

Part 1 of 9	AP Easy Software Solutions Tracy Terrio sales@apeasy.com Manchester, NH 800-647-2263 www.apeasy.com	AP Easy Software Solutions Tracy Terrio sales@apeasy.com Manchester, NH 800-647-2263 www.apeasy.com	Aspyra Gary Bennett lis-info@aspyra.com Jacksonville, FL www.aspyra.com
See captodayonline.com/productguides for an interactive version of guide			
Name of anatomic pathology system	AP Easy	AP Easy Cloud	CyberPATH
Configuration of AP system	standalone—designed to interface with any LIS	standalone—designed to interface with any LIS	available as a standalone system designed to interface with any LIS or EHR and as a dedicated Aspyra module
Year company began selling AP systems (any brand or model)	1989	1989	2010
Most recent installation of this AP system*	December 2017	December 2017	March 2015
Last major product release or update for featured AP system*	2016 (version 3)	—	October 2015 (version 7.3.2)
Total No. of contracts for sites operating AP system	546	26	5
• No. of sales of this system between Dec. 2016–Nov. 2017	16	18	0
No. of sites operating AP system in U.S./Outside U.S.	—	—	5 (hospital, independent labs, clinics or group practices)/0
Market AP systems outside the U.S.	no	no	yes (worldwide)
• Foreign locations in which system installed	Barbados, Ireland, New Zealand, Canada, Venezuela, Saudi Arabia, Australia	—	Malaysia
No. of employees in entire company/Focused solely on AP systems development, installation, support	50/50	50/50	23/0
Provide list of client sites to potential customers on request	yes (with client approval)	yes (with client approval)	yes (complete list but prospective client must sign a nondisclosure agreement)
Clients restricted from sharing their experience with company or software	no	no	no
Range in No. of surgical pathology cases per year in installed sites	1,000–150,000	1,000 (smallest)	1,500–9,000
Range in No. of gynecologic cytology cases per year in installed sites	1,000–100,000	1,000 (smallest)	1–21,000
Programming languages	.Net	Java	Micro Focus COBOL, Visual Basic, C++
Databases and tools	SQL	SQL	Microsoft SQL
Operating systems	Windows 7, 8, 8.1, 10	any	Windows server
Features/modules			
• Surgical pathology information system/Cytology information system	installed/installed	installed/installed	installed/installed
• Autopsy information system/Autopsy measurements, organ weights	available but not installed/available but not installed	available but not installed/available but not installed	installed/installed
• Specimen log-in/Ability to scan and store manual requisitions	installed/installed	installed/installed	installed/available but not installed
• Specimen tracking/Specimen storage and retrieval	installed/installed	installed/installed	installed/under development
• Entry of block IDs	installed	installed	installed
• Specimen labels/Histology slide labels	installed/installed	installed/installed	installed/installed
• Barcoded slide labels/Barcoded cassettes	installed/available but not installed	installed/available but not installed	installed/installed
• Linear barcodes/Two-dimensional barcodes	available but not installed/installed	available but not installed/installed	available via a third party/not available for this software
• Histology worksheets	installed	installed	installed
• Word processing—vendor specific	under development	under development	installed
• Voice entry of gross description/Voice entry of final diagnosis	available but not installed/available but not installed	installed/installed	available via a third party/available via a third party
• Gross images integrated in reports	installed	installed	installed
• Microscopic images integrated in reports	installed	installed	installed
• Electronic signature	installed	installed	installed
• Remote printing of completed reports/Direct fax reports	installed/installed	installed/installed	installed/installed
• Web-based remote inquiry of reports	installed	installed	installed
• Physician Web access for order entry	installed	installed	installed
• Natural language search capability	under development	under development	not available for this software
• Multi-site or multi-facility—wide area network	available but not installed	available but not installed	installed
• Sound-alike retrieval of patient history	under development	under development	not available for this software
• Tumor registry reports/Management reports	installed/installed	installed/installed	not available for this software/installed
• Reports sufficient to comply with CLIA '88 regulations	installed	installed	installed
• Comprehensive billing and AR/Interface to external billing system	installed/installed	installed/installed	available via a third party/available via a third party
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed	installed	installed
• EHR interface: admissions/discharge/transfer (ADT)	installed	installed	installed
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed/installed	installed/installed	installed/installed
• EHR interface: incoming clinical results	installed	installed	installed
• Partin tables/Gleason score calculations	installed/installed	installed/installed	not available for this software/installed
• Synoptic reporting for microscopic examination/For gross examination	under development/under development	under development/under development	installed/installed
• CAP electronic cancer checklists automatically embedded	under development	under development	not available for this software
• Client services module/Consult management and reporting	available but not installed/available but not installed	available but not installed/available but not installed	available via a third party/installed
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed	installed	installed
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed	installed	installed
• Business analytics and management dashboard	installed	installed	available via a third party
• Support for molecular testing and reporting	installed	installed	under development
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	70%	30%	5%
Software provides indexed field in each test definition for LOINC code	no	no	yes
AP system supports use of SNOMED CT for all cases	no	no	yes
System can auto. send tumor diagnoses to regional or state tumor registry	yes	yes	capability in development
Other lab-related vendor systems to which software has an interface	Allscripts, CPSI, Epic, eClinicalWorks, Orchard, Labdaq, Athena, GE Healthcare, Emdeon, Xifin, Greenway, others	Allscripts, CPSI, Epic, eClinicalWorks, Orchard, Labdaq, GE Healthcare, Emdeon, Xifin, Greenway, others	NextGen, eTransX, Practice Partners, Healthpac, e-MDs, HealthFusion, TouchWorks
Voice-recognition products or partners that system uses	Nuance Dragon	Nuance Dragon, Dolby	Nuance Dragon
Whole slide imaging systems that interface to AP system	none (ability to interface intact but no clients have yet requested interface)	none (ability to interface intact but no clients have yet requested interface)	Thermo Fisher Scientific
Human languages (other than English) offered on system	none	none	none
Client receives copy of source code	no	no	escrow
User group that meets on established schedule	no	no	yes (meets via conference call)
Methods by which users can tailor AP system in their own setting	ad hoc query tools, user-configured preferences, others	ad hoc query tools, user- and lab-specific configured preferences	ad hoc query tools, dictionary settings
Standard software maintenance fee covers periodic system updates	yes	yes	yes
Fee for software modifications to comply with federal regs and laws	no charge (standard)	no charge (standard)	yes (software modifications optional)
Functionality provided via ASP or cloud-based data center	available as a local server or an ASP or cloud-based product (client's option)	yes (only available as an ASP or cloud-based product); installation starting at \$4,999; monthly subscription starting at \$99	no
Total cost for smallest existing standalone AP system installation**	\$9,995 (annual maintenance fee, \$4,995)	—	\$48,874 (annual maintenance fee, \$7,200)
Total cost for largest existing standalone AP system installation**	\$50,000	—	\$91,650 (annual maintenance fee, \$16,497)
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> • affordable, scalable, easy-to-use solution for labs of all sizes • robust report delivery solutions, including EMR and device interfaces, online orders and reports, automated faxing • dedicated customer service support 	<ul style="list-style-type: none"> • ability to log in from anywhere at any time where a browser is available • integrated remote delivery of reports and order entry, including barcoding technologies • affordable, highly scalable performance for labs of any size 	<ul style="list-style-type: none"> • 30+ years of industry experience • exceptional interfacing capabilities • user-defined reporting options
*based on December 2017 survey deadline			
**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			

