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**Anatomic pathology computer systems**

Part 1 of 9	Cerner Corp. Jenna Halvorson jenna.halvorson@cerner.com 2800 Rockcreek Parkway Kansas City, MO 64117 816-201-7740 www.cerner.com	Cerner Corp. Jenna Halvorson jenna.halvorson@cerner.com 2800 Rockcreek Parkway Kansas City, MO 64117 816-201-7740 www.cerner.com
See accompanying article on page 1		
Name of anatomic pathology system	Cerner CoPathPlus	Cerner Millennium PathNet
First ever AP system installation	1982	1982
Most recent AP system installation (based on Dec. 2010 survey deadline)	2010	December 2010
Last major product release for featured AP system	June 2009	August 2010
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	366 (312/40/0/0/14) <sup>†</sup>	291 (248/12/0/3/28) <sup>†</sup>
• No. of contracts that went live between Jan. 2010–Dec. 2010	—	—
• Total No. of contracts signed between Jan. 2010–Dec. 2010	—	—
No. of sites operating AP system (No. of these sites outside U.S.)	366 (14–Canada, Saudi Arabia, Puerto Rico)	291 (28–Australia, Canada, England, Saudi Arabia, Singapore, Malaysia, United Arab Emirates, Egypt)
Percentage of installations that have standalone AP systems	100%	~50%
No. of employees in firm/In AP systems development, install, support	7,600+/429	7,600+/429
No. of workstations in sites operating AP system	3–1,000+ (mean, 50)	not tracked
Range in No. of surgical pathology cases per year in installed sites	2,000–900,000	2,000–500,000+
Range in No. of gynecologic cytology cases per year in installed sites	2,000–1,000,000	<1,000–500,000+
Programming language(s)	PowerBuilder, C++, Visual Basic, C#	Java, Visual Basic, C++, Visual C, C#
Databases and tools used	Microsoft SQL, Sybase	Oracle
Word processor(s) used	Microsoft Word, TxFox Control	integrated
Operating system(s)	Windows 2003, 2008, 7, XP, Vista, AIX	HP-UX, AIX, VMS
Features (listed as a percentage of live installs or based on availability)		
• Surgical pathology information system	100%	100%
• Cytology information system	95%	85%
• Autopsy information system	75%	60%
• Autopsy measurements and organ weights	not available	60%
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	100%/75%	100%/100%
• Histology slide labels/Bar-coded slide labels	90%/60%	100%/50%
• Linear bar codes/Two-dimensional bar codes	40%/20%	50%/installed
• Histology worksheets	99%	100%
• Word processing—vendor specific	55%	100%
• Voice entry of gross description/Voice entry of final diagnosis	32%/32%	25%/25%
• Gross and microscopic images integrated in reports	45%	25%
• Electronic signature	100%	100%
• Remote printing of completed reports	1%	90%
• Direct fax reports	95%	90%
• Web-based remote inquiry of reports	11%	<10%
• Physician Web access for order entry	1%	<10%
• Natural language search capability	100%	100%
• Multi-site or multi-facility-wide area network	95%	50%
• Sound-alike retrieval of patient history	0	100%
• Tumor registry reports/Management reports	100%/100%	85%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	not available	<10%
• Interface to external billing system	93%	100%
• HIS interface: admissions/discharge/transfer	97%	100%
• HIS interface: result reporting/HIS interface: incoming clinical results	99%/2%	100%/installed
• Partin tables or Gleason score calculations	15%	5%
• Synoptic reporting	30%	40%
• Client services module	3%	35%
• Consult management and reporting	50%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF) results	16%	<5%
Software provides indexed field in each test definition for LOINC code	no	yes
Routine results autoencoded in SNOMED*/Autoencoded in SNOMED CT	yes/no	yes/yes
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes
Complete AP application service provider solution	yes	yes
Method of charging for ASP service	fixed fee	transaction based
Client software required	browser based or requires software be installed on a client PC (user's choice)	browser based
ASP information conduit	requires use of a private, dedicated circuit	requires use of a private, dedicated circuit
Client contracts supported from data center not operated by client	10 <sup>†</sup>	—
How data center is operated	by vendor or by a third party (Perot/Dell, PHNS, ACS)	by vendor
Other information systems interfaced	Epic, Allscripts, Siemens, McKesson, Meditech, GE Healthcare, TDS, Keane, Orchard, 4Medica, others	McKesson, Siemens, Epic, Allscripts, GE Healthcare, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	third-party tools, such as Nuance Dragon Medical Suite
Histology and cytology devices interfaced	General Data, Shur/Mark, Thermo Shandon, Leica, Sakura cassette and slide labeling devices, Ventana, Dako, Brady, Biomagene, Aperio, Olympus, Sony, others	cassette writers, immunostainers, slide engravers, cameras
User interface in language other than English	—	yes (French, German, Spanish)
Client receives copy of source code	escrow	escrow
User group that meets on established schedule	yes (meets via Internet and in person)	yes (meets via Internet and in person)
User can modify screens	yes	yes
Total cost for smallest stand-alone AP system installed**	—	—
Total cost for largest stand-alone AP system installed**	—	—
Base price of integrated system, excluding AP configuration	—	—
Total incremental cost for smallest AP configuration installed**	—	—
Total incremental cost for largest AP configuration installed**	—	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>digital slides, bar coding, and tracking for full tracking and matching from point of collection through archival, advanced imaging integration, with whole-slide imaging solutions, synoptic reporting, and more</li> <li>dedicated and knowledgeable support staff</li> <li>extreme flexibility with client workflow, interfacing, and report formats</li> </ul>	<ul style="list-style-type: none"> <li>over 30 years of continuous innovation in the laboratory and pathology markets</li> <li>support for the entire patient clinical record within a single system</li> <li>throughkey capabilities, such as patented synoptic reporting, interfaces to laboratory devices, tracking of specimens from point of origin to laboratory and storage, integrated imaging, and more</li> </ul>
*in version earlier than SNOMED CT		
**total cost includes hardware, software, installation, and training		
Note: a dash in lieu of an answer means company did not answer question or question is not applicable		
	<sup>†</sup> sites (not contracts)	<sup>†</sup> sites (not contracts)

