS interfaces	Meditech, Cerner, McKesson	Cerner, Meditech, Misys	Lab/Hex, AP Easy, McKesson, Cerner
Features (listed as a percentage of live installations)			
• Information transfer from lab login	—	100%	100%
• 1500 claim form generation	100%	100%	100%
• UB-92 claim form generation	not available	100%	100%
• Client invoices	100%	100%	100%
• Patient invoices	100%	100%	100%
• Reprints of above on demand	100%	100%	100%
• Key indicator tracking	100%	100%	100%
• Test profile vs. component billing	available but not installed	100%	100%
• Medical-necessity screening for Medicare	available in October 2003	100%	90%
• Professional component billing	100%	10%	100%
• Auto delete of nonbillable procedures	100%	10%	100%
• Technical component only	100%	0	100%
• Retain demographic data, repeating patients	100%	100%	100%
• Accounts and patient payment posting	100%	100%	100%
• Accounts receivable system	100%	100%	100%
• Management/marketing reports	100%	100%	100%
• Automatic balance billing to patients	100%	100%	100%
• Capitation billing plus billable tests	available in August 2003	100%	100%
• Utilization reports for managed care	100%	100%	100%
• Services per diem/per discharge	not available	—	available but not installed
• Global charges for lab tests	100%	—	100%
• Unlimited user-defined fee schedules	100%	100%	100%
• Track financial classes	100%	100%	100%
• Allow open-item accounting	100%	100%	100%
• User report writer	100%	50%	available but not installed
• Collection system	100%	100%	100%
• User-configurable dunning	100%	100%	100%
• Client services/call tracking module	not available	100%	available but not installed
• Rules-based processing	not available	100%	100%
HIPAA compliant?	yes	yes	yes
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses?	yes	yes	yes
• Functions offered	claims, payments, rebill, patient statements	—	claims, payments
• Third-party payers and claims clearinghouses with which system is interfaced	McKesson-Cydata	—	ProxyMed
Type of claim data generation	1500	UB-92, 1500	UB-82, UB-92, 1500, ANSI 4010, X12N 837P
Third-party rules and coding updates supported by system	Ingenix for ICD and CPT	—	Hex Medical Necessity can import any rules and coding updates
Complete ASP solution for B/AR system?	no	no	no
Method of charging for ASP service	—	—	—
Client software required	—	—	—
ASP information conduit	—	—	—
Client contracts supported from data center not operated by client	—	—	—
How data center is operated	—	—	—
Indexed field in each test definition for LOINC code?	no	yes	yes
Provide LOINC dictionary for each new installation?	no	yes	no
Journaling?/source code?	yes/escrow	yes/yes	yes/escrow
Cost (hardware/software/installation & training/mo. maintenance)			
• Smallest stand-alone B/AR system	\$5k/\$46.5k/\$14k/\$.815k	—	\$5k/\$9.5k/\$5k/\$.2k
• Largest stand-alone B/AR system	\$60k+/\$210k+/\$63k/\$3.7k	—	\$25k/\$65k/\$25k/\$1.25k
• Smallest B/AR configuration for integrated lab system	n/a/\$2.5k/\$1.4k/\$.043k	—	0/\$5k/\$2.5k/\$.1k
• Largest B/AR configuration for integrated lab system	n/a/unknown/unknown/unknown	—	\$10k/\$35k/\$5k/\$.5k
Distinguishing features (supplied by vendor)	• fully integrated with company's AP system on same database • automatic step down billing—primary to secondary to patient • unlimited number of fee schedules	• easy to use; menu driven • interface to spreadsheets • accounting reports	• fully integrated with LIS—eliminating duplicate data entry • electronic claims and remittance • flexible for any application
* B/AR=billing/accounts receivable			
** HL=hospital labs, IL=independent labs, PP=pathology practices, PO=physician offices, OL=other locations			
*** other=sales, marketing, administration, other company functions		† veterinary lab	† veterinary, health department

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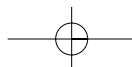


Billing/accounts receivable systems