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Name of anatomic pathology system	Cerner CoPathPlus Anatomic Pathology	Cerner Millennium PathNet Anatomic Pathology	WinSURGE
Configuration of AP system	standalone—designed to interface with any LIS or EHR	standalone—designed to interface with any LIS or EHR	standalone—designed to interface with any LIS or EHR
Year company began selling AP systems (any brand or model)	1982	1982	1989
Most recent installation of this AP system*	December 2017	November 2017	December 2017
Last major product release or update for featured AP system*	December 2017 (version 2017.01)	January 2015 (version 2015.01)	December 2017 (version 52.1 server; 4.8.5 client)
Total No. of contracts for sites operating AP system	175	241 domains (not tracked by contract)	105
No. of sales of this system between Dec. 2016–Nov. 2017	4	—	2
No. of sites operating AP system in U.S./Outside U.S.	not tracked (hospitals, independent labs)/8 (hospitals, independent labs)	—	128 (hospitals, independent labs, clinics or group practices, multi-site enterprise)/0 (Puerto Rico incorporated into U.S.)
Market AP systems outside the U.S.	yes (in Canada, Middle East)	yes (in Middle East, Canada, Latin America, UK, others)	yes (in Puerto Rico)
• Foreign locations in which system installed	Puerto Rico, Canada, Kuwait	Australia, Brazil, Canada, Cayman Islands, Egypt, Malaysia, Saudi Arabia, Singapore, UK, Qatar, UAE	Puerto Rico
No. of employees in entire company/Focused solely on AP systems development, installation, support	26,000+/57 (for CoPathPlus)	26,000+/50+	—
Provide list of client sites to potential customers on request	yes (partial list of comparable sites)	yes (partial list of comparable sites)	yes (partial list of comparable sites)
Clients restricted from sharing their experience with company or software	no	no	no
Range in No. of surgical pathology cases per year in installed sites	2,000–900,000	2,000–500,000+	2,500–1,500,000
Range in No. of gynecologic cytology cases per year in installed sites	2,000–1,200,000	2,000–500,000+	up to 300,000
Programming languages	PowerBuilder, C++, Visual Basic, C#	Java, C++, C#	Caché, .Net, Visual Basic, SQL
Databases and tools	SAP ASE, Microsoft SQL server	Oracle	Object Caché, Crystal Reports, Microsoft Word document templates, many user “bolt-ons” via SQL/Java, others
Operating systems	Windows Server 2008, 2012, 2016; Windows 7, 10, AIX	HP-UX, AIX, VMS	Windows, UNIX; browser functions user’s choice
Features/modules			
• Surgical pathology information system/Cytology information system	installed/installed	installed/installed	installed/installed
• Autopsy information system/Autopsy measurements, organ weights	installed/not available for this software	installed/installed	installed/installed
• Specimen log-in/Ability to scan and store manual requisitions	installed/installed	installed/installed	installed/installed
• Specimen tracking/Specimen storage and retrieval	installed/installed	installed/installed	installed/installed
• Entry of block IDs	installed	installed	installed
• Specimen labels/Histology slide labels	installed/installed	installed/installed	installed/installed
• Barcoded slide labels/Barcoded cassettes	installed/installed	installed/installed	installed/installed
• Linear barcodes/Two-dimensional barcodes	installed/installed	installed/installed	installed/installed
• Histology worksheets	installed	installed	installed
• Word processing—vendor specific	installed	installed	installed
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed/installed	installed/installed
• Gross images integrated in reports	installed	installed	installed
• Microscopic images integrated in reports	installed	installed	installed
• Electronic signature	installed	installed	installed
• Remote printing of completed reports/Direct fax reports	installed/installed	installed/installed	installed/installed
• Web-based remote inquiry of reports	installed	available via another of company’s products	installed
• Physician Web access for order entry	not available for this software	available via another of company’s products	installed
• Natural language search capability	installed	not available for this software	installed
• Multi-site or multi-facility—wide area network	installed	installed	installed
• Sound-alike retrieval of patient history	not available for this software	installed	installed
• Tumor registry reports/Management reports	installed/installed	installed/installed	installed/installed
• Reports sufficient to comply with CLIA ’88 regulations	installed	installed	installed
• Comprehensive billing and AR/Interface to external billing system	available via another of company’s products/installed	installed/installed	installed/installed
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed	—	installed
• EHR interface: admissions/discharge/transfer (ADT)	installed	installed	installed
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed/installed	installed/installed	installed/installed
• EHR interface: incoming clinical results	installed	installed	installed
• Partin tables/Gleason score calculations	installed/installed	installed/installed	installed/installed
• Synoptic reporting for microscopic examination/For gross examination	installed/installed	installed/installed	installed/installed
• CAP electronic cancer checklists automatically embedded	installed	available via a third party	installed
• Client services module/Consult management and reporting	installed/installed	available via another of company’s products/installed	installed/installed
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed	installed	installed
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed	installed	installed
• Business analytics and management dashboard	installed	installed	installed
• Support for molecular testing and reporting	installed	available via another of company’s products	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	52%	<10%	80%
Software provides indexed field in each test definition for LOINC code	yes	yes	yes
AP system supports use of SNOMED CT for all cases	yes	yes	yes
System can auto. send tumor diagnoses to regional or state tumor registry	yes	yes	yes
Other lab-related vendor systems to which software has an interface	Epic, Allscripts, GE, TDS, McKesson, Orchard, 4medica, Atlas, Lifepoint, SCC Soft Computer, Sunquest	Epic, Allscripts, Siemens, McKesson, Meditech, GE Healthcare, 4medica, Atlas	Cerner, McKesson, Meditech, Siemens, TDS, CPSI, eClinicalWorks, Encite, Greenway, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking, Voicebrook	Nuance Dragon NaturallySpeaking, Voicebrook, others	Nuance Dragon NaturallySpeaking Professional, others
Whole slide imaging systems that interface to AP system	Philips, Ventana, Leica, Thermo Fisher Scientific	Leica	—
Human languages (other than English) offered on system	none	British English, French, German, Spanish	— (languages available on request)
Client receives copy of source code	escrow	no	escrow (optional)
User group that meets on established schedule	yes (meets in person, via webinar, and via conference call)	yes (meets in person, via webinar, and via conference call)	no
Methods by which users can tailor AP system in their own setting	ad hoc query tools, dictionary settings, Cerner CoPathPlus report and Window painter tools	ad hoc query tools, user-defined interfaces, dictionary settings	ad hoc query tools, user-defined interfaces, dictionary settings, custom buttons and windows, others
Standard software maintenance fee covers periodic system updates	yes	yes	yes
Fee for software modifications to comply with federal regs and laws	no charge (standard)	no charge (standard)	no charge (standard)
Functionality provided via ASP or cloud-based data center	available as a local server or an ASP or cloud-based product (client’s option)	available as a local server or an ASP or cloud-based product (client’s option)	available as a local server or an ASP or cloud-based product (client’s option)
Total cost for smallest existing standalone AP system installation**	—	—	\$25,000 (annual maintenance fee, \$6,000)
Total cost for largest existing standalone AP system installation**	—	—	\$3,500,000 (annual maintenance fee, \$850,000)
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> integrated imaging and synoptic reporting; integrated imaging includes digital slides specimen tracking—RFID and barcode; Canadian CCO certification; automated pathologist case assignment received “Best in KLAS” rating for AP systems for previous six years 	<ul style="list-style-type: none"> over 35 years of continuous innovation in laboratory and pathology markets tracking of specimens from point of origin to storage; integrated 2D scanning of materials support for entire patient clinical record in one system 	<ul style="list-style-type: none"> user-controlled rules engine (WinsRULES) and real-time business intelligence executive dashboard (WinsALERTS) rapid interface deployment and technical component/professional component split 30 years partnering with some of the nation’s best and most innovative pathology labs