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

Survey editors: Raymond D. Ailer, MD, and Hal Weiner

## Anatomic pathology computer systems

Part 2 of 9	Clinical Information Systems Angela Woolley sales@cislab.com 18805 Willamette Drive West Linn, OR 97068 800-869-0680 www.cislab.com	Computer Trust Corp. David Liberman, MD drdave@ctcsurge.com 1 State St. Boston, MA 02109-3507 617-557-9264, ext 600 www.ctcsurge.com	Cortex Medical Management Systems Chris Kramer ckramer@cortexmed.com 2107 Elliott Ave., Suite 201 Seattle, WA 98121 206-812-6981, ext 5004 www.cortexmed.com
Name of anatomic pathology system	CISLab CPS	WinSurge	Gold Standard
First ever AP system installation	1988	1989	1986
Most recent AP system installation (based on Dec. 2010 survey deadline)	2010	fourth quarter 2010	2010
Last major product release for featured AP system	2010	fourth quarter 2010	2010
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	21 (2/17/0/0/2)	90 (35/55/0/0/0)	45 (12/33/0/0/0)
• No. of contracts that went live between Jan. 2010–Dec. 2010	1	5	2
• Total No. of contracts signed between Jan. 2010–Dec. 2010	2	6	2
No. of sites operating AP system (No. of these sites outside U.S.)	21 (2–Saipan)	108	51
Percentage of installations that have standalone AP systems	7%	100%	31%
No. of employees in firm/in AP systems development, install, support	8/8	—	13/3
No. of workstations in sites operating AP system	2–25	5–3,000 (mean, 30)	1–75 (mean, 14)
Range in No. of surgical pathology cases per year in installed sites	5,000–100,000	25–300,000	17,000–34,000
Range in No. of gynecologic cytology cases per year in installed sites	5,000–100,000	0–250,000	14,000–28,000
Programming language(s)	Delphi, Cobol, Visual Basic	Visual Basic, Caché, SQL	Visual Basic 6, Visual Basic .Net, Microsoft SQL
Databases and tools used	Microsoft SQL	Object Caché, Crystal Reports, Microsoft Word document templates	Microsoft SQL Server 2008, SQL Server Reporting Services, Crystal Reports
Word processor(s) used	proprietary, Microsoft Word	Word, Rich Text, plain text	Microsoft Office
Operating system(s)	SCO Unix, Windows	Windows, Unix (user's choice)	Windows XP, Vista, 7, 2003, 2008, Terminal Server (32 and 64 bit)
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	99%
• Cytology information system	100%	82%	100%
• Autopsy information system	10%	64%	25%
• Autopsy measurements and organ weights	installed	64%	25%
• Specimen log-in/Specimen tracking and retrieval	100%/installed	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	installed/100%	100%/100%	50%/50%
• Histology slide labels/Bar-coded slide labels	100%/100%	100%/57%	50%/25%
• Linear bar codes/Two-dimensional bar codes	installed/installed	46%/25%	—
• Histology worksheets	installed	100%	50%
• Word processing—vendor specific	installed	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	1%/installed	28%/8%	10%/10%
• Gross and microscopic images integrated in reports	20%	79%	35%
• Electronic signature	100%	100%	75%
• Remote printing of completed reports	100%	60%	75%
• Direct fax reports	100%	84%	90%
• Web-based remote inquiry of reports	100%	58%	30%
• Physician Web access for order entry	50%	57%	—
• Natural language search capability	installed	100%	—
• Multi-site or multi-facility-wide area network	installed	76%	40%
• Sound-alike retrieval of patient history	not available	100%	10%
• Tumor registry reports/Management reports	installed/100%	100%/100%	40%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%	100%
• Comprehensive billing and accounts receivable	75%	53% <sup>†</sup>	50%
• Interface to external billing system	25%	53%	50%
• HIS interface: admissions/discharge/transfer	10%	53%	50%
• HIS interface: result reporting/HIS interface: incoming clinical results	10%/installed	45%/installed	50%/50%
• Partin tables or Gleason score calculations	not available	32%	—
• Synoptic reporting	installed	100%	—
• Client services module	100%	100%	—
• Consult management and reporting	installed	100%	75%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF) results	60%	32%	70%
Software provides indexed field in each test definition for LOINC code	yes	yes	no
Routine results autoencoded in SNOMED*/Autoencoded in SNOMED CT	no/no	yes/yes	yes/no
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
Complete AP application service provider solution	yes	no	yes
Method of charging for ASP service	fixed fee or transaction based (user's choice)	—	fixed fee
Client software required	browser based or requires software be installed on a client PC (user's choice)	—	browser based or requires software be installed on a client PC
ASP information conduit	operates over the Internet or requires use of a private, dedicated circuit (user's choice)	—	operates over the Internet or requires use of a private, dedicated circuit
Client contracts supported from data center not operated by client	0	—	10
How data center is operated	—	—	by a third party
Other information systems interfaced	McKesson, Medical Manager, Healthland, Emdeon, Intergy, Allscripts, others	Cerner, McKesson, Allscripts, Meditech, Siemens, TDS, HDS, Per Sé, GE Healthcare, 4Medica, others	—
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking	Nuance Dragon
Histology and cytology devices interfaced	microscopes	slide engravers, slide writers, cassette writers, microscope cameras/Twain, Pax-It, Zebra bar-code labelers, others	Digene, Leica, Ventana
User interface in language other than English	on request	on request	no
Client receives copy of source code	no	escrow	escrow
User group that meets on established schedule	no	no	yes (meets via Internet and in person)
User can modify screens	no	yes	no
Total cost for smallest stand-alone AP system installed**	\$10,000 (monthly maintenance fee, \$1,000)	\$20,000 (monthly maintenance fee, \$500)	\$10,000 (monthly maintenance fee, \$400)
Total cost for largest stand-alone AP system installed**	\$150,000 (monthly maintenance fee, \$1,500)	\$3,000,000 (monthly maintenance fee, \$45,000)	\$100,000 (monthly maintenance fee, \$1,750)
Base price of integrated system, excluding AP configuration	\$10,000	0	—
Total incremental cost for smallest AP configuration installed**	\$10,000 (monthly maintenance fee, \$1,000)	\$20,000 (monthly maintenance fee, \$500)	—
Total incremental cost for largest AP configuration installed**	\$150,000+ (monthly maintenance fee, \$1,500)	\$3,000,000 (monthly maintenance fee, \$45,000)	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>• high quality; user friendly</li> <li>• willingness to customize</li> <li>• financing and leasing available</li> </ul>	<ul style="list-style-type: none"> <li>• puts you in control of your lab</li> <li>• rules-based system and tracking, documented to dramatically reduce errors</li> <li>• cost-effective WinSurge Entrée version that offers rapid implementation for clinical practices insourcing pathology and for smaller labs</li> </ul>	<ul style="list-style-type: none"> <li>• complete installation in 60 days or less</li> <li>• patient-centric</li> <li>• great customer service and support available 24/7</li> </ul>
<p><i>*in version earlier than SNOMED CT</i>  <i>**total cost includes hardware, software, installation, and training</i>            Note: a dash in lieu of an answer means company did not answer question or question is not applicable</p>			
<p><i>†charge capture with manual edit and transmission to accounts receivable system</i></p>			

