

Part 1 of 8	AP Easy Software Solutions	Aspyra LLC	Cerner Corp.
See captodayonline.com/productguides for an interactive version of guide	Tracy Terrio sales@apeasy.com Manchester, NH 800-647-2263 www.apeasy.com	Gary Bennett gbennett@aspyra.com Jacksonville, FL 800-437-9000 www.aspyra.com	Martin Salomoni laboratory@cerner.com Kansas City, MO 816-201-1024 www.cerner.com
Name of anatomic pathology system	AP Easy	CyberPATH	Cerner CoPathPlus Anatomic Pathology
Configuration of AP system	available as a standalone product designed to interface with any company's LIS and EHR	available as a dedicated module for Aspyra's LIS and as a standalone product designed to interface with any company's LIS and EHR	available as a standalone product that can interface with any company's LIS and EHR
Year company began selling AP systems (any brand or model)	1989	2010	1982
Most recent installation of this AP system*	December 2018	June 2016	December 2018
Last product release or update for featured AP system*	November 2018 (version 3.5)	October 2015 (version 7.3p2)	September 2018 (version 2017.01 MR2)
Total No. of contracts for sites operating AP system	596	4	177
• No. of sales of this system between Dec. 2017–Nov. 2018	24	—	1
No. of sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	—	4 (0/2/1/0/1)	177 (136/33/0/0/8—hospitals, independent labs)
Market this AP system outside the U.S.	no	yes (worldwide)	yes (in Canada, Middle East)
• Foreign locations in which system installed	Barbados	Malaysia	Puerto Rico, Canada, Kuwait
No. of employees in entire company	~50	23	26,000+
Provide list of client sites to potential customers on request	yes (with client approval)	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	no
Range in No. of surgical pathology cases per year in installed sites	1,000–180,000	1,500–9,000	2,000–900,000
Range in No. of gynecologic cytology cases per year in installed sites	1,000–150,000	1,000–21,000	2,000–1,200,000
Programming languages	Java	COBOL, Visual Basic, C++	PowerBuilder, C++, Visual Basic, C#
Databases and tools	SQL	Microsoft SQL	SAP ASE, Microsoft SQL server
Operating systems	any	Windows server	Windows Server 2008, 2012, 2016; Windows 7, 10, AIX
Features/modules incorporated in product:			
• Surgical pathology information system/Cytology information system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Autopsy information system/Autopsy measurements, organ weights	available but not installed/available but not installed	installed at client sites/installed at client sites	installed at client sites/not available for this software
• Specimen log-in/Ability to scan and store manual requisitions	installed at client sites/installed at client sites	installed at client sites/under development	installed at client sites/installed at client sites
• Specimen tracking/Specimen storage and retrieval	installed at client sites/installed at client sites	installed at client sites/under development	installed at client sites/installed at client sites
• Entry of block IDs	installed at client sites	installed at client sites	installed at client sites
• Specimen labels/Histology slide labels	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Barcoded slide labels/Barcoded cassettes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Linear barcodes/Two-dimensional barcodes	installed at client sites/installed at client sites	available via a third party/available via a companion product	installed at client sites/installed at client sites
• Histology worksheets	installed at client sites	installed at client sites	installed at client sites
• Word processing—vendor specific	under development	installed at client sites	installed at client sites
• Voice entry of gross description/Voice entry of final diagnosis	installed at client sites/installed at client sites	avail. via a companion product/avail. via a companion product	installed at client sites/installed at client sites
• Gross images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Microscopic images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Electronic signature	installed at client sites	installed at client sites	installed at client sites
• Remote printing of completed reports/Direct fax reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Web-based remote inquiry of reports	installed at client sites	installed at client sites	installed at client sites
• Physician Web access for order entry	installed at client sites	installed at client sites	not available for this software
• Natural language search capability	under development	not available for this software	installed at client sites
• Multi-site or multi-facility—wide area network	available but not installed	installed at client sites	installed at client sites
• Sound-alike retrieval of patient history	under development	not available for this software	not available for this software
• Tumor registry reports/Management reports	installed at client sites/installed at client sites	not available for this software/installed at client sites	installed at client sites/installed at client sites
• Reports sufficient to comply with CLIA '88 regulations	installed at client sites	installed at client sites	installed at client sites
• Comprehensive billing and AR/Interface to external billing system	installed at client sites/installed at client sites	available via a companion product/installed at client sites	available via a companion product/installed at client sites
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed at client sites	installed at client sites	installed at client sites
• EHR interface: admissions/discharge/transfer (ADT)	installed at client sites	installed at client sites	installed at client sites
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• EHR interface: incoming clinical results	installed at client sites	installed at client sites	installed at client sites
• Partin tables/Gleason score calculations	installed at client sites/installed at client sites	not available for this software/installed at client sites	installed at client sites/installed at client sites
• Synoptic reporting for microscopic examination/For gross examination	under development/under development	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• CAP electronic cancer checklists automatically embedded	under development	not available for this software	installed at client sites
• Client services module/Consult management and reporting	available but not installed/available but not installed	avail. via a companion product/not available for this software	installed at client sites/installed at client sites
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed at client sites	installed at client sites	installed at client sites
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed at client sites	installed at client sites	installed at client sites
• Business analytics and management dashboard	installed at client sites	available via a companion product	installed at client sites
• Support for molecular testing and reporting	installed at client sites	under development	installed at client sites
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	40%	5%	52%
Software provides indexed field in each test definition for LOINC code	no	yes	yes
AP system supports use of SNOMED CT for all cases	no	—	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	Allscripts, CPSI, Epic, eClinicalWorks, Orchard, CGM, McKesson, GE Healthcare, Xifin, Greenway, others	NextGen, eMDs, HealthFusion, Allscripts, others	Epic, Allscripts, GE, TDS, McKesson, Orchard, 4medica, Atlas, Lifepoint, SCC Soft Computer, Sunquest
Voice-recognition products or partners that system uses	Nuance Dragon, Dolby	Nuance Dragon	Nuance Dragon NaturallySpeaking, Voicebrook
Whole slide imaging systems that interface to AP system	none (ability to interface intact but no clients have requested interface)	Thermo Fisher Scientific	Philips, Roche Ventana, Leica Aperio, 3DHistech
Human languages (other than English) offered on system	none	none	none
Client receives copy of source code	no	escrow	escrow
User group that meets on established schedule	no	yes (via conference call)	yes (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- and lab-specific configurable preferences	ad hoc query tools	ad hoc query tools, dictionary settings, Cerner CoPathPlus report and Window painter 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)	yes (software modifications optional)	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); for the latter, installation starting at \$4,999 and monthly subscription starting at \$199	available as a local server or an ASP or cloud-based product (client's option); for the latter, monthly subscription fee plus installation costs	available as a local server or an ASP or cloud-based product (client's option)
Total cost for smallest existing standalone AP system installation**	—	\$48,874 (annual maintenance fee, \$7,200)	—
Total cost for largest existing standalone AP system installation**	—	\$91,650 (annual maintenance fee, \$16,497)	—
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> ability to securely log in from anywhere at any time for browser-based cloud users robust report delivery solutions, including EMR and device interfaces, online orders and reports, automated faxing affordable, highly scalable performance for labs of any size 	<ul style="list-style-type: none"> 30+ years of industry experience strong interfacing capabilities reporting capabilities 	<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 seven years