*based on December 2017 survey deadline

**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

Part 3 of 9	Cortex Medical Management Systems Carrie Cohen ccohen@cortexmed.com Seattle, WA 206-812-6981 www.cortexmed.com	Epic Melissa Hunter mhunter@epic.com Verona, WI 608-777-9000 www.epic.com	LabWare Mike Kelly kelly@labware.com Wilmington, DE 302-658-8444 www.labware.com
See captodayonline.com/productguides for an interactive version of guide			
Name of anatomic pathology system	Cortex Gold	Beaker Anatomic Pathology	LabWare
Configuration of AP system	available as a standalone system designed to interface with any LIS or EHR and as a dedicated Cortex module	available as a dedicated module for Epic's LIS or EHR	available as a standalone system designed to interface with any LIS or EHR and as a dedicated module for LabWare's LIS
Year company began selling AP systems (any brand or model)	1986	2011	2013
Most recent installation of this AP system*	December 2017	December 2017	November 2017
Last major product release or update for featured AP system*	August 2017 (version V10 SP2 FP10)	November 2016 (version Epic 2017)	2016 (version 7)
Total No. of contracts for sites operating AP system	52	89	8
• No. of sales of this system between Dec. 2016–Nov. 2017	2	25	3
No. of sites operating AP system in U.S./Outside U.S.	52	not tracked	1 (government site)/7 (hospitals, reference labs, oncology, veterinary)
Market AP systems outside the U.S.	no	yes	yes (worldwide)
• Foreign locations in which system installed	—	United Kingdom, Singapore, Canada	Australia, United Kingdom, Kenya, New Zealand, Germany, Mexico, Hong Kong
No. of employees in entire company/Focused solely on AP systems development, installation, support	12/4	9,400/—	664/15
Provide list of client sites to potential customers on request	yes (with client approval)	yes (complete list with no restrictions)	yes (complete list with no restrictions)
Clients restricted from sharing their experience with company or software	no	no	no
Range in No. of surgical pathology cases per year in installed sites	3,000–100,000+	250–188,000	1,000–60,000
Range in No. of gynecologic cytology cases per year in installed sites	4,000–150,000+	—	up to 3,000
Programming languages	Visual Basic .Net	Visual Basic, Caché, C#, .Net, JavaScript	Java, .Net, SmallTalk
Databases and tools	SQL server	Chronicles, SQL	Oracle, SQL server, PostgreSQL, DB2
Operating systems	Microsoft SQL server	Unix, Windows	Windows, Linux
Features/modules			
• Surgical pathology information system/Cytology information system	installed/installed	installed/installed	installed/installed
• Autopsy information system/Autopsy measurements, organ weights	installed/installed	installed/installed	installed/installed
• Specimen log-in/Ability to scan and store manual requisitions	installed/installed	installed/installed	installed/installed
• Specimen tracking/Specimen storage and retrieval	under development/—	installed/installed	installed/installed
• Entry of block IDs	installed	installed	installed
• Specimen labels/Histology slide labels	installed/installed	installed/installed	installed/installed
• Barcoded slide labels/Barcoded cassettes	installed/installed	installed/installed	installed/installed
• Linear barcodes/Two-dimensional barcodes	installed/installed	installed/installed	installed/installed
• Histology worksheets	installed	installed	installed
• Word processing—vendor specific	installed	installed	installed
• Voice entry of gross description/Voice entry of final diagnosis	installed/—	installed/installed	available but not installed/available but not installed
• Gross images integrated in reports	installed	installed	installed
• Microscopic images integrated in reports	installed	installed	installed
• Electronic signature	installed	installed	installed
• Remote printing of completed reports/Direct fax reports	installed/installed	installed/installed	installed/installed
• Web-based remote inquiry of reports	installed	installed	installed
• Physician Web access for order entry	—	installed	installed
• Natural language search capability	installed	installed	installed
• Multi-site or multi-facility—wide area network	installed	installed	installed
• Sound-alike retrieval of patient history	—	installed	installed
• Tumor registry reports/Management reports	installed/installed	installed/installed	installed/installed
• Reports sufficient to comply with CLIA '88 regulations	installed	installed	installed
• Comprehensive billing and AR/Interface to external billing system	installed/installed	installed/installed	installed/installed
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed	installed	installed
• EHR interface: admissions/discharge/transfer (ADT)	installed	installed	installed
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed/installed	installed/installed	installed/installed
• EHR interface: incoming clinical results	installed	installed	installed
• Partin tables/Gleason score calculations	installed/installed	available but not installed/available but not installed	available but not installed/installed
• Synoptic reporting for microscopic examination/For gross examination	installed/installed	installed/installed	available but not installed/available but not installed
• CAP electronic cancer checklists automatically embedded	—	installed	available but not installed
• Client services module/Consult management and reporting	installed/installed	installed/installed	installed/installed
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed	installed	installed
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed	installed	installed
• Business analytics and management dashboard	installed	installed	installed
• Support for molecular testing and reporting	installed	installed	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	95%	100%	38%
Software provides indexed field in each test definition for LOINC code	no	yes	yes
AP system supports use of SNOMED CT for all cases	—	yes	yes
System can auto. send tumor diagnoses to regional or state tumor registry	yes	yes	yes
Other lab-related vendor systems to which software has an interface	Epic, Meditech, Cerner, Halfpenny, Atlas, Orchard, others	Cerner, SCC Soft Computer, Sunquest, Medware, Haemonetics	Meditech, Cerner, SCC Soft Computer, Epic, Thermo Scientific Watson, others
Voice-recognition products or partners that system uses	Voicebrook, Nuance Dragon, others	Nuance Dragon, M*Modal	Nuance Dragon NaturallySpeaking
Whole slide imaging systems that interface to AP system	—	Leica	—
Human languages (other than English) offered on system	—	—	German, Spanish, Swedish, Chinese, Norwegian, Japanese, Portuguese, Russian, Hebrew, Italian, others
Client receives copy of source code	escrow	yes	escrow
User group that meets on established schedule	yes (meets in person)	yes (meets in person, via webinar, and via conference call)	yes (meets in person)
Methods by which users can tailor AP system in their own setting	—	ad hoc query tools, user-defined interfaces, dictionary settings	ad hoc query tools, user-defined interfaces, dictionary settings, configurable workflow and rules engine
Standard software maintenance fee covers periodic system updates	yes	yes	yes
Fee for software modifications to comply with federal regs and laws	no charge (standard)	no charge (standard)	no charge (standard)
Functionality provided via ASP or cloud-based data center	available as a local server or an ASP or cloud-based product (client's option)	available as a local server or an ASP or cloud-based product (client's option)	available as a local server or an ASP or cloud-based product (client's option)
Total cost for smallest existing standalone AP system installation**	\$7,500	—	\$100,000 (annual maintenance fee, \$10,000)
Total cost for largest existing standalone AP system installation**	\$300,000	—	\$450,000 (annual maintenance fee, \$30,000)
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> • 35+ years specializing in anatomic pathology with LIS and laboratory billing • integrated medical billing module available • commitment to customer service and clients' success 	<ul style="list-style-type: none"> • integrated histology tracking module from specimen creation to storage • single database across all lab specialties and imaging—RIS, AP, CP, molecular, microbiology • integrated disease reporting for external clients and in-house physicians 	<ul style="list-style-type: none"> • full integration with LabWare's solution for clinical pathology disciplines, including molecular/genetics • customer-configurable lab workflow tools that improve customer service, streamline operations, reduce costs • customers empowered to quickly address new business and technology requirements