## Anatomic pathology computer systems

Part 3 of 9	Elekta Software Kymberly Calvo kymberly.calvo@elekta.com 100 Mathilda Place, 5th floor Sunnyvale, CA 94086 408-830-8700 www.elekta.com/powerpath	LigoLab Suren Avunjian suren@ligolab.com 143 S. Glendale Ave., Suite 207 Glendale, CA 91205 800-544-6522/818-395-4659 www.ligolab.com	McKesson Corp. Joseph Stabile joseph.stabile@mckesson.com 5995 Windward Parkway Alpharetta, GA 30005 404-338-4363 www.mckesson.com/laboratory
Name of anatomic pathology system	PowerPath	LigoLab Station	Horizon Anatomic Pathology
First ever AP system installation	1986	2006	2008
Most recent AP system installation (based on Dec. 2010 survey deadline)	December 2010	November 2009	November 2010
Last major product release for featured AP system	March 2010	October 2009	June 2010
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	244 (195/46/0/0/3)	16 (0/16/0/0/0)	16 (15/1/0/0/0)
• No. of contracts that went live between Jan. 2010–Dec. 2010	5	5	4
• Total No. of contracts signed between Jan. 2010–Dec. 2010	9	9	5
No. of sites operating AP system (No. of these sites outside U.S.)	481 (3–Canada)	26	11
Percentage of installations that have standalone AP systems	35%	65%	0
No. of employees in firm/in AP systems development, install, support	2,400/30	20/15	32,000/80 (for all LIS-related activities)
No. of workstations in sites operating AP system	5–620 (mean, 40)	16–150 (mean, 34)	5–30 (mean, 14)
Range in No. of surgical pathology cases per year in installed sites	1,500–150,000	5,000–80,000	not tracked
Range in No. of gynecologic cytology cases per year in installed sites	5,000–350,000	24,000–150,000	not tracked
Programming language(s)	C#, .Net, Borland Delphi	Java, C++	Java, .Net framework, C++
Databases and tools used	Microsoft SQL	Microsoft SQL, Oracle	Oracle 10g
Word processor(s) used	Microsoft Word	integrated	Microsoft Word
Operating system(s)	Windows	Windows, Linux, Macintosh, mobile (iPhone, android)	Linux
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	installed	installed
• Cytology information system	100%	installed	installed
• Autopsy information system	installed	installed	installed
• Autopsy measurements and organ weights	installed	installed	not available
• Specimen log-in/Specimen tracking and retrieval	100%/100%	installed/installed	installed/not available
• Entry of block IDs/Specimen labels	100%/100%	installed/installed	installed/installed
• Histology slide labels/Bar-coded slide labels	100%/installed	installed/installed	installed/installed
• Linear bar codes/Two-dimensional bar codes	installed/installed	installed/installed	installed/installed
• Histology worksheets	100%	installed	installed
• Word processing—vendor specific	100%	installed	available through third party
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed/installed	available through third party/available through third party
• Gross and microscopic images integrated in reports	30%	installed	installed
• Electronic signature	100%	installed	installed
• Remote printing of completed reports	100%	installed	available through company's LIS
• Direct fax reports	100%	installed	available through company's LIS
• Web-based remote inquiry of reports	18%	installed	available through McKesson Physician Portal
• Physician Web access for order entry	not available	installed	not available
• Natural language search capability	100%	installed	available but not installed
• Multi-site or multi-facility-wide area network	50%	installed	available but not installed
• Sound-alike retrieval of patient history	100%	installed	installed
• Tumor registry reports/Management reports	100%/100%	installed/installed	installed/installed
• Reports sufficient to comply with CLIA '88 regulations	100%	installed	installed
• Comprehensive billing and accounts receivable	100%	installed	available through third party
• Interface to external billing system	100%	installed	available through company's LIS
• HIS interface: admissions/discharge/transfer	98%	installed	installed
• HIS interface: result reporting/HIS interface: incoming clinical results	98%/8%	installed/installed	avail. through company's LIS/avail. through company's LIS
• Partin tables or Gleason score calculations	1%	installed	not available
• Synoptic reporting	installed	installed	installed
• Client services module	100%	installed	not available
• Consult management and reporting	85%	installed	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF) results	not tracked	5%	80%
Software provides indexed field in each test definition for LOINC code	no	yes	no
Routine results autoencoded in SNOMED*/Autoencoded in SNOMED CT	yes/no	yes/yes	no/yes
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	no
Complete AP application service provider solution	no	yes	no
Method of charging for ASP service	—	fixed fee or transaction based (user's choice)	—
Client software required	—	browser based or requires software be installed on a client PC (user's choice)	—
ASP information conduit	—	operates over the Internet or requires use of a private, dedicated circuit (user's choice)	—
Client contracts supported from data center not operated by client	—	8	—
How data center is operated	—	by vendor or by a third party (3T Systems, OS3)	—
Other information systems interfaced	Allscripts, Cerner, Siemens, Sunquest, McKesson, Meditech, GE Healthcare, 4Medica, Epic, others	Epic, Allscripts, Meditech, Cerner, Schuyler House, NextGen, others	—
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking, Voicebrook	Nuance Dragon NaturallySpeaking	Microsoft Word compatible, Nuance Dragon, Voicebrook applications
Histology and cytology devices interfaced	Shur/Mark, Shandon, Leica, Sakura, General Data, Ventana, Dako, Olympus, Nikon, Brady, Diagnostic Instruments, Pixera	immunostainers, Twain-compatible microscope cameras, slide and cassette printers, Dako, Lumenera, Leica, Zebra Technologies, Biolumagene, Ventana	interfaces available upon request: Aperio, Biolumagene whole-slide imaging systems, Leica cassette and slide labelers
User interface in language other than English	no	on request	no
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	yes (meets in person only)	yes (meets via Internet only)	yes (meets in person only)
User can modify screens	yes	yes	no
Total cost for smallest stand-alone AP system installed**	—	\$60,000 (monthly maintenance fee, \$2,500)	—
Total cost for largest stand-alone AP system installed**	—	—	—
Base price of integrated system, excluding AP configuration	—	—	—
Total incremental cost for smallest AP configuration installed**	—	—	—
Total incremental cost for largest AP configuration installed**	—	—	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>includes tracking for all surgical and cytology case materials; employs bar-code technology to track all materials from accessioning to specimen discard</li> <li>digital pathology interface provides interoperability between PowerPath and several industry-leading, whole-slide imaging systems</li> <li>rapid upgrade program provides customers an option to upgrade to the latest PowerPath version</li> </ul>	<ul style="list-style-type: none"> <li>comprehensive, integrated system with document imaging, specimen tracking, clinical, molecular, AP, digital pathology, billing, advanced reporting, and mature interfacing engine</li> <li>rule-based system can be configured to adapt all workflows; dynamic report templates</li> <li>robust, scalable, and open software; highly intuitive user interface; first-class customer service</li> </ul>	<ul style="list-style-type: none"> <li>revolutionary design that is task based so the right user is performing the right task on the right patient or the right specimen at the right time</li> <li>pathologist console supporting single point of access for patient history, view/include clinical results, view/include whole-slide images, and more</li> <li>extensive use of bar coding for patient safety and asset tracking as well as use of industry-standard embedded tools</li> </ul>