Part 3 of 5	Medical Data Processing James Bishop 6100 Newport Rd., Ste. 225 Portage, MI 49002 269-381-2743 www.mdp.net	Medical Information Technology (Meditech) Paul Berthiaume Meditech Circle Westwood, MA 02090 781-821-3000 www.meditech.com	Misys Healthcare (formerly Sunquest) Ken Kark 4801 E. Broadway Blvd. Tucson, AZ 85711 800-748-9658 www.misyshealthcare.com
See accompanying article on page 68			
Name of system	Medsys/3000	Billing/Accounts Receivable (B/AR) [†]	Misys Clinical Financial
First/most recent B/AR* system installation	—/2003	1977/2003	1985/2003
First lab system installation	1976	1969	1982
Last major product release	Dec. 2002	2002	Aug. 2002
No. of contracts for sites operating B/AR system	25	1,436	66
• No. of contracts signed as of March 1, 2003 (systems not yet operational)	1	331	15
• No. of contracts signed between March 1, 2002–March 1, 2003	2	50	5
No. of sites where system is operational (HL/IL/PP/PO/OL)**	72 (17/25/10/15/5)	n/a	212 (37/149/26/0/0)
No. of inpatient invoices handled by installed sites annually	100,000–1M+ (ave.: 550,000)	—	—
No. of outpatient specimens handled by installed sites annually	300,000–3M (ave.: 1.65M)	—	5,000–4M (ave.: 250,000)
Largest No. of hospitals/pathologists serviced by one B/AR system	10+/10+	—	8/23
Percentage of installations that are stand-alone B/AR systems	100%	0	20%
Staff to develop/install/support/other***			
• In entire company	5/1/4/1	450/429/858/355	400/185/265/175
• In B/AR systems division	—	46/38/62/0	19/11/13/8
No. of terminals/workstations in sites operating system (min.–max.)	1–70	n/a	8–128
Ave. No. of terminals in sites operating system	20–25	n/a	35
• Computer platform or service type	HP, others	Dell, EMC, IBM, JWild	IBM RS/6000, Compaq Alpha
• PC platform	PCs	Dell, EMC, IBM, JWild	Dell Optiplex or similar
• Innovative peripherals	—	—	—
• Operating system(s)	MPE, Unix	Windows 95, 98, NT, 2000, ME	AIX, Unix, VMS
• Databases and tools used	RDMS, KSAM, ISAM	Magic, SQL server	Caché (M), Intersystems M/SQL, Intersystems DSM
HIS interfaces	McKesson, Siemens, Meditech, Allegra, Misys, Cerner	Cerner, McKesson, others	Cerner, Siemens, McKesson, others
LIS interfaces	McKesson, Meditech, Misys, CCA, Cerner, SCC	Cerner, Misys, others	Misys, Cerner, Siemens, McKesson, SCC, Triple G, LabCorp, LabGem, CoPath, Tamtron, Meditech, others
Features (listed as a percentage of live installations)			
• Information transfer from lab login	100%	100%	100%
• 1500 claim form generation	100%	100%	100%
• UB-92 claim form generation	25%	100%	10%
• Client invoices	90%	100%	100%
• Patient invoices	100%	100%	100%
• Reprints of above on demand	50%	100%	100%
• Key indicator tracking	100%	100%	100%
• Test profile vs. component billing	90%	100%	100%
• Medical-necessity screening for Medicare	>80%	80%	100%
• Professional component billing	>70%	100%	100%
• Auto delete of nonbillable procedures	>60%	80%	100%
• Technical component only	>40%	100%	100%
• Retain demographic data, repeating patients	>70%	100%	100%
• Accounts and patient payment posting	100%	100%	100%
• Accounts receivable system	100%	100%	100%
• Management/marketing reports	100%	100%	100%
• Automatic balance billing to patients	>98%	100%	100%
• Capitation billing plus billable tests	>90%	100%	100%
• Utilization reports for managed care	100%	25%	100%
• Services per diem/per discharge	>40%	25%	not available
• Global charges for lab tests	>75%	100%	100%
• Unlimited user-defined fee schedules	100%	100%	100%
• Track financial classes	100%	100%	100%
• Allow open-item accounting	100%	not available	100%
• User report writer	80%	100%	100%
• Collection system	80%	100%	100%
• User-configurable dunning	>98%	100%	100%
• Client services/call tracking module	100%	100%	handled by LIS
• Rules-based processing	>98%	100%	100%
HIPAA compliant?	yes	yes	yes
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses?	yes	yes	yes