*based on December 2017 survey deadline

**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

Part 4 of 9	LigoLab Information Systems	Medical Information Technology	Medical Information Technology
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Name of anatomic pathology system	LigoLab Agile AP/LIS†	MEDITECH Anatomical Pathology (6.x)	MEDITECH Anatomical Pathology (client/server)
Configuration of AP system	standalone product	available as a dedicated module for Medical Information Technology's LIS	available as a dedicated module for Medical Information Technology's LIS
Year company began selling AP systems (any brand or model)	2006	1978	1978
Most recent installation of this AP system*	December 2017	July 2017	October 2014
Last major product release or update for featured AP system*	November 2017 (version 4.0)	June 2016 (version 6.16)	October 2014 (version C/S 5.67)
Total No. of contracts for sites operating AP system	—	158	129
• No. of sales of this system between Dec. 2016–Nov. 2017	—	—	0
No. of sites operating AP system in U.S./Outside U.S.	62 (hospitals, independent labs)/0	297 (total includes U.S. and foreign sites)	379 (total includes U.S. and foreign sites)
Market AP systems outside the U.S.	no	yes (in Bahamas, Canada, Ireland, United Kingdom)	yes (in Bahamas, Canada, Ireland, United Kingdom)
• Foreign locations in which system installed	—	Bahamas, Canada, Ireland, United Kingdom	Bahamas, Canada, Ireland, United Kingdom
No. of employees in entire company/Focused solely on AP systems development, installation, support	33/27	3,757/not tracked	3,757/not tracked
Provide list of client sites to potential customers on request	yes (complete list but prospective client must sign a nondisclosure agreement)	yes (reference sites)	yes (reference sites)
Clients restricted from sharing their experience with company or software	no	—	—
Range in No. of surgical pathology cases per year in installed sites	5,000–300,000	not tracked	not tracked
Range in No. of gynecologic cytology cases per year in installed sites	5,000–500,000	not tracked	not tracked
Programming languages	Java	MEDITECH self-developed programming language	MEDITECH self-developed programming language
Databases and tools	Microsoft SQL, Oracle	MEDITECH Database Management System	MEDITECH Database Management System
Operating systems	Windows, Macintosh, Linux, iOS, Android	Windows Server 2008, 2012; Windows 7, 8 (client); tablets with third-party applications, such as Citrix Receiver, Wyse	Windows Server 2008, 2012; Windows 7, 8 (client); tablets with third-party applications, such as Citrix Receiver, Wyse
Features/modules			
• Surgical pathology information system/Cytology information system	installed/installed	installed/installed	installed/installed
• Autopsy information system/Autopsy measurements, organ weights	installed/installed	installed/installed	installed/installed
• Specimen log-in/Ability to scan and store manual requisitions	installed/installed	installed/installed	installed/installed
• Specimen tracking/Specimen storage and retrieval	installed/installed	installed/installed	installed/installed
• Entry of block IDs	installed	installed	installed
• Specimen labels/Histology slide labels	installed/installed	installed/installed	installed/installed
• Barcoded slide labels/Barcoded cassettes	installed/installed	installed/installed	installed/installed
• Linear barcodes/Two-dimensional barcodes	installed/installed	installed/not available for this software	installed/not available for this software
• Histology worksheets	installed	installed	installed
• Word processing—vendor specific	installed	installed	installed
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	available via a third party/available via a third party	available via a third party/available via a third party
• Gross images integrated in reports	installed	installed	installed
• Microscopic images integrated in reports	installed	installed	installed
• Electronic signature	installed	installed	installed
• Remote printing of completed reports/Direct fax reports	installed/installed	installed/available via a third party	installed/available via a third party
• Web-based remote inquiry of reports	installed	installed	installed
• Physician Web access for order entry	installed	installed	installed
• Natural language search capability	installed	installed	installed
• Multi-site or multi-facility-wide area network	installed	installed	installed
• Sound-alike retrieval of patient history	installed	installed	installed
• Tumor registry reports/Management reports	installed/installed	installed/installed	installed/installed
• Reports sufficient to comply with CLIA '88 regulations	installed	installed	installed
• Comprehensive billing and AR/Interface to external billing system	installed/installed	installed/installed	installed/installed
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed	installed	installed
• EHR interface: admissions/discharge/transfer (ADT)	installed	installed	installed
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed/installed	installed/not available for this software	installed/not available for this software
• EHR interface: incoming clinical results	installed	installed	installed
• Partin tables/Gleason score calculations	installed/installed	installed/installed	installed/installed
• Synoptic reporting for microscopic examination/For gross examination	installed/installed	installed/installed	installed/installed
• CAP electronic cancer checklists automatically embedded	installed	available via a third party	available via a third party
• Client services module/Consult management and reporting	installed/installed	installed/installed	installed/installed
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed	installed	installed
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed	installed	installed
• Business analytics and management dashboard	installed	installed	installed
• Support for molecular testing and reporting	installed	installed	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	not tracked	not tracked	not tracked
Software provides indexed field in each test definition for LOINC code	yes	yes	yes
AP system supports use of SNOMED CT for all cases	no	yes	yes
System can auto. send tumor diagnoses to regional or state tumor registry	yes	yes	yes
Other lab-related vendor systems to which software has an interface	CoPath	Sunquest, McKesson, Siemens, Epic, Cerner, Orchard, SCC Soft Computer, others	Sunquest, McKesson, Siemens, Epic, Cerner, Orchard, SCC Soft Computer, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking Medical	Nuance Dragon (others can be evaluated)	Nuance Dragon (others can be evaluated)
Whole slide imaging systems that interface to AP system	—	—	—
Human languages (other than English) offered on system	French, Spanish	none	none
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	yes (meets in person, via webinar, and via conference call)	—	—
Methods by which users can tailor AP system in their own setting	ad hoc query tools, user-defined interfaces, dictionary settings	ad hoc query tools, user-defined interfaces, dictionary settings, customer-defined screens, desktop preferences, rules-based logic	ad hoc query tools, user-defined interfaces, dictionary settings, customer-defined screens, desktop preferences, rules-based logic
Standard software maintenance fee covers periodic system updates	yes	yes	yes
Fee for software modifications to comply with federal regs and laws	no charge (standard)	—	no charge (standard)
Functionality provided via ASP or cloud-based data center	available as a local server or an ASP or cloud-based product (client's option)	available as a local server or an ASP or cloud-based product (client's option)	available as a local server or an ASP or cloud-based product (client's option)
Total cost for smallest existing standalone AP system installation**	\$15,000 (annual maintenance fee, \$36,000)	—	—
Total cost for largest existing standalone AP system installation**	\$250,000 (annual maintenance fee, \$600,000)	—	—
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> • numerous comprehensive, integrated modules • aligned pricing model: no capital investment, pay per case; zero licensing cost until system is running • rapid upgrade program: new features deployed to all customers quarterly at no additional cost 	<ul style="list-style-type: none"> • provides roles-based desktops that streamline pathology workflow • supports user-defined searches and statistical analysis of pathology database • contains all necessary software to capture and store digital images and added notations 	<ul style="list-style-type: none"> • provides roles-based desktops that streamline pathology workflow • supports user-defined searches and statistical analysis of pathology database • contains all necessary software to capture and store digital images and added notations
<i>*based on December 2017 survey deadline</i>			
<i>**total cost includes hardware, software, installation, and training</i>			
<i>Note: a dash in lieu of an answer means company did not answer question or question is not applicable</i>			
	†formerly LigoLab AP/LIS		