\*in version earlier than SNOMED CT

\*\*total cost includes hardware, software, installation, and training

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

## Anatomic pathology computer systems

Part 4 of 9	Medical Information Technology Paul Berthiaume pberthiaume@meditech.com Meditech Circle Westwood, MA 02090 781-821-3000 www.meditech.com	Medical Information Technology Paul Berthiaume pberthiaume@meditech.com Meditech Circle Westwood, MA 02090 781-821-3000 www.meditech.com	Medical Information Technology Paul Berthiaume pberthiaume@meditech.com Meditech Circle Westwood, MA 02090 781-821-3000 www.meditech.com
Name of anatomic pathology system	Meditech Anatomical Pathology—client/server	Meditech Anatomical Pathology—Magic	Meditech Anatomical Pathology—6.0
First ever AP system installation	1978	1978	1978
Most recent AP system installation (based on Dec. 2010 survey deadline)	August 2010	September 2009	November 2010
Last major product release for featured AP system	November 2009	September 2009	July 2009
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	185 (152/—/—/—/33) <sup>†</sup>	278 (236/—/—/—/42) <sup>†</sup>	15 (15/—/—/—/—) <sup>†</sup>
• No. of contracts that went live between Jan. 2010–Dec. 2010	3 <sup>†</sup>	—	12 <sup>†</sup>
• Total No. of contracts signed between Jan. 2010–Dec. 2010	5 <sup>†</sup>	5 <sup>†</sup>	19 <sup>†</sup>
No. of sites operating AP system (No. of these sites outside U.S.)	390 (25–Bahamas, Canada)	410 (53–Canada, Ireland, United Kingdom)	27
Percentage of installations that have standalone AP systems	—	—	—
No. of employees in firm/In AP systems development, install, support	3,284/113 (for all LIS-related activities)	3,284/113 (for all LIS-related activities)	3,284/113 (for all LIS-related activities)
No. of workstations in sites operating AP system	not tracked	not tracked	not tracked
Range in No. of surgical pathology cases per year in installed sites	not tracked	not tracked	not tracked
Range in No. of gynecologic cytology cases per year in installed sites	not tracked	not tracked	not tracked
Programming language(s)	Meditech Magic	Meditech Magic	Meditech
Databases and tools used	Meditech	Meditech	Meditech
Word processor(s) used	Microsoft Word, Rich Text Editor	Microsoft Word, Rich Text Editor	Microsoft Word, Rich Text Editor
Operating system(s)	Windows 2000, 2003, 2008 Service Pack 1 Server Standard Edition for the main patient database; client: Windows 2000 Pro, XP, Vista, XP Tablet	Windows 2000, 2003, 2008 Service Pack 1 Server Standard Edition for main patient database; client: Windows 2000 Pro, XP, Vista, XP Tablet	Windows Server 2003 Enterprise of Datacenter x64 Edition or Server 2008 Service Pack 1 Standard Edition (x86 or x64) for main patient database; client: Windows 2000, XP, Vista, XP Tablet
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	100%	100%	100%
• Autopsy information system	100%	100%	100%
• Autopsy measurements and organ weights	installed	installed	installed
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	100%/100%	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	100%/100%	100%/100%	100%/100%
• Linear bar codes/Two-dimensional bar codes	100%/100%	100%/100%	100%/100%
• Histology worksheets	100%	100%	100%
• Word processing—vendor specific	100%	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed/installed	installed/installed
• Gross and microscopic images integrated in reports	100%	100%	100%
• Electronic signature	100%	100%	100%
• Remote printing of completed reports	100%	100%	100%
• Direct fax reports	100%	100%	100%
• Web-based remote inquiry of reports	100%	100%	100%
• Physician Web access for order entry	100%	100%	100%
• Natural language search capability	100%	100%	100%
• Multi-site or multi-facility—wide area network	100%	100%	100%
• Sound-alike retrieval of patient history	100%	100%	100%
• Tumor registry reports/Management reports	100%/100%	100%/100%	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	installed	installed	installed
• Comprehensive billing and accounts receivable	installed	installed	installed
• Interface to external billing system	installed	installed	installed
• HIS interface: admissions/discharge/transfer	installed	installed	installed
• HIS interface: result reporting/HIS interface: incoming clinical results	installed/installed	installed/installed	installed/installed
• Partin tables or Gleason score calculations	installed	installed	installed
• Synoptic reporting	installed	installed	installed
• Client services module	100%	100%	100%
• Consult management and reporting	100%	100%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF) results	not tracked	not tracked	not tracked
Software provides indexed field in each test definition for LOINC code	yes	yes	yes
Routine results autoencoded in SNOMED <sup>®</sup> /Autoencoded in SNOMED CT	no/no	no/no	no/no
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
Complete AP application service provider solution	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	—	—	—
Other information systems interfaced	Sunquest, McKesson, Siemens, others	Sunquest, McKesson, Siemens, others	Sunquest, McKesson, Siemens, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	—	—	—
User interface in language other than English	yes (Spanish)	no	yes (Spanish)
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	no	no	no
User can modify screens	yes	yes	yes
Total cost for smallest stand-alone AP system installed**	—	—	—
Total cost for largest stand-alone AP system installed**	—	—	—
Base price of integrated system, excluding AP configuration	—	—	—
Total incremental cost for smallest AP configuration installed**	—	—	—
Total incremental cost for largest AP configuration installed**	—	—	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>provides role-based desktops, which streamline pathology workflow by enabling users to access the most commonly used routines from a central location</li> <li>supports user-defined searches and statistical analysis of the pathology database; users can search for tissues, words, prompts, procedures, markers, codes, queries, or SNOMED concepts</li> <li>contains all software needed to capture and store digital images and added notations</li> </ul>	<ul style="list-style-type: none"> <li>allows pathologists and other users to utilize voice recognition, sign out cases using online electronic signature, and search the pathology database to generate user-defined statistical reports</li> <li>integrated system allows users to view laboratory and radiology results pertinent to the pathology case</li> <li>contains all software needed to capture and store digital images and added notations</li> </ul>	<ul style="list-style-type: none"> <li>provides role-based desktops, which streamline pathology workflow by enabling users to access the most commonly used routines from a central location</li> <li>supports user-defined searches and statistical analysis of the pathology database; users can search for tissues, words, prompts, procedures, markers, codes, queries, or SNOMED concepts</li> <li>contains all software needed to capture and store digital images and added notations</li> </ul>

\*in version earlier than SNOMED CT

\*\*total cost includes hardware, software, installation, and training

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

<sup>†</sup>licenses (not contracts)

<sup>†</sup>licenses (not contracts)

<sup>†</sup>licenses (not contracts)

## Anatomic pathology computer systems

Part 5 of 9	Netlims NJ, LLC Avi Allerhand avi@netlims.com 111 Town Square Place, Suite 700 Jersey City, NJ 07310 201-894-5300 www.netlims.com	NetSoft Bill Hughes sales@netsoftusa.com 2156 W. Park Court, Suite E Stone Mountain, GA 30087 678-325-2909 www.netsoftusa.com	NovoPath (formerly Novovision) Richard Callahan rcallahan@novovision.com 301 N. Harrison St., Suite 384 Princeton, NJ 08540 877-668-6123 www.novopath.com
Name of anatomic pathology system	AutoAP	IntelliPath	NovoPath
First ever AP system installation	2000	2001	1999
Most recent AP system installation (based on Dec. 2010 survey deadline)	August 2010	November 2010	December 2010
Last major product release for featured AP system	January 2010	September 2010	September 2010
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	19 (0/4/0/0/15)	69 (7/45/16/0/1)	156 (17/102/37/0/0)
• No. of contracts that went live between Jan. 2010–Dec. 2010	1	7	16
• Total No. of contracts signed between Jan. 2010–Dec. 2010	1	7	21
No. of sites operating AP system (No. of these sites outside U.S.)	19 (15–Israel, India)	84 (1–Canada)	221
Percentage of installations that have standalone AP systems	0	100%	100%
No. of employees in firm/in AP systems development, install, support	103/14	9/9	42/42
No. of workstations in sites operating AP system	8–32 (mean, 15)	2–50 (mean, 11)	2–400 (mean, 26)
Range in No. of surgical pathology cases per year in installed sites	1,200–35,000	3,500–250,000	2,000–275,000
Range in No. of gynecologic cytology cases per year in installed sites	2,000–15,000	12,000–70,000	1,000–750,000
Programming language(s)	C++, Java, Visual Basic, ASP, .Net	Clarion, C++, .Net	Microsoft Visual Studio Platform
Databases and tools used	Microsoft SQL, Oracle, Caché	Pervasive SQL	SQL server, Oracle
Word processor(s) used	Microsoft Word	integrated	Microsoft Word, Acrobat Reader
Operating system(s)	Windows, Linux, Unix	all Windows operating systems	Microsoft Windows, Web browser based
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	100%	20%	95%
• Autopsy information system	100%	10%	100%
• Autopsy measurements and organ weights	100%	10%	100%
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	100%/100%	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	40%/40%	100%/100%	100%/installed
• Linear bar codes/Two-dimensional bar codes	100%/installed	100%/10%	installed/installed
• Histology worksheets	100%	100%	100%
• Word processing—vendor specific	100%	100%	100%
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	10%/10%	installed/installed
• Gross and microscopic images integrated in reports	100%	25%	100%
• Electronic signature	100%	100%	100%
• Remote printing of completed reports	66%	100%	100%
• Direct fax reports	100%	100%	100%
• Web-based remote inquiry of reports	100%	100%	installed
• Physician Web access for order entry	100%	15%	installed
• Natural language search capability	available but not installed	100%	100%
• Multi-site or multi-facility-wide area network	33%	25%	27%
• Sound-alike retrieval of patient history	100%	installed	100%
• Tumor registry reports/Management reports	100%/100%	100%/100%	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%	100%
• Comprehensive billing and accounts receivable	75%	40%	15%
• Interface to external billing system	25%	60%	100%
• HIS interface: admissions/discharge/transfer	80%	20%	installed
• HIS interface: result reporting/HIS interface: incoming clinical results	100%/available but not installed	25%/5%	installed/installed
• Partin tables or Gleason score calculations	available but not installed	8%	installed
• Synoptic reporting	installed	5%	installed
• Client services module	100%	5%	100%
• Consult management and reporting	100%	100%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF) results	80%	40%	30%
Software provides indexed field in each test definition for LOINC code	yes	no	yes
Routine results autoencoded in SNOMED*/Autoencoded in SNOMED CT	yes/yes	no/no	no/no
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
Complete AP application service provider solution	no	no	yes
Method of charging for ASP service	—	—	fixed fee or transaction based (user's choice)
Client software required	—	—	browser based or requires software be installed on a client PC (user's choice)
ASP information conduit	—	—	operates over the Internet or requires use of a private, dedicated circuit (user's choice)
Client contracts supported from data center not operated by client	—	—	34
How data center is operated	—	—	by vendor
Other information systems interfaced	Siemens, GE Healthcare, Eagle, SCC Soft Computer, Sunquest, Xifin	Cerner, Medical Manager, Allscripts, Meditech, eClinicalWorks, NextGen, GE Healthcare, Epic, Antek, McKesson, MedInformatix, others	Meditech, Siemens, Epic, CPSI, GE Healthcare, NextGen, McKesson, Invision, Allscripts, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking, Voicebrook	Nuance Dragon NaturallySpeaking, others
Histology and cytology devices interfaced	Leica, Olympus, Infinity	Ventana, Thermo Electron, Sakura, Leica, software-driven cameras	Ventana, Leica, Thermo Shandon, General Data, Hologic, Olympus, others
User interface in language other than English	yes (any language supported by Windows)	—	—
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	no	yes (meets in person only)	yes (meets via Internet only)
User can modify screens	yes	yes	yes
Total cost for smallest stand-alone AP system installed**	\$175,000 (monthly maintenance fee, \$2,000)	—	—
Total cost for largest stand-alone AP system installed**	\$680,000 (monthly maintenance fee, \$8,000)	—	—
Base price of integrated system, excluding AP configuration	\$330,000	—	—
Total incremental cost for smallest AP configuration installed**	\$100,000 (monthly maintenance fee, \$1,300)	—	—
Total incremental cost for largest AP configuration installed**	\$680,000 (monthly maintenance fee, \$8,000)	—	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>advanced technology—database choice, document management, Web, Microsoft Windows integration, XML/XSL reporting, images integration</li> <li>easily tailored for any environment and work procedure</li> <li>one database for all disciplines—AP, microbiology, general lab</li> </ul>	<ul style="list-style-type: none"> <li>excellent user interface with all modules, including billing and word processing, fully integrated</li> <li>full-featured, robust system customized to lab's workflow, with scalable pricing and no hidden fees</li> <li>voted best in customer care</li> </ul>	<ul style="list-style-type: none"> <li>information integration/interface capability to any HL7 standard EMR, PMS, A/D/T, software, hardware and/or Web-based electronic requisitions, report delivery</li> <li>Lean process improvement; advanced modules for cytogenetics, flow cytometry, molecular reporting, end-to-end billing, reflex testing, and more</li> <li>scalable features and pricing to fit small to large hospitals, reference labs, and specialty labs</li> </ul>