• Functions offered	claims, payments, rebill	—	claims, payments
• Third-party payers and claims clearinghouses with which system is interfaced	NEIC, Cydata, IMS, Medicare carriers, BCBS, many Medicaid carriers	Premis, NDC, SSI, Companion	Per-Sé, WebMD, Cydata, NEIC, Quadex, Regence, Medical Manager of Ohio, others
Type of claim data generation	UB-82, UB-92, 1500	UB-82, UB-92, 1500	UB-92, 1500, custom billing services
Third-party rules and coding updates supported by system	—	—	Info-X
Complete ASP solution for B/AR system?	yes	no	no
Method of charging for ASP service	fixed fee or transaction based (individually priced with base minimum)	—	—
Client software required	requires software be installed on client PC	—	—
ASP information conduit	operates over Internet, can use private dedicated circuit	—	—
Client contracts supported from data center not operated by client	6	—	—
How data center is operated	by vendor	—	—
Indexed field in each test definition for LOINC code?	yes	yes	no
Provide LOINC dictionary for each new installation?	no	no	no
Journaling?/source code?	yes/no	yes/yes	yes/yes
Cost (hardware/software/installation & training/mo. maintenance)			
• Smallest stand-alone B/AR system	\$20k–\$30k/\$35k/included (except expenses)/\$.7k	—	—
• Largest stand-alone B/AR system	\$70k/\$80k/included/\$1.5k	—	—
• Smallest B/AR configuration for integrated lab system	\$20k–\$25k/\$35k/included/\$.7k	—	—
• Largest B/AR configuration for integrated lab system	\$60k/\$80k/included/\$1.5k	—	—
Distinguishing features (supplied by vendor)	<ul style="list-style-type: none"> • automation and flexibility of all modules and software • statistical data collection • compliance and LMRP (medical necessity tools) 	<ul style="list-style-type: none"> • integration throughout HCIS • over three decades of product and technological innovation • 99 percent customer retention rate 	<ul style="list-style-type: none"> • proven high-volume processing • integrated medical necessity and procedure code consolidation tools • automated processes reduce errors and operational costs and improve days sales outstanding
* B/AR=billing/accounts receivable			
** HL=hospital labs, IL=independent labs, PP=pathology practices, PO=physician offices, OL=other locations			
*** other=sales, marketing, administration, other company functions			
	[†] may be less	[†] answers reflect Meditech's Magic and client/server products combined	

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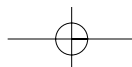


Billing/accounts receivable systems

Part 4 of 5	Multidata Computer Systems Michael Slater 330 Seventh Ave. New York, NY 10001 212-967-6700 www.mul.com	SCC Soft Computer Ellie Vahman 34350 U.S. Hwy. 19N Palm Harbor, FL 34684 727-789-0100 www.softcomputer.com	Sysware Healthcare Systems Mark Trigsted 26677 W. 12 Mile Rd. Southfield, MI 48034 800-SYSWARE/248-888-7701 www.syswareinc.com
See accompanying article on page 68			
Name of system	MultiTech A/R	Soft A/R	PowerAR
First/most recent B/AR* system installation	1984/2002	1993/2003	1989/2003
First lab system installation	1983	1985	1989
Last major product release	March 2003	April 2003	May 2003
No. of contracts for sites operating B/AR system	35	27	22
• No. of contracts signed as of March 1, 2003 (systems not yet operational)	1	3	0
• No. of contracts signed between March 1, 2002–March 1, 2003	1	8	6
No. of sites where system is operational (HL/IL/PP/PO/OL)**	35 (2/33/0/0/0)	33 (24/8/1/0/0)	22 (0/16/4/0/2†)
No. of inpatient invoices handled by installed sites annually	n/a	n/a	30,000–150,000 (ave.: 80,000)
No. of outpatient specimens handled by installed sites annually	15,000–2.5M (ave.: 250,000)	1M–6.5M (ave.: 4.3M)	52,000–1.3M (ave.: 400,000)
Largest No. of hospitals/pathologists serviced by one B/AR system	1/n/a	3/7	n/a/11
Percentage of installations that are stand-alone B/AR systems	20%	0	0
Staff to develop/install/support/other***			