Part 5 of 9	Medical Information Technology	NeTLIMS	NetSoft
See captodayonline.com/productguides for an interactive version of guide	Paul Berthiaume pberthiaume@meditech.com Westwood, MA 781-821-3000 www.meditech.com	Eric Ditekowsky eric@netlims.com Ridgefield Park, NJ 201-894-5300 www.netlims.com	Bill Hughes sales@netsoftusa.com Snellville, GA 678-325-2909 www.netsoftusa.com
Name of anatomic pathology system	MEDITECH Anatomical Pathology (MAGIC)	AutoAP	IntelliPath
Configuration of AP system	available as a dedicated module for Medical Information Technology's LIS	available as a standalone product or as a dedicated NeTLIMS module	standalone—designed to interface with any LIS or EHR
Year company began selling AP systems (any brand or model)	1978	1999	2001
Most recent installation of this AP system*	July 2017	September 2017	June 2017
Last major product release or update for featured AP system*	—	March 2017 (version 3.4.X)	—
Total No. of contracts for sites operating AP system	160	24	93
• No. of sales of this system between Dec. 2016–Nov. 2017	1	2	2
No. of sites operating AP system in U.S./Outside U.S.	528 (total includes U.S. and foreign sites)	3 (independent labs)/18 (hospitals, regional labs)	191 (hospitals, independent labs, clinics or group practices)/0
Market AP systems outside the U.S.	yes (in Bahamas, Canada, Ireland, United Kingdom)	yes (in Israel, India, South Africa)	yes (in Europe)
• Foreign locations in which system installed	Bahamas, Canada, Ireland, United Kingdom	Israel, India, South Africa	—
No. of employees in entire company/Focused solely on AP systems development, installation, support	3,757/not tracked	140/12	9/5
Provide list of client sites to potential customers on request	yes (reference sites)	yes (complete list but prospective client must sign a nondisclosure agreement)	yes (partial list of comparable sites)
Clients restricted from sharing their experience with company or software	—	no	no
Range in No. of surgical pathology cases per year in installed sites	not tracked	1,600–37,000	4,000–420,000
Range in No. of gynecologic cytology cases per year in installed sites	not tracked	2,000–150,000	12,000–75,000
Programming languages	MEDITECH self-developed programming language	C++, Java, Visual Basic, ASP, .Net	Clarion, C++, .Net, Java, C#
Databases and tools	MEDITECH Database Management System	Microsoft SQL, Oracle, Caché	Action/Pervasive SQL, Crystal Reports, Custom Report Writer
Operating systems	Windows Server 2008, 2012; Windows 7, 8 (client); tablets with third-party applications, such as Citrix Receiver, Wyse	Windows, Linux, Unix	Windows, Apple in Windows emulation
Features/modules			
• Surgical pathology information system/Cytology information system	installed/installed	installed/installed	installed/installed
• Autopsy information system/Autopsy measurements, organ weights	installed/installed	installed/installed	installed/installed
• Specimen log-in/Ability to scan and store manual requisitions	installed/installed	installed/installed	—/installed
• Specimen tracking/Specimen storage and retrieval	installed/installed	installed/installed	available via a third party/ available via a third party
• Entry of block IDs	installed	installed	installed
• Specimen labels/Histology slide labels	installed/installed	installed/installed	installed/installed
• Barcoded slide labels/Barcoded cassettes	installed/installed	installed/installed	installed/installed
• Linear barcodes/Two-dimensional barcodes	installed/not available for this software	installed/installed	installed/installed
• Histology worksheets	installed	installed	installed
• Word processing—vendor specific	installed	installed	installed
• Voice entry of gross description/Voice entry of final diagnosis	available via a third party/available via a third party	installed/installed	installed/installed
• Gross images integrated in reports	installed	installed	installed
• Microscopic images integrated in reports	installed	installed	installed
• Electronic signature	installed	installed	installed
• Remote printing of completed reports/Direct fax reports	installed/available via a third party	installed/installed	installed/installed
• Web-based remote inquiry of reports	installed	installed	installed
• Physician Web access for order entry	installed	installed	—
• Natural language search capability	installed	not available for this software	installed
• Multi-site or multi-facility—wide area network	installed	installed	installed
• Sound-alike retrieval of patient history	installed	installed	—
• Tumor registry reports/Management reports	installed/installed	installed/installed	installed/installed
• Reports sufficient to comply with CLIA '88 regulations	installed	installed	installed
• Comprehensive billing and AR/Interface to external billing system	installed/installed	installed/installed	installed/installed
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed	installed	installed
• EHR interface: admissions/discharge/transfer (ADT)	installed	installed	installed
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed/available via another of company's products	installed/installed	installed/installed
• EHR interface: incoming clinical results	installed	installed	installed
• Partin tables/Gleason score calculations	installed/installed	available but not installed/available but not installed	installed/installed
• Synoptic reporting for microscopic examination/For gross examination	installed/installed	installed/installed	installed/installed
• CAP electronic cancer checklists automatically embedded	available via a third party	available but not installed	installed
• Client services module/Consult management and reporting	installed/installed	installed/installed	installed/installed
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed	installed	installed
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed	installed	—
• Business analytics and management dashboard	installed	installed	installed
• Support for molecular testing and reporting	installed	installed	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	not tracked	70%	75%
Software provides indexed field in each test definition for LOINC code	yes	yes	no
AP system supports use of SNOMED CT for all cases	yes	yes	yes
System can auto. send tumor diagnoses to regional or state tumor registry	yes	yes	—
Other lab-related vendor systems to which software has an interface	Sunquest, McKesson, Siemens, Epic, Cerner, Orchard, SCC Soft Computer, others	GE Healthcare, SCC Soft Computer, Sunquest, Orchard, NovoPath, Cerner, others	Cerner, Medical Manager, Allscripts, Epic, GE Healthcare, Meditech, NextGen, eClinicalWorks, others
Voice-recognition products or partners that system uses	Nuance Dragon (others can be evaluated)	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking
Whole slide imaging systems that interface to AP system	—	—	—
Human languages (other than English) offered on system	none	Hebrew	—
Client receives copy of source code	escrow	escrow	no
User group that meets on established schedule	—	yes (meets in person and via conference call)	yes (meets via conference call)
Methods by which users can tailor AP system in their own setting	ad hoc query tools, user-defined interfaces, dictionary settings, customer-defined screens, others	ad hoc query tools, user-defined interfaces, dictionary settings, logic engine, XSL sources	ad hoc query tools, dictionary settings
Standard software maintenance fee covers periodic system updates	yes	yes	yes
Fee for software modifications to comply with federal regs and laws	no charge (standard)	usually no charge; for extreme cases, cost split among clients affected by change	dependent on complexity of modification
Functionality provided via ASP or cloud-based data center	available as a local server or an ASP or cloud-based product (client's option)	available as a local server or an ASP or cloud-based product (client's option); cloud version is base cost plus pay per use	available as a local server or an ASP or cloud-based product (client's option); cloud version has scalable service fees based on modules licensed and case volume
Total cost for smallest existing standalone AP system installation**	—	\$200,000 (annual maintenance fee, \$35,000)	—
Total cost for largest existing standalone AP system installation**	—	\$780,000 (annual maintenance fee, \$120,000)	—
Distinguishing product features (supplied by company)	• provides roles-based desktops that streamline pathology workflow	• configuration switches that allow system to be easily tailored to any environment and work procedure • concise, logical viewing of slides, text, voice, results • paperless lab; all worklists and work stage documents inside system	• all modules fully integrated in user interface • full-featured, robust system customized to client's workflow, with scalable pricing and no hidden fees • true 24/7/365 support for a powerful and flexible easy-to-use system

*based on December 2017 survey deadline
 **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