\*in version earlier than SNOMED CT

\*\*total cost includes hardware, software, installation, and training

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

## Anatomic pathology computer systems

Part 6 of 9	Orchard Software Kerry Foster sales@orchardsoft.com 701 Congressional Blvd., Suite 360 Carmel, IN 46032 800-856-1948 www.orchardsoft.com	PathCentral (formerly eTeleNext) Chris Jackson cjackson@pathcentral.net 213 Technology Drive, Suite 200 Irvine, CA 92618 949-468-3419 www.pathcentral.net	PathLogix Corp. Jerry Grayson jerry@pathlogix.com 470 Nautilus St., Suite 306 La Jolla, CA 92037 888-454-5000 www.pathlogix.com
Name of anatomic pathology system	Orchard Pathology	PathCentral†	Pathlogix AP Software
First ever AP system installation	2006	2004	1998
Most recent AP system installation (based on Dec. 2010 survey deadline)	December 2010	November 2010	December 2010
Last major product release for featured AP system	July 2010	July 2010	December 2010
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	53 (13/18/17/5-molecular medicine, veterinary/0)	24 (0/16/8/0/0)	98 (2/20/75/0/1)
• No. of contracts that went live between Jan. 2010–Dec. 2010	12	2	8
• Total No. of contracts signed between Jan. 2010–Dec. 2010	11	8	8
No. of sites operating AP system (No. of these sites outside U.S.)	53	18	102 (1–South Africa)
Percentage of installations that have standalone AP systems	15%	100%	—
No. of employees in firm/in AP systems development, install, support	160/52	25/15	—
No. of workstations in sites operating AP system	5–55 (mean, 10)	1–80 (mean, 35)	1–75 (mean, 7)
Range in No. of surgical pathology cases per year in installed sites	8,000–30,000	4,500–219,000	500–40,000
Range in No. of gynecologic cytology cases per year in installed sites	11,000–110,000	4,500–75,000	5,000–20,000
Programming language(s)	4D, Java, C++, HTML	C# .Net	Visual Basic
Databases and tools used	4D, SQL	SQL	SQL server, Microsoft Access
Word processor(s) used	customized word processing	Microsoft Word	—
Operating system(s)	Windows 7, XP Professional, Server 2003 Standard Ed.	Windows	all Windows operating systems
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	90%	100%	installed
• Autopsy information system	installed	25%	installed
• Autopsy measurements and organ weights	installed	25%	not available
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	100%/100%	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	50%/50%	100%/100%	100%/installed
• Linear bar codes/Two-dimensional bar codes	100%/5%	100%/100%	installed/installed
• Histology worksheets	100%	100%	100%
• Word processing—vendor specific	100%	100%	installed
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	10%/10%	installed/installed
• Gross and microscopic images integrated in reports	50%	25%	installed
• Electronic signature	100%	100%	installed
• Remote printing of completed reports	50%	100%	installed
• Direct fax reports	installed	100%	installed
• Web-based remote inquiry of reports	50%	100%	installed
• Physician Web access for order entry	50%	100%	installed
• Natural language search capability	not available	100%	installed
• Multi-site or multi-facility-wide area network	installed	100%	installed
• Sound-alike retrieval of patient history	not available	100%	not available
• Tumor registry reports/Management reports	installed/100%	25%/100%	installed/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%	installed
• Comprehensive billing and accounts receivable	not available	100%	—
• Interface to external billing system	90%	50%	installed
• HIS interface: admissions/discharge/transfer	100%	100%	—
• HIS interface: result reporting/HIS interface: incoming clinical results	80%/100%	100%/100%	—
• Partin tables or Gleason score calculations	100%	100%	installed
• Synoptic reporting	100%	100%	available but not installed
• Client services module	10%	20%	100%
• Consult management and reporting	100%	100%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF) results	5%	90%	—
Software provides indexed field in each test definition for LOINC code	yes	yes	—
Routine results autoencoded in SNOMED*/Autoencoded in SNOMED CT	no/yes	no/yes	—
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
Complete AP application service provider solution	no	yes	yes
Method of charging for ASP service	—	fixed fee or monthly subscription	fixed fee or transaction based (user's choice)
Client software required	—	browser based	requires software be installed on a client PC
ASP information conduit	—	operates over the Internet	operates over the Internet
Client contracts supported from data center not operated by client	—	10	—
How data center is operated	—	by a third party (RackSpace)	—
Other information systems interfaced	McKesson, Allscripts, Siemens, Cerner, Healthland, QuadraMed, Meditech, GE Healthcare, Experior, others	Cortex, GE Healthcare, Allscripts, Meditech, Cerner, Sage, others	GE Healthcare, Allscripts, Cerner
Voice-recognition products or partners that system uses	Nuance Dragon Naturally Speaking, Voicebrook	Voicebrook, Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking, IBM ViaVoice
Histology and cytology devices interfaced	Nikon, Olympus, Ventana, Thermo Shandon, Roche, Qiagen, Hologic, GenProbe, FocalPoint, Digene, others	Sakura, Leica, Ventana, Dako, Aperio, Biolmagene, Beckman Coulter, BD, FCS Express, others	—
User interface in language other than English	no	—	—
Client receives copy of source code	escrow	escrow	optional
User group that meets on established schedule	yes (meets in person and via Internet)	yes (meets via Internet only)	no
User can modify screens	yes	yes	yes
Total cost for smallest stand-alone AP system installed**	\$71,000 (monthly maintenance fee, 14%)	\$0 (monthly maintenance fee, \$1,200 per pathologist)	\$2,990 (monthly maintenance fee, \$120)
Total cost for largest stand-alone AP system installed**	\$290,000 (monthly maintenance fee, 14%)	\$20,000 (monthly maintenance fee, \$1,200 per pathologist)	\$25,000 (monthly maintenance fee, \$220)
Base price of integrated system, excluding AP configuration	\$79,000	\$3,000	—
Total incremental cost for smallest AP configuration installed**	\$46,000 (monthly maintenance fee, 14%)	\$3,000 (monthly maintenance fee, \$1,200 per pathologist)	—
Total incremental cost for largest AP configuration installed**	\$152,000 (monthly maintenance fee, 14%)	\$33,000 (monthly maintenance fee, \$1,200 per pathologist)	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>utilizes the same database for clinical, cytology, molecular, anatomic pathology, and reference lab results; provides access to patient's history; allows clinical results to be added to cytology or pathology reports</li> <li>image-management tools for linking digital images, annotated diagrams, and scanned documents to case worksheets and incorporating them in patient reports</li> <li>report information structured for standardization and synoptic reporting and stored in discrete data fields</li> </ul>	<ul style="list-style-type: none"> <li>cost-effective, Web-based SaaS solution; no major hardware and software purchases, so software is never out of date</li> <li>company aligned with pathology outreach initiatives, offering services tied to LIS to keep pathologists efficient and competitive, including integrated send-out testing and billing, marketing and sales support, and online consultations</li> <li>allows pathologists and their customers to order tests online, track samples from accessioning through case sign out, and receive results online</li> </ul>	<ul style="list-style-type: none"> <li>focused on helping customers save time; many features that help labs market their services; meets the needs of labs of all sizes, including the largest users and multi-site labs</li> <li>seamless workflow from histology to finished reports; Internet entry of requisitions and reporting; many practice management features</li> <li>easy to use; rapidly deployed; flexible; easy tracing; optional bar codes; single-click navigation; unlimited scalability; interfaces with electronic medical record</li> </ul>
<i>*in version earlier than SNOMED CT</i>			
<i>**total cost includes hardware, software, installation, and training</i>			
Note: a dash in lieu of an answer means company did not answer question or question is not applicable			
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## Anatomic pathology computer systems