• In entire company	4/2/3/2	400/84/212/164	45/11/9/5
• In B/AR systems division	2/1/1.5/1	13/6/12/0	5/2/4/0
No. of terminals/workstations in sites operating system (min.–max.)	4–100+	5–80	12–120
Ave. No. of terminals in sites operating system	15–20	20	50
• Computer platform or service type	Intel Pentium compatible, H/P Alpha, most Unix RISC	IBM pSeries, HP	Windows 2000, NT
• PC platform	Intel Pentium compatible	Windows XP, 2000, 98, NT	Windows 2000, XP
• Innovative peripherals	optional image input/output	optical storage	Windows-compliant devices, including voice recognition, image scanning and review
• Operating system(s)	Windows 2000, XP, HP/DEC VMS, Unix, Linux	IBM AIX, HP-UX	Windows 2000, XP
• Databases and tools used	Cache (M)	Oracle	Pervasive SQL
HIS interfaces	Siemens, CSM	Siemens Unity, Siemens MedSeries 4, Meditech, McKesson, Tamtron, Kelliston, IDX, Quadramed	—
LIS interfaces	Cerner, Psyche, Siemens, SCC, CCA	SCC SoftLab, SoftPath	PowerLab
Features (listed as a percentage of live installations)			
• Information transfer from lab login	75%	100%	100%
• 1500 claim form generation	100%	50%	100%
• UB-92 claim form generation	10%	available in mid-2003	100%
• Client invoices	100%	75%	100%
• Patient invoices	100%	50%	100%
• Reprints of above on demand	100%	50%	100%
• Key indicator tracking	100%	—	—
• Test profile vs. component billing	100%	100%	100%
• Medical-necessity screening for Medicare	100%	100%	100%
• Professional component billing	40%	100%	100%
• Auto delete of nonbillable procedures	100%	not available	100%
• Technical component only	20%	100%	100%
• Retain demographic data, repeating patients	100%	100%	100%
• Accounts and patient payment posting	100%	100%	100%
• Accounts receivable system	100%	100%	100%
• Management/marketing reports	100%	100%	100%
• Automatic balance billing to patients	100%	50%	100%
• Capitation billing plus billable tests	100%	50%	available but not installed
• Utilization reports for managed care	100%	not available	available but not installed
• Services per diem/per discharge	not available	not available	available but not installed
• Global charges for lab tests	80%	100%	100%
• Unlimited user-defined fee schedules	100%	100%	100%
• Track financial classes	100%	50%	100%
• Allow open-item accounting	100%	100%	100%
• User report writer	25%	100%	100%
• Collection system	100%	available but not installed	100%
• User-configurable dunning	100%	50%	100%
• Client services/call tracking module	100%	not available	100%
• Rules-based processing	100%	available but not installed	100%
HIPAA compliant?	yes	yes	yes
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses?	yes	yes	yes
• Functions offered	—	claims, payments, secondary claims	claims, payments, eligibility, rebill, standard functions
• Third-party payers and claims clearinghouses with which system is interfaced	WebMD/Envoy	Medicare, NEIC, BCBS, Quadax, ProxyMed, MVP, First Coast	Wisconsin Medical Services, BCBS, Illinois Department of Public Health, others
Type of claim data generation	UB-92, 1500	UB-92, 1500, 837 Professional and Institutional	UB-82, UB-92, 1500
Third-party rules and coding updates supported by system	—	Quadax	Info-X, user-requested third-party rule sets
Complete ASP solution for B/AR system?	no	no	no
Method of charging for ASP service	—	—	—
Client software required	—	—	—
ASP information conduit	—	—	—
Client contracts supported from data center not operated by client	—	—	—
How data center is operated	—	—	—
Indexed field in each test definition for LOINC code?	yes	yes	yes
Provide LOINC dictionary for each new installation?	optional	no	yes
Journaling?/source code?	optional/escrow	yes/escrow	yes/escrow
Cost (hardware/software/installation & training/mo. maintenance)			
• Smallest stand-alone B/AR system	\$10k/\$30k/included/\$.5k	\$40k/\$30k/\$50k/—	\$10k/\$25k/\$15k/\$.75k
• Largest stand-alone B/AR system	\$100k/\$150k/included/\$2.25k	\$100k/\$250k/\$150k/—	\$25k/\$50k/\$15k/\$1.35k