Part 6 of 9	NovoPath Richard Callahan rcallahan@novopath.com Princeton, NJ 877-668-6123 www.novopath.com	Orchard Software Kerry Foster sales@orchardsoft.com Carmel, IN 800-856-1948 www.orchardsoft.com	Pathagility Mark McQuin mark@pathagility.com Little Rock, AR 888-222-2792 www.pathagility.com
See captodayonline.com/productguides for an interactive version of guide			
Name of anatomic pathology system	NovoPath	Orchard Pathology	WorkPath
Configuration of AP system	standalone—designed to interface with any LIS or EHR	available as a standalone system and as a dedicated module for Orchard's LIS	available as a standalone system designed to interface with any LIS or EHR and as a dedicated Pathagility module
Year company began selling AP systems (any brand or model)	1999	2006	2008
Most recent installation of this AP system*	December 2017	December 2017	October 2017
Last major product release or update for featured AP system*	December 2017 (version 9.0 R8)	December 2017 (version 11.171208)	December 2017 (version 10.17.0)
Total No. of contracts for sites operating AP system	237	138	25 licenses (not tracked by contract)
• No. of sales of this system between Dec. 2016–Nov. 2017	9	4	2
No. of sites operating AP system in U.S./Outside U.S.	309/2 (hospitals)	138 (hospitals, independent labs, clinics or group practices, public health, research, other sites)/0	25 (independent labs)/0
Market AP systems outside the U.S.	yes (in Pakistan, Saudi Arabia)	no	no
• Foreign locations in which system installed	Pakistan, Saudi Arabia	—	—
No. of employees in entire company/Focused solely on AP systems development, installation, support	49/49	254/–50	—
Provide list of client sites to potential customers on request	yes (partial list of comparable sites)	yes (partial list of comparable sites)	yes (partial list of comparable sites)
Clients restricted from sharing their experience with company or software	no	no	—
Range in No. of surgical pathology cases per year in installed sites	2,000–500,000	8,000–100,000	1,200–60,000
Range in No. of gynecologic cytology cases per year in installed sites	1,000–750,000	11,000–110,000	12,000–120,000
Programming languages	Microsoft Visual Studio	4D, Java, C++, HTML	Python, Java
Databases and tools	Microsoft SQL, Oracle	4D, SQL	MySQL
Operating systems	Microsoft Windows, Web browser based	Windows 7 Professional, 64 bit and higher (client); Windows Server 2008 R2 SP1, 64 bit and higher	agnostic
Features/modules			
• Surgical pathology information system/Cytology information system	installed/installed	installed/installed	installed/installed
• Autopsy information system/Autopsy measurements, organ weights	installed/installed	installed/installed	available but not installed/available but not installed
• Specimen log-in/Ability to scan and store manual requisitions	installed/installed	installed/installed	installed/installed
• Specimen tracking/Specimen storage and retrieval	installed/installed	installed/installed	installed/installed
• Entry of block IDs	installed	installed	installed
• Specimen labels/Histology slide labels	installed/installed	installed/installed	installed/installed
• Barcoded slide labels/Barcoded cassettes	installed/installed	installed/installed	installed/installed
• Linear barcodes/Two-dimensional barcodes	installed/installed	installed/installed	installed/installed
• Histology worksheets	installed	installed	installed
• Word processing—vendor specific	installed	installed	installed
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed/installed	installed/installed
• Gross images integrated in reports	installed	installed	installed
• Microscopic images integrated in reports	installed	installed	installed
• Electronic signature	installed	installed	installed
• Remote printing of completed reports/Direct fax reports	installed/installed	installed/installed	installed/installed
• Web-based remote inquiry of reports	installed	installed	installed
• Physician Web access for order entry	installed	installed	installed
• Natural language search capability	installed	not available for this software	under development
• Multi-site or multi-facility—wide area network	installed	installed	installed
• Sound-alike retrieval of patient history	installed	not available for this software	under development
• Tumor registry reports/Management reports	installed/installed	installed/installed	under development/installed
• Reports sufficient to comply with CLIA '88 regulations	installed	installed	installed
• Comprehensive billing and AR/Interface to external billing system	installed/installed	not available for this software/installed	available via a third party/installed
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed	installed	installed
• EHR interface: admissions/discharge/transfer (ADT)	installed	installed	installed
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed/installed	installed/installed	installed/installed
• EHR interface: incoming clinical results	installed	installed	installed
• Partin tables/Gleason score calculations	installed/installed	installed/installed	installed/installed
• Synoptic reporting for microscopic examination/For gross examination	installed/installed	installed/installed	installed/installed
• CAP electronic cancer checklists automatically embedded	installed	installed	under development
• Client services module/Consult management and reporting	installed/installed	installed/installed	installed/under development
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed	installed	installed
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed	installed	installed
• Business analytics and management dashboard	installed	installed	installed
• Support for molecular testing and reporting	installed	installed	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	~80%	50%	75%
Software provides indexed field in each test definition for LOINC code	yes	yes	yes
AP system supports use of SNOMED CT for all cases	yes	yes	yes
System can auto. send tumor diagnoses to regional or state tumor registry	yes	yes	no (capability planned for future)
Other lab-related vendor systems to which software has an interface	Cerner, Allscripts, Epic, Meditech, CompuGroup Medical, CPSI, GE Healthcare, NextGen, Orchard, others	Healthland, Allscripts, GE Healthcare, Siemens, Cerner, QuadraMed, Meditech, Experior, others	—
Voice-recognition products or partners that system uses	Nuance Dragon, Voicebrook, Windows Speech Recognition, M*Modal	NVoq SayIt, Nuance Dragon NaturallySpeaking, Voicebrook, M*Modal Fluency	—
Whole slide imaging systems that interface to AP system	Philips	Leica, Thermo Fisher Scientific, Sakura Finetek, Ventana, others	—
Human languages (other than English) offered on system	Latin languages supported by Windows, other options	none	—
Client receives copy of source code	escrow	escrow	no
User group that meets on established schedule	yes (meets via webinar)	yes (meets in person, via webinar, and via conference call)	yes (meets via webinar)
Methods by which users can tailor AP system in their own setting	ad hoc query tools, user-defined interfaces, dictionary settings, pathology report formatting, others	ad hoc query tools, user-defined interfaces, dictionary settings, user-defined fields and tests, others	ad hoc query tools, user-defined interfaces, dictionary settings, case type administration tools
Standard software maintenance fee covers periodic system updates	yes	yes	yes
Fee for software modifications to comply with federal regs and laws	no charge (standard)	usually no charge; analyzed on a case-by-case basis	no charge (standard)
Functionality provided via ASP or cloud-based data center	available as a local server or an ASP or cloud-based product (client's option)	no	yes (only available as an ASP or cloud-based product); monthly/annual subscription
Total cost for smallest existing standalone AP system installation**	—	\$100,000 (annual maintenance fee, \$12,000)	—
Total cost for largest existing standalone AP system installation**	—	\$400,000 (annual maintenance fee, \$48,000)	—
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> pathologist and staff scheduler with case auto-assignment powerful dashboard functionality to manage operational progress molecular, clinical, and veterinary pathology reporting 	<ul style="list-style-type: none"> all-inclusive system that uses same database for clinical, cytology, molecular, AP, and more image-management tools link digital images to case worksheets and incorporate them in patient reports report data structured for standardization and synoptic reporting and stored in discrete data fields 	<ul style="list-style-type: none"> software-as-a-service; portable; fast implementation; low cost specialize in generating presentable, marketable custom reports full menu of integrated connectivity and multi-channel distribution options
*based on December 2017 survey deadline			
**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			

Part 7 of 9	Psyche Systems Brian Keefe sales@psychesystems.com Milford, MA 800-345-1514 www.psychesystems.com	SCC Soft Computer Ellie Vahman ellie@softcomputer.com Clearwater, FL 800-763-8352 www.softcomputer.com	SimpleLIMS Kannan info@simplelims.com San Diego, CA 619-354-1009 www.simplelims.com
See captodayonline.com/productguides for an interactive version of guide			
Name of anatomic pathology system	WindoPath	SoftPathDx†	SimpleLims
Configuration of AP system	available as a standalone system designed to interface with any LIS or EHR and as a dedicated module for Psyche's NucleoLIS, WPTox, MicroPath	available as a standalone system designed to interface with any LIS or EHR and as a dedicated module for SCC Soft Computer's LIS	available as a standalone system designed to interface with any LIS or EHR and as a dedicated module for SimpleLIMS' LIS
Year company began selling AP systems (any brand or model)	1983	1993	2012
Most recent installation of this AP system*	December 2017	October 2017	December 2017
Last major product release or update for featured AP system*	January 2014 (version 8)	June 2016 (version 4.1)	July 2017 (version 2017-12)
Total No. of contracts for sites operating AP system	218	151	23
• No. of sales of this system between Dec. 2016–Nov. 2017	3	4	3
No. of sites operating AP system in U.S./Outside U.S.	135/83	414 (hospitals, independent labs, clinics or group practices)/155 (universities, hospitals, public health authorities, commercial laboratories)	19 (independent labs)/4 (research, nonprofits)
Market AP systems outside the U.S. • Foreign locations in which system installed	yes (in Italy, Germany, Austria, Australia, Canada) Italy, Germany, Austria, Canada	yes (worldwide) Australia, Belgium, Canada, France, Jamaica, Hong Kong, Malaysia, Singapore	yes (in India, China) India, Netherlands, China, Mexico, Ethiopia
No. of employees in entire company/Focused solely on AP systems development, installation, support	35/27	2,000/260	18/14
Provide list of client sites to potential customers on request	yes	yes (partial list of comparable sites)	yes (partial list of comparable sites)
Clients restricted from sharing their experience with company or software	no	no	no
Range in No. of surgical pathology cases per year in installed sites	1,000–100,000+	2,000–480,000	100–50,000
Range in No. of gynecologic cytology cases per year in installed sites	up to 30,000	2,000–165,000	up to 800,000
Programming languages	Visual Basic, Visual Basic .Net, SmallTalk	C, C++, Java, Microsoft .Net	JavaScript, Python
Databases and tools	Microsoft SQL server, Crystal Reports, RightFax, Interfax	Oracle	SQL
Operating systems	Microsoft Windows	Unix (IBM AIX), Linux, Microsoft Windows	Linux servers, browser clients
Features/modules			
• Surgical pathology information system/Cytology information system	installed/installed	installed/installed	installed/installed
• Autopsy information system/Autopsy measurements, organ weights	installed/installed	installed/installed	—
• Specimen log-in/Ability to scan and store manual requisitions	installed/installed	installed/installed	installed/installed
• Specimen tracking/Specimen storage and retrieval	installed/installed	installed/installed	installed/installed
• Entry of block IDs	installed	installed	installed
• Specimen labels/Histology slide labels	installed/installed	installed/installed	installed/installed
• Barcoded slide labels/Barcoded cassettes	installed/installed	installed/installed	installed/installed
• Linear barcodes/Two-dimensional barcodes	installed/installed	installed/installed	installed/installed
• Histology worksheets	installed	installed	installed
• Word processing—vendor specific	installed	installed	installed
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed/installed	available via a third party/available via a third party
• Gross images integrated in reports	installed	installed	installed
• Microscopic images integrated in reports	installed	installed	installed
• Electronic signature	installed	installed	installed
• Remote printing of completed reports/Direct fax reports	installed/installed	installed/installed	installed/installed
• Web-based remote inquiry of reports	installed	installed	installed
• Physician Web access for order entry	installed	installed	installed
• Natural language search capability	installed	installed	—
• Multi-site or multi-facility—wide area network	installed	installed	installed
• Sound-alike retrieval of patient history	installed	installed	installed
• Tumor registry reports/Management reports	installed/installed	installed/installed	—/ installed
• Reports sufficient to comply with CLIA '88 regulations	installed	installed	installed
• Comprehensive billing and AR/Interface to external billing system	not available for this software/installed	installed/installed	installed/installed
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed	installed	installed
• EHR interface: admissions/discharge/transfer (ADT)	installed	installed	installed
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed/installed	installed/installed	installed/installed
• EHR interface: incoming clinical results	installed	installed	installed
• Partin tables/Gleason score calculations	installed/installed	installed/installed	installed/installed
• Synoptic reporting for microscopic examination/For gross examination	installed/installed	installed/installed	installed/installed
• CAP electronic cancer checklists automatically embedded	installed	installed	—
• Client services module/Consult management and reporting	installed/installed	installed/installed	installed/installed
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed	installed	installed
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed	installed	—
• Business analytics and management dashboard	installed	available via another of company's products	installed
• Support for molecular testing and reporting	installed	available via another of company's products	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	35%	100%	100%
Software provides indexed field in each test definition for LOINC code	yes	yes	yes
AP system supports use of SNOMED CT for all cases	yes	yes	yes
System can auto. send tumor diagnoses to regional or state tumor registry	yes	yes	yes
Other lab-related vendor systems to which software has an interface	Siemens, Mediatech, Allscripts, Cerner, Sunquest, Epic	Allscripts, Cerner, CPSI, Healthland, Epic, GE Healthcare, QuadraMed, MediSolution, Mediatech, others	—
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Voicebrok, Nuance Dragon NaturallySpeaking, others	Chrome, Nuance Dragon, VoiceBroker, others
Whole slide imaging systems that interface to AP system	Leica, Ventana	Leica	Leica, Mikroskan, Olympus, others
Human languages (other than English) offered on system	Spanish, Italian, German, Portuguese, others	French	—
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	yes (meets in person, via webinar, and via conference call)	yes (meets in person, via webinar, and via conference call)	yes (meets via webinar and conference call)
Methods by which users can tailor AP system in their own setting	ad hoc query tools, user-defined interfaces, dictionary settings	ad hoc query tools, user-defined interfaces, dictionary settings, workflow engine, rules engine, others	—
Standard software maintenance fee covers periodic system updates	yes	yes	no
Fee for software modifications to comply with federal regs and laws	yes (software modifications optional)	no charge (standard)	no charge (standard)
Functionality provided via ASP or cloud-based data center	no	available as a local server or an ASP or cloud-based product (client's option); cloud version based on monthly subscription or volume/utilization	available as a local server or an ASP or cloud-based product (client's option); cloud version \$10,000–\$50,000 per month†
Total cost for smallest existing standalone AP system installation**	\$35,000 (annual maintenance fee, \$4,800)	—	—
Total cost for largest existing standalone AP system installation**	\$1,600,000 (annual maintenance fee, \$15,000)	—	—
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> easy to use; customizable; low price dynamic, customizable reports, final results, management for operational snapshots and improved efficiencies easily interfaces to HIS, EMR, instruments/devices, others; flow cytometry; cytogenetics; molecular 	<ul style="list-style-type: none"> next-generation AP+GLIS integrated platform ensures chain-of-custody of specimens across all technologies/methodologies automated template-based reporting customizable with built-in protocol engine, rules engine 	<ul style="list-style-type: none"> 100% Web based; single system for every department Simplex instrument interface and services of developer, designer, lab experts included software can compute profit per test in real time (reimbursement–[labor+reagents+supplies])
<i>*based on December 2017 survey deadline</i>			
<i>**total cost includes hardware, software, installation, and training</i>			
<i>Note: a dash in lieu of an answer means company did not answer question or question is not applicable</i>			
		†formerly SoftPath	†large sites include onsite developers, etc., as needed