Part 7 of 9	PathView Systems Michael Mihalik mike@pathview.com 5923 E. FM 455 Anna, TX 75449 800-798-3540 www.pathview.com	Psyche Systems Corp. Lisa-Jean Clifford lj@psychesystems.com 321 Fortune Blvd. Milford, MA 01757 800-345-1514 www.psychesystems.com
Name of anatomic pathology system	Progeny	WindoPath
First ever AP system installation	1990	1983
Most recent AP system installation (based on Dec. 2010 survey deadline)	2010	December 2010
Last major product release for featured AP system	2010	January 2009
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	3 (1/1/1/0/0)	192 (45/63/6/0/78)
• No. of contracts that went live between Jan. 2010–Dec. 2010	1	18
• Total No. of contracts signed between Jan. 2010–Dec. 2010	1	20
No. of sites operating AP system (No. of these sites outside U.S.)	2	180 (78–Italy, Germany, Austria, Puerto Rico)
Percentage of installations that have standalone AP systems	100%	36%
No. of employees in firm/in AP systems development, install, support	5/5	48/36
No. of workstations in sites operating AP system	35–55 (mean, 45)	1–500 (mean, 25)
Range in No. of surgical pathology cases per year in installed sites	44,000–50,000	1,000–1,000,000+
Range in No. of gynecologic cytology cases per year in installed sites	46,000–60,000	0–300,000
Programming language(s)	InterSystems Caché ObjectScript, Visual Basic	Visual Basic, Visual Basic .Net, Small Talk
Databases and tools used	InterSystems Caché	Microsoft SQL server 7.0, 2000, BrioQuery report writer, Rightfax
Word processor(s) used	Microsoft Word (multiple versions)	integrated, nonproprietary
Operating system(s)	Windows XP, 7, server 2003, server 2008	Windows NT, 95, 98, 2000, XP
Features (listed as a percentage of live installs or based on availability)		
• Surgical pathology information system	100%	100%
• Cytology information system	100%	85%
• Autopsy information system	100%	100%
• Autopsy measurements and organ weights	100%	100%
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/35%
• Entry of block IDs/Specimen labels	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	100%/100%	100%/100%
• Linear bar codes/Two-dimensional bar codes	100%/100%	100%/100%
• Histology worksheets	100%	100%
• Word processing—vendor specific	not available	100%
• Voice entry of gross description/Voice entry of final diagnosis	available but not installed/50%	30%/35%
• Gross and microscopic images integrated in reports	50%	100%
• Electronic signature	100%	100%
• Remote printing of completed reports	100%	100%
• Direct fax reports	100%	90%
• Web-based remote inquiry of reports	available but not installed	80%
• Physician Web access for order entry	available but not installed	65%
• Natural language search capability	100%	100%
• Multi-site or multi-facility-wide area network	100%	40%
• Sound-alike retrieval of patient history	not available	100%
• Tumor registry reports/Management reports	100%/100%	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	not available	not available
• Interface to external billing system	100%	100%
• HIS interface: admissions/discharge/transfer	100%	80%
• HIS interface: result reporting/HIS interface: incoming clinical results	100%/100%	80%/35%
• Partin tables or Gleason score calculations	not available	installed
• Synoptic reporting	available but not installed	installed
• Client services module	100%	installed
• Consult management and reporting	100%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF) results	50%	30%
Software provides indexed field in each test definition for LOINC code	—	yes
Routine results autoencoded in SNOMED*/Autoencoded in SNOMED CT	no/no	yes/yes
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes
Complete AP application service provider solution	no	yes
Method of charging for ASP service	—	fixed fee
Client software required	—	browser based
ASP information conduit	—	operates over the Internet
Client contracts supported from data center not operated by client	—	42
How data center is operated	—	by vendor
Other information systems interfaced	Epic, proprietary, client-developed LIS, Cerner, Elekta Software, EasyPath, Meditech, Siemens	Siemens, McKesson, Meditech, Allscripts, Cerner, Sunquest, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	Thermo Shandon cassette labelers, Lanier dictation system, Ventana Benchmark XT and Ultra, CYTC imager	CAS analyzer, Ventana Benchmark, Digene HPV, Leica
User interface in language other than English	no	yes (Spanish, Italian, German)
Client receives copy of source code	escrow	escrow
User group that meets on established schedule	yes (meets via Internet and in person)	yes (meets via Internet and in person)
User can modify screens	no	yes
Total cost for smallest stand-alone AP system installed**	—	\$40,000 (monthly maintenance fee, \$1,000)
Total cost for largest stand-alone AP system installed**	—	\$1,600,000 (monthly maintenance fee, \$15,000)
Base price of integrated system, excluding AP configuration	—	—
Total incremental cost for smallest AP configuration installed**	—	—
Total incremental cost for largest AP configuration installed**	—	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>• thorough workflow analysis included with each installation; summary document describes how new LIS will be implemented and what efficiencies and increases in quality can be expected</li> <li>• comprehensive specimen, block, and slide tracking provides detailed material tracking intradepartmentally and for external sendouts; tracking information displayed in a single query screen with all other case-pertinent information</li> <li>• ongoing management consultation part of support package</li> </ul>	<ul style="list-style-type: none"> <li>• easy to use; customized to fit the lab's specific needs/specialty with hundreds of user preferences available</li> <li>• dynamic customizable reports, final and statistical analyses, with the ability to define outputs based on physician preferences</li> <li>• interfaces to HIS, EMR, instruments/devices, others; flow cytometry; cytogenetics; molecular diagnostics; immunohistochemistry stainers; cassette/slide labelers</li> </ul>