• Smallest B/AR configuration for integrated lab system	\$5k/\$20k/included/\$.5k	\$10k/\$30k/\$35k/—	n/a/\$25k/\$15k/\$.6k
• Largest B/AR configuration for integrated lab system	\$50k/\$150k/included/\$2.25k	\$100k/\$250k/\$150k/—	\$20k/\$50k/\$15k/\$1.275k
Distinguishing features (supplied by vendor)	<ul style="list-style-type: none"> designed for commercial labs electronic remittance module connects with rules-based actions for denials/partial payments/transfers, etc. automated claims-management tools 	<ul style="list-style-type: none"> HIS, commercial lab, SNF, ESRD, centralized billing for multi-site client-defined and editable billing formats without vendor intervention unlimited multi-tiered pricing, carve-outs, billing edits, modular product offering to meet individual site requirements 	<ul style="list-style-type: none"> complete integration—one database for all lab functionality, including billing SQL database and 100 percent Microsoft standard technology complete user customization of system and workflow
* B/AR=billing/accounts receivable			
** HL=hospital labs, IL=independent labs, PP=pathology practices, PO=physician offices, OL=other locations			
*** other=sales, marketing, administration, other company functions			† veterinary clinics

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Billing/accounts receivable systems

<i>Part 5 of 5</i>	Tamtron Corp. Mark Cesa 6203 San Ignacio Ave. San Jose, CA 95119 408-972-9600 www.tamtron.com	Triple G Systems Group Angelica Lau 3100 Steeles Ave. East, Ste. 600 Markham, Ontario, Canada L3R 8T3 905-305-0041 www.tripleg.com	Xifin Craig Turner 12636 High Bluff Drive, Ste. 400 San Diego, CA 92130 858-793-5700 www.xifin.com
See accompanying article on page 68			
Name of system	PowerPath module†	Ultra-AR	Xifin AR
First/most recent B/AR* system installation	1986/2002	1993/2003	2001/2003
First lab system installation	1986	1991	n/a
Last major product release	expected late 2003	2003	May 2003
No. of contracts for sites operating B/AR system	14	26	6
• No. of contracts signed as of March 1, 2003 (systems not yet operational)	1	0	1
• No. of contracts signed between March 1, 2002–March 1, 2003	2	2	5
No. of sites where system is operational (HL/IL/PP/PO/OL)**	14	26 (9/17/0/0/0)	6 (3/3/0/0/0)
No. of inpatient invoices handled by installed sites annually	5,000–100,000 (ave.: 40,000)	10,000–100,000 (ave.: 25,000)	n/a
No. of outpatient specimens handled by installed sites annually	5,000–100,000 (ave.: 40,000)	25,000–12M (ave.: 2M)	280,000–990,000 (ave.: 680,000)
Largest No. of hospitals/pathologists serviced by one B/AR system	2/8	20/25	n/a
Percentage of installations that are stand-alone B/AR systems	0	4%	100%
Staff to develop/install/support/other***			
• In entire company	25/15/10/15	70/40/18/30	19/12/15/10
• In B/AR systems division	—	4/2/1/0	—
No. of terminals/workstations in sites operating system (min.–max.)	3–10	10–>1,000	8–48
Ave. No. of terminals in sites operating system	5	250	30
• Computer platform or service type	Windows 2000 server	Unix servers; support IBM RS/6000, HP 9000, Sun	ASP
• PC platform	Windows 2000, XP workstation	Windows 2000, NT, 98	PC Pentium-class with Internet connection
• Innovative peripherals	—	voice input, optical storage, bar-code input, image capture and retrieval interface	bar-code printers, scanned image mgmt. sys., credit/debit card readers, COLD storage
• Operating system(s)	Windows	Unix	PC: MS Windows/Internet Explorer
• Databases and tools used	MS SQL	Unify DataServer database, Unify development tool kit	Oracle 8i and Datawarehouse, Business Objects Report Writer, Veritas, Covalent, Quest
HIS interfaces	Siemens, McKesson, Eclipsys	Siemens, McKesson, IDX, Compucare, Meditech	Cerner
LIS interfaces	Misys, Siemens, McKesson	Ultra, Rubicon	Cerner, CCA, CIS
Features (listed as a percentage of live installations)			