Part 8 of 9	TECHNIDATA	VitalAxis	WebPathLab
See captodayonline.com/productguides for an interactive version of guide	Katherine Shay americas@technidata-web.com Montreal, QC, Canada 855-550-5705 www.technidata-web.com	Tharak Krishnamurthy sales@vitalaxis.com Toms River, NJ 866-441-0268 www.vitalaxis.com	Peter Williams peter@webpathlab.com Folsom, CA 916-542-1368 www.webpathlab.com
Name of anatomic pathology system	TD-HistoCyto	VitalDx LIS [†]	WebPathLab
Configuration of AP system	available as a standalone system designed to interface with any LIS or EHR and as a dedicated module for TECHNIDATA's LIS	available as a standalone system designed to interface with any LIS and as a dedicated module for VitalAxis' LIS	standalone—designed to interface with any LIS
Year company began selling AP systems (any brand or model)	1998	2006	2000
Most recent installation of this AP system*	October 2017	October 2017	November 2017
Last major product release or update for featured AP system*	April 2017 (version 13.21)	August 2017 (version 6.5)	October 2017 (version 2i, updates to select modules)
Total No. of contracts for sites operating AP system	150+	105	34
• No. of sales of this system between Dec. 2016–Nov. 2017	—	9	—
No. of sites operating AP system in U.S./Outside U.S.	1 (hospital)/159+ (hospitals, reference labs, private companies, others)	101 (hospital, independent labs, clinics or group practices)/0	29 (hospitals, independent labs)/5 (independent labs)
Market AP systems outside the U.S.	yes (in Europe, North America, Asia)	no	yes (in Latin America, Europe, Middle East, China)
• Foreign locations in which system installed	Canada, France, Hong Kong, Indonesia, Kuwait, Malaysia, Philippines, Singapore, Thailand, United Kingdom	—	Dominican Republic, Mexico, Saudi Arabia, Bahrain
No. of employees in entire company/Focused solely on AP systems development, installation, support	185/60	300/75	9/6
Provide list of client sites to potential customers on request	yes (partial list of comparable sites)	no (information is confidential)	yes (partial list of comparable sites with client approval)
Clients restricted from sharing their experience with company or software	no	no	no
Range in No. of surgical pathology cases per year in installed sites	5,000–120,000	12,000–200,000	2,500–75,000
Range in No. of gynecologic cytology cases per year in installed sites	10,000–250,000	12,000–100,000	800–32,000
Programming languages	C++, .Net	.Net Suite (C#), Java, JavaScript	ASP .Net, AJAX
Databases and tools	Microsoft SQL server, Oracle	SQL Server 2016	MySQL database
Operating systems	Microsoft Windows	Windows 2012 R2	Windows Server 2008, 2012
Features/modules			
• Surgical pathology information system/Cytology information system	installed/installed	installed/installed	installed/installed
• Autopsy information system/Autopsy measurements, organ weights	installed/installed	not avail. for this software/not avail. for this software	installed/installed
• Specimen log-in/Ability to scan and store manual requisitions	installed/installed	installed/installed	installed/installed
• Specimen tracking/Specimen storage and retrieval	installed/installed	installed/installed	installed/installed
• Entry of block IDs	installed	installed	installed
• Specimen labels/Histology slide labels	installed/installed	installed/installed	installed/installed
• Barcoded slide labels/Barcoded cassettes	installed/installed	installed/installed	installed/installed
• Linear barcodes/Two-dimensional barcodes	installed/installed	installed/installed	installed/installed
• Histology worksheets	installed	installed	installed
• Word processing—vendor specific	installed	not available for this software	installed
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed	installed/installed	installed/installed
• Gross images integrated in reports	installed	installed	installed
• Microscopic images integrated in reports	installed	installed	installed
• Electronic signature	installed	installed	installed
• Remote printing of completed reports/Direct fax reports	installed/installed	installed/installed	installed/installed
• Web-based remote inquiry of reports	installed	installed	installed
• Physician Web access for order entry	installed	installed	installed
• Natural language search capability	not available for this software	not available for this software	installed
• Multi-site or multi-facility—wide area network	installed	installed	installed
• Sound-alike retrieval of patient history	not available for this software	not available for this software	—
• Tumor registry reports/Management reports	installed/installed	installed/installed	installed/installed
• Reports sufficient to comply with CLIA '88 regulations	installed	installed	installed
• Comprehensive billing and AR/Interface to external billing system	available via another of company's products/installed	installed/installed	installed/installed
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed	installed	installed
• EHR interface: admissions/discharge/transfer (ADT)	installed	installed	installed
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed/installed	installed/installed	installed/installed
• EHR interface: incoming clinical results	available via a third party	installed	installed
• Partin tables/Gleason score calculations	installed/not available for this software	installed/installed	installed/installed
• Synoptic reporting for microscopic examination/For gross examination	installed/installed	installed/installed	installed/installed
• CAP electronic cancer checklists automatically embedded	not available for this software	installed	—
• Client services module/Consult management and reporting	installed/installed	installed/installed	installed/installed
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed	not available for this software	—
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed	not available for this software	—
• Business analytics and management dashboard	installed	installed	installed
• Support for molecular testing and reporting	installed	installed	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	80%	70%	90%
Software provides indexed field in each test definition for LOINC code	yes	no	no
AP system supports use of SNOMED CT for all cases	no	no	no
System can auto. send tumor diagnoses to regional or state tumor registry	yes	yes	yes
Other lab-related vendor systems to which software has an interface	SCC Soft Computer, Allscripts, Lawson, Meditech, GE Healthcare, Siemens, QuadraMed	Allscripts, eClinicalWorks, Greenway, NextGen, Seacoast, GE Healthcare, others	Meditech, Epic, Orchard, Allscripts, eClinicalWorks, Eclipsys, Practice Fusion, others
Voice-recognition products or partners that system uses	Nuance Dragon	Nuance Dragon	Nuance Dragon NaturallySpeaking
Whole slide imaging systems that interface to AP system	— (under development)	OptraScan	Leica (interface underway)
Human languages (other than English) offered on system	French, Spanish, Dutch, German, Italian, Korean, Mandarin	none	Spanish, Chinese (Mandarin)
Client receives copy of source code	escrow	no	escrow (at client's request)
User group that meets on established schedule	yes (meets in person)	yes (meets in person)	no
Methods by which users can tailor AP system in their own setting	ad hoc query tools, dictionary settings	user-defined interfaces, customized workflows, others	full control of dictionary content, audit log access, others
Standard software maintenance fee covers periodic system updates	yes	yes	yes
Fee for software modifications to comply with federal regs and laws	no charge (standard)	no charge (standard)	no charge (standard)
Functionality provided via ASP or cloud-based data center	available as a local server or an ASP or cloud-based product (client's option); fee per use for cloud version	yes (only available as a cloud-based product); pay-per-use model based on various factors	available as a local server (Web based) or an ASP or cloud-based product (client's option); pay-per-report or licensing model, with various fees; other options
Total cost for smallest existing standalone AP system installation**	\$30,000 (annual maintenance fee, \$2,000)	—	—
Total cost for largest existing standalone AP system installation**	\$500,000 (annual maintenance fee, \$90,000)	—	—
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> • paperless at every step of the anatomic pathology workflow • an integrated traceability module combines barcode and touch-screen technology for a rapid streamlined AP workflow • an integrated tissue bank allows long-term cataloging and storage of AP samples directly from TD-HistoCyto 	<ul style="list-style-type: none"> • synoptic reporting • simplified user interface • cloud based; no server maintenance 	<ul style="list-style-type: none"> • partner with histology labs that will prepare slides for a flat fee using WebPathLab so a community pathologist can start a lab with only a microscope, desk, and computer • 100% Web based; universal secure access • fast installation; immediate technical support; personalized service; low cost of ownership
<i>*based on December 2017 survey deadline</i>			
<i>**total cost includes hardware, software, installation, and training</i>			
<i>Note: a dash in lieu of an answer means company did not answer question or question is not applicable</i>			
		[†] formerly VitalAxis LIS	