\*in version earlier than SNOMED CT

\*\*total cost includes hardware, software, installation, and training

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.

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### Anatomic pathology computer systems

Part 8 of 9	SCC Soft Computer Ellie Vahman ellie@softcomputer.com 5400 Tech Data Drive Clearwater, FL 33760 727-789-0100 www.softcomputer.com	Small Business Computers of New England Gene Calvano gene_calvano@apeasy.com 25 Lowell St., Suite 401 Manchester, NH 03101 800-647-2263/603-695-9090 www.apeasy.com
Name of anatomic pathology system	SoftPath	AP Easy
First ever AP system installation	1993	1989
Most recent AP system installation (based on Dec. 2010 survey deadline)	December 2010	December 2010
Last major product release for featured AP system	October 2010	2008
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	159 (134/11/4/0/10)	383 (47/203/127/0/6)
• No. of contracts that went live between Jan. 2010–Dec. 2010	7	40
• Total No. of contracts signed between Jan. 2010–Dec. 2010	4	38
No. of sites operating AP system (No. of these sites outside U.S.)	266 (30–Canada)	383 (6–Ireland, New Zealand, Canada, Venezuela, Saudi Arabia)
Percentage of installations that have standalone AP systems	3%	100%
No. of employees in firm/In AP systems development, install, support	1,528/220	10/9
No. of workstations in sites operating AP system	5–100 (mean, 15)	1–60 (mean, 8)
Range in No. of surgical pathology cases per year in installed sites	2,000–100,000	1,000–50,000
Range in No. of gynecologic cytology cases per year in installed sites	1,000–100,000	2,000–75,000
Programming language(s)	C, C++, .Net	FileMaker Pro
Databases and tools used	Oracle	FileMaker Pro
Word processor(s) used	Microsoft Word, Text Editor	integrated with FileMaker Pro
Operating system(s)	Unix (IBM AIX)	Windows XP, Vista, 7, Mac OS
Features (listed as a percentage of live installs or based on availability)		
• Surgical pathology information system	100%	100%
• Cytology information system	100%	100%
• Autopsy information system	installed	installed
• Autopsy measurements and organ weights	installed	installed
• Specimen log-in/Specimen tracking and retrieval	100%/100%	100%/100%
• Entry of block IDs/Specimen labels	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	100%/installed	100%/installed
• Linear bar codes/Two-dimensional bar codes	installed/installed	installed/available but not installed
• Histology worksheets	100%	100%
• Word processing—vendor specific	100%	—
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed/installed
• Gross and microscopic images integrated in reports	installed	100%
• Electronic signature	100%	100%
• Remote printing of completed reports	100%	installed
• Direct fax reports	100%	installed
• Web-based remote inquiry of reports	22%	installed
• Physician Web access for order entry	22%	installed
• Natural language search capability	100%	100%
• Multi-site or multi-facility-wide area network	65%	installed
• Sound-alike retrieval of patient history	100%	100%
• Tumor registry reports/Management reports	installed/100%	installed/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	100%
• Comprehensive billing and accounts receivable	12%	15%
• Interface to external billing system	88%	installed
• HIS interface: admissions/discharge/transfer	97%	installed
• HIS interface: result reporting/HIS interface: incoming clinical results	95%/22%	installed/not available
• Partin tables or Gleason score calculations	installed	installed
• Synoptic reporting	installed	installed
• Client services module	installed	installed
• Consult management and reporting	installed	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF) results	10%	55%
Software provides indexed field in each test definition for LOINC code	no	no
Routine results autoencoded in SNOMED*/Autoencoded in SNOMED CT	no/yes	no/no
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes
Complete AP application service provider solution	yes	no
Method of charging for ASP service	fixed fee or transaction based (user's choice)	—
Client software required	requires software be installed on a client PC	—
ASP information conduit	requires use of a private, dedicated circuit	—
Client contracts supported from data center not operated by client	—	—
How data center is operated	by vendor	—
Other information systems interfaced	Cerner, McKesson, Epic, Siemens, GE Healthcare, QuadraMed, Meditech, Keane, HMS, others	Allscripts, CPSI, Medisys, eClinicalWorks, Orchard, Halfpenny, Atlas, Emdeon, others
Voice-recognition products or partners that system uses	Web Services XML-based interfacing designed for voice recognition and dictation systems; Nuance Dragon NaturallySpeaking; Voicebrook; eScription; Talk Station	packages supporting FileMaker Pro
Histology and cytology devices interfaced	cassette/slide etchers, slide stainers, Twain-compliant devices, other HL7- or Web Services-compliant applications	slide labelers, cassette markers, microscope cameras
User interface in language other than English	yes (French)	no
Client receives copy of source code	escrow	yes
User group that meets on established schedule	yes (meets in person only)	no
User can modify screens	yes	no
Total cost for smallest stand-alone AP system installed**	\$125,000 (monthly maintenance fee, \$525)	\$5,000 (no monthly maintenance fee)
Total cost for largest stand-alone AP system installed**	\$1,000,000 (monthly maintenance fee, \$7,500)	\$95,000 (monthly maintenance fee, \$300)
Base price of integrated system, excluding AP configuration	\$200,000	—
Total incremental cost for smallest AP configuration installed**	\$25,000 (monthly maintenance fee, \$375)	—
Total incremental cost for largest AP configuration installed**	\$500,000 (monthly maintenance fee, \$7,500)	—
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>• full integration with SoftLab LIS suite, including cytogenetics, molecular, flow cytometry, HLA, biochemistry, and global reporting across disciplines through interpretive workstation</li> <li>• SoftWeb-integrated Web-based module for remote ordering/requisitions, results/report viewing, printing</li> <li>• advanced discrete data elements utilized for cancer reporting based on current CAP checklist</li> </ul>	<ul style="list-style-type: none"> <li>• tailored solution with ongoing tailoring part of technical support at a fixed price</li> <li>• low cost, robust, easy-to-use solution for start-up, small, and medium-sized labs</li> <li>• results reporting by Internet Web portal, auto-faxing reports, and custom lab interfaces to various electronic health record client software systems</li> </ul>

\*in version earlier than SNOMED CT

\*\*total cost includes hardware, software, installation, and training

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.