• Information transfer from lab login	100%	100%	100%
• 1500 claim form generation	100%	33%	100%
• UB-92 claim form generation	100%	33%	100%
• Client invoices	100%	100%	100%
• Patient invoices	100%	100%	100%
• Reprints of above on demand	100%	100%	100%
• Key indicator tracking	—	100%	100%
• Test profile vs. component billing	0	100%	100%
• Medical-necessity screening for Medicare	100%	33%	100%
• Professional component billing	100%	33%	100%
• Auto delete of nonbillable procedures	100%	100%	100%
• Technical component only	100%	0	100%
• Retain demographic data, repeating patients	100%	100%	100%
• Accounts and patient payment posting	100%	100%	100%
• Accounts receivable system	100%	50%	100%
• Management/marketing reports	100%	100%	100%
• Automatic balance billing to patients	100%	100%	100%
• Capitation billing plus billable tests	—	33%	100%
• Utilization reports for managed care	100%	100%	100%
• Services per diem/per discharge	n/a	100%	100%
• Global charges for lab tests	100%	100%	100%
• Unlimited user-defined fee schedules	100%	100%	100%
• Track financial classes	100%	100%	100%
• Allow open-item accounting	100%	100%	100%
• User report writer	100%	100%	100%
• Collection system	100%	80%	100%
• User-configurable dunning	100%	100%	100%
• Client services/call tracking module	100%	5%	100%
• Rules-based processing	100%	100%	100%
HIPAA compliant?	yes	yes	yes
B/AR system supports electronic data interchange with third-party payers and claims clearinghouses?	yes	yes	yes
• Functions offered	claims and rebill electronic claims submission	claims, rebill, payments	submissions/remittance/rebill/eligibility/edits, bank/credit card transactions/EFT, others
• Third-party payers and claims clearinghouses with which system is interfaced	Medicare, WebMD, BCBS	ProxyMed	ProxyMed/NDC/MedUnite, Envoy, Per-Sé, PayerPath, Medicare, Medicaid, BCBS
Type of claim data generation	UB-92, 1500	UB-92, 1500	UB-92, 1500, NY Medicaid
Third-party rules and coding updates supported by system	—	LMRP, ICD-9, CPT	ICD-9, CPT, LMRP, NCD, others
Complete ASP solution for B/AR system?	no	no	yes
Method of charging for ASP service	—	—	transaction based
Client software required	—	—	browser based
ASP information conduit	—	—	operates over Internet, requires use of private dedicated circuit
Client contracts supported from data center not operated by client	—	—	100%
How data center is operated	—	—	by third party (SBC Communications)
Indexed field in each test definition for LOINC code?	no	yes	yes
Provide LOINC dictionary for each new installation?	no	no	no
Journaling?/source code?	yes/escrow	yes/escrow	yes/no
Cost (hardware/software/installation & training/mo. maintenance)	—	\$25k/\$50k/\$50k/\$.75k	n/a/\$1.25 per accession/\$90k/included in per accession charge
• Smallest stand-alone B/AR system	—	—	n/a/\$.85 per accession/\$150k/included in per accession charge
• Largest stand-alone B/AR system	—	>\$1M/>\$1M/>\$1M/18% of software cost per yr.	n/a
• Smallest B/AR configuration for integrated lab system	—	—	n/a
• Largest B/AR configuration for integrated lab system	—	—	n/a
Distinguishing features (supplied by vendor)		<ul style="list-style-type: none"> designed for multiple laboratory, IDN environment fully integrated modules, single database design proven in high-volume laboratories 	<ul style="list-style-type: none"> transaction-based infrastructure services user-configurable, rules-driven workflow automation facilitating incorporation of lab policies, procedures, and best practices comprehensive error/denial management resources
* B/AR=billing/accounts receivable			
** HL=hospital labs, IL=independent labs, PP=pathology practices, PO=physician offices, OL=other locations			
*** other=sales, marketing, administration, other company functions			
	† integrates directly to PowerPath anatomic pathology system		

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