Part 9 of 9

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Name of anatomic pathology system	Xifin LIS Anywhere [†]
Configuration of AP system	available as a standalone system designed to interface with any LIS or EHR and as a dedicated module for Xifin's LIS
Year company began selling AP systems (any brand or model)	2004
Most recent installation of this AP system*	November 2017
Last major product release or update for featured AP system*	November 2017 (version 2.28)
Total No. of contracts for sites operating AP system	54
• No. of sales of this system between Dec. 2016–Nov. 2017	4
No. of sites operating AP system in U.S./Outside U.S.	48 (independent labs, clinics or group practices)/2 (AP molecular labs)
Market AP systems outside the U.S.	yes (in Asia, Europe)
• Foreign locations in which system installed	China, Holland
No. of employees in entire company/Focused solely on AP systems development, installation, support	316/35
Provide list of client sites to potential customers on request	yes (partial list of comparable sites)
Clients restricted from sharing their experience with company or software	no
Range in No. of surgical pathology cases per year in installed sites	5,250–223,000
Range in No. of gynecologic cytology cases per year in installed sites	15,000–75,000
Programming languages	C#, .Net
Databases and tools	SQL
Operating systems	—
Features/modules	
• Surgical pathology information system/Cytology information system	installed/installed
• Autopsy information system/Autopsy measurements, organ weights	installed/installed
• Specimen log-in/Ability to scan and store manual requisitions	installed/installed
• Specimen tracking/Specimen storage and retrieval	installed/installed
• Entry of block IDs	installed
• Specimen labels/Histology slide labels	installed/installed
• Barcoded slide labels/Barcoded cassettes	installed/installed
• Linear barcodes/Two-dimensional barcodes	installed/installed
• Histology worksheets	installed
• Word processing—vendor specific	installed
• Voice entry of gross description/Voice entry of final diagnosis	installed/installed
• Gross images integrated in reports	installed
• Microscopic images integrated in reports	installed
• Electronic signature	installed
• Remote printing of completed reports/Direct fax reports	installed/available via a third party
• Web-based remote inquiry of reports	installed
• Physician Web access for order entry	installed
• Natural language search capability	available via a third party
• Multi-site or multi-facility-wide area network	installed
• Sound-alike retrieval of patient history	installed
• Tumor registry reports/Management reports	installed/installed
• Reports sufficient to comply with CLIA '88 regulations	installed
• Comprehensive billing and AR/Interface to external billing system	available via another of company's products/installed
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed
• EHR interface: admissions/discharge/transfer (ADT)	installed
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed/installed
• EHR interface: incoming clinical results	installed
• Partin tables/Gleason score calculations	installed/installed
• Synoptic reporting for microscopic examination/For gross examination	installed/installed
• CAP electronic cancer checklists automatically embedded	installed
• Client services module/Consult management and reporting	installed/installed
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	under development
• Business analytics and management dashboard	available via another of company's products
• Support for molecular testing and reporting	installed
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	80%
Software provides indexed field in each test definition for LOINC code	yes
AP system supports use of SNOMED CT for all cases	yes
System can auto. send tumor diagnoses to regional or state tumor registry	yes
Other lab-related vendor systems to which software has an interface	Epic, Cortex, Allscripts, Meditech, Cerner, GE Healthcare, eClinicalWorks, Practice Fusion, Athena, e-MDs, others
Voice-recognition products or partners that system uses	Voicebrook, Dragon NaturallySpeaking, NVoq SayIt
Whole slide imaging systems that interface to AP system	Leica, Ventana, Huron, Mikroscan
Human languages (other than English) offered on system	Chinese (Mandarin)
Client receives copy of source code	escrow
User group that meets on established schedule	yes (meets via webinar)
Methods by which users can tailor AP system in their own setting	ad hoc query tools; user-defined interfaces; user-managed test menu, testing protocols, associated report templates
Standard software maintenance fee covers periodic system updates	yes
Fee for software modifications to comply with federal regs and laws	no charge (standard)
Functionality provided via ASP or cloud-based data center	yes (only available as an ASP or cloud-based product); \$20,000–\$150,000 installation fee (based on No. of modules), \$350 per named user per month subscription fee
Total cost for smallest existing standalone AP system installation**	—
Total cost for largest existing standalone AP system installation**	—
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> • platform includes LIS, billing, business intelligence, and physician collaboration/consultation (digital pathology) • cost-effective, Web-based software-as-a-service solution; no major hardware or software purchases or upgrade fees • includes a pathologist dashboard, technical component/professional component split management, comprehensive summary reports

*based on December 2017 survey deadline

**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

[†]formerly eTeleNext AP Anywhere

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 - In vitro blood gas analyzers
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 - Next-generation sequencing instruments
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