## Anatomic pathology computer systems

Part 9 of 9	Sunquest Information Systems Chris Fraker chris.fraker@sunquestinfo.com 250 S. Williams Blvd. Tucson, AZ 85711 800-748-0692 www.sunquestinfo.com	Technidata America Medical Software Ricardo Nunez ricardo.nunez@technidata-web.com 1760 E. River Rd., Suite 302 Tucson, AZ 85718 520-577-2872 www.technidata-web.com	WebPathLab Peter Williams peter@webpathlab.com 1004 River Rock Drive, Suite 240 Folsom, CA 95630 916-404-1840 www.webpathlab.com
Name of anatomic pathology system	Sunquest CoPathPlus	TD-Synergy Anatomic Pathology	WebPathLab
First ever AP system installation	1982	1974	2000
Most recent AP system installation (based on Dec. 2010 survey deadline)	2010	November 2010	December 2010
Last major product release for featured AP system	November 2010	June 2010	June 2010
No. of contracts for sites operating AP system (hospitals/independent labs/clinics or group practices/other/foreign sites)	300+ (—/—/—/—/30)	188 (2/0/0/0/186)	17 (1/16/0/0/0)
• No. of contracts that went live between Jan. 2010–Dec. 2010	4	4	5
• Total No. of contracts signed between Jan. 2010–Dec. 2010	5	5	9
No. of sites operating AP system (No. of these sites outside U.S.)	500+ (40–Canada, United Kingdom, United Arab Emirates, Ireland, Scotland, Denmark)	197 (195–Canada, France, Germany, Greece, Italy, Netherlands, Phillipines, Singapore, Spain, U.K.)	22
Percentage of installations that have standalone AP systems	1%	45%	100%
No. of employees in firm/in AP systems development, install, support	600/450 (for all LIS-related activities)	227/120	13/10
No. of workstations in sites operating AP system	5–280 (mean, 40)	2–112 (mean, 45)	8–100+ (mean, 50)
Range in No. of surgical pathology cases per year in installed sites	10,000–600,000	5,000–65,000	2,500–50,000
Range in No. of gynecologic cytology cases per year in installed sites	10,000–600,000	2,500–150,000	5,000–25,000
Programming language(s)	C, Visual Basic, PowerBuilder	C++, .Net	ASP .Net, AJAX
Databases and tools used	Sybase, PowerBuilder	SQL, Oracle	MySQL database
Word processor(s) used	Microsoft Word 2003	Microsoft Word	integrated into Web-based solution—Native; requires Internet Explorer Web browser
Operating system(s)	servers: AIX, Windows 2003; client: Windows XP, 2000	Windows, Linux, Unix	Windows server 2003, 2008
Features (listed as a percentage of live installs or based on availability)			
• Surgical pathology information system	100%	100%	100%
• Cytology information system	90%	90%	65%
• Autopsy information system	100%	65%	25% (through company's LIS or via third party)
• Autopsy measurements and organ weights	100%	10%	25%
• Specimen log-in/Specimen tracking and retrieval	100%/installed	75%/50%	100%/100%
• Entry of block IDs/Specimen labels	100%/100%	100%/100%	100%/100%
• Histology slide labels/Bar-coded slide labels	80%/80%	99%/99%	100%/available but not installed
• Linear bar codes/Two-dimensional bar codes	80%/20%	94%/5%	available but not installed/available but not installed
• Histology worksheets	installed	85%	100%
• Word processing—vendor specific	100%	—	100%
• Voice entry of gross description/Voice entry of final diagnosis	20%/installed	20%/20%	15%/15% (through company's LIS or via third party)
• Gross and microscopic images integrated in reports	30%	installed	100%
• Electronic signature	100%	95%	100%
• Remote printing of completed reports	installed	100%	100%
• Direct fax reports	95%	90%	100%
• Web-based remote inquiry of reports	installed (through company's LIS)	30%	100%
• Physician Web access for order entry	installed (through company's LIS)	5%	100%
• Natural language search capability	100%	25%	100%
• Multi-site or multi-facility-wide area network	35%	45%	100%
• Sound-alike retrieval of patient history	available (through company's LIS)	not available	—
• Tumor registry reports/Management reports	installed/100%	45%/100%	100%/100%
• Reports sufficient to comply with CLIA '88 regulations	100%	30%	100%
• Comprehensive billing and accounts receivable	installed (through company's LIS)	40%	100%
• Interface to external billing system	95%	25%	available (through company's LIS or via third party)
• HIS interface: admissions/discharge/transfer	90%	60%	100%
• HIS interface: result reporting/HIS interface: incoming clinical results	90%/installed	10%/installed	100%/—
• Partin tables or Gleason score calculations	available (through third party)	10%	—
• Synoptic reporting	installed	75%	available but not installed
• Client services module	installed	not available	—
• Consult management and reporting	90%	100%	100%
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF) results	5%	10%	80%
Software provides indexed field in each test definition for LOINC code	no	yes	no
Routine results autoencoded in SNOMED*/Autoencoded in SNOMED CT	yes/yes	yes/yes	no/no
System provides cancer diagnoses or surveillance data to tumor registries or public health agencies via computer-to-computer interface	yes	yes	yes
Complete AP application service provider solution	no	no	yes
Method of charging for ASP service	—	—	fixed fee or transaction based (user's choice)
Client software required	—	—	browser based
ASP information conduit	—	—	operates over the Internet
Client contracts supported from data center not operated by client	—	—	95%
How data center is operated	—	—	by vendor
Other information systems interfaced	Epic, McKesson, Cerner, Siemens, GE Healthcare, QuadraMed, Meditech, others	SCC Soft Computer, Keane, Allscripts, Lawson, GE Healthcare, Meditech	Meditech, Epic, Allscripts, NextGen, Perot Systems
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Nuance Dragon, any Microsoft Word-compatible product	Nuance Dragon NaturallySpeaking
Histology and cytology devices interfaced	cassette and slide engravers, Ventana stainers, imaging, digital pathology solutions	SurgiPath, Ventana stainers, Dako, Fisher Scientific, Sakura cassette printers	label printers, cassette writers, slide engravers, bar-code scanning devices
User interface in language other than English	fields can be customized	yes (French, Spanish, Dutch, Flemish, German, Italian, Korean, Chinese, others)	yes (Spanish, Chinese)
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	yes (meets via Internet and in person)	yes (meets in person only)	no
User can modify screens	yes	yes	yes
Total cost for smallest stand-alone AP system installed**	—	\$85,000 (monthly maintenance fee, \$625)	\$9,800 (mo. maintenance fee, \$250/doctor or fee/report)
Total cost for largest stand-alone AP system installed**	—	\$540,000 (monthly maintenance fee, \$7,200)	\$50,000 (mo. maintenance fee, \$250/doctor or fee/report)
Base price of integrated system, excluding AP configuration	—	\$280,000	0
Total incremental cost for smallest AP configuration installed**	—	—	0 (mo. maintenance fee, \$250/doctor or fee/report)
Total incremental cost for largest AP configuration installed**	—	—	0 (mo. maintenance fee, \$250/doctor or fee/report)
Distinguishing features (supplied by company)	<ul style="list-style-type: none"> <li>• company a founding member of the Digital Pathology Association; strategic relationship with partner clients in automating the practice of pathology</li> <li>• product increases productivity, with integration of clinical, anatomic, molecular, voice recognition, image management, instrumentation, and synoptic reporting</li> <li>• company provides outstanding customer service, responsiveness, and implementation</li> </ul>	<ul style="list-style-type: none"> <li>• complete online history, including images, retrospective review, and clinical pathology</li> <li>• positive sample/slide ID with bar codes for efficient paperless workflow</li> <li>• integrated synoptic reporting</li> </ul>	<ul style="list-style-type: none"> <li>• 100% Web based; provides universally secure access and increased efficiency</li> <li>• complete integrated billing solution reduces billing cycle to as low as seven days and maximizes cash flow</li> <li>• provides online requisition, online reporting, online data mining of all reports, and complete interface with any HL7-capable electronic medical record system</li> </ul>

\*in version earlier than SNOMED CT

\*\*total cost includes hardware, software, installation, and training

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