*based on December 2018 survey deadline

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

Note: a dash as an answer means company did not answer question or question is not applicable

Part 2 of 8	Cerner Corp. Martin Salomoni laboratory@cerner.com Kansas City, MO 816-201-1024 www.cerner.com	Computer Trust Corp. David Liberman, MD info@ctcsurge.com Boston, MA 617-557-9264 www.winsurge.com	Cortex MMS Carrie Cohen ccohen@cortexmed.com Seattle, WA 206-812-6981 www.cortexmed.com
See captodayonline.com/productguides for an interactive version of guide			
Name of anatomic pathology system	Cerner Millennium Anatomic Pathology	WinSURGE	Cortex AP LIS
Configuration of AP system	available as a dedicated module for Cerner's LIS and EHR and as a standalone product	available as a standalone product designed to interface with any company's LIS and EHR	available as a standalone product designed to interface with any company's LIS and EHR
Year company began selling AP systems (any brand or model)	1982	1989	1986
Most recent installation of this AP system*	November 2018	October 2018	—
Last product release or update for featured AP system*	November 2018 (version 2018.01.05)	November 2018 (version 53.3 server; 4.8.5 client)	December 2017 (version 10 SP2 FP11)
Total No. of contracts for sites operating AP system	213 domains (not tracked by contract)	106	55
• No. of sales of this system between Dec. 2017–Nov. 2018	11	2	3
No. of sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	213 domains [†] (—/—/—/—/24—hospitals, independent labs)	130 (36/64/— [†] /30—multi-site enterprise/0—Puerto Rico combined with U.S. sites)	55
Market this AP system outside the U.S.	yes (in Middle East, Canada, Latin America, UK, others)	yes (in Puerto Rico)	no
• Foreign locations in which system installed	Australia, Brazil, Canada, Cayman Islands, Egypt, Qatar, United Arab Emirates, Malaysia, Saudi Arabia, UK	Puerto Rico	—
No. of employees in entire company	26,000+	—	12
Provide list of client sites to potential customers on request	yes (partial list of comparable sites)	yes (partial list of comparable sites)	yes (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	2,000–500,000+	2,500–1,500,000	3,000–300,000
Range in No. of gynecologic cytology cases per year in installed sites	2,000–500,000+	up to 300,000	4,000–40,000
Programming languages	Java, C++, C#	Caché, .Net, Visual Basic, SQL	.Net
Databases and tools	Oracle	Object Caché, Crystal Reports, Microsoft Word document templates, many user "bolt-ons" via SQL/Java, others	SQL server
Operating systems	HP-UX, AIX, VMS	Windows, UNIX; browser functions user's choice	Microsoft SQL
Features/modules incorporated in product:			
• Surgical pathology information system/Cytology information system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Autopsy information system/Autopsy measurements, organ weights	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen log-in/Ability to scan and store manual requisitions	installed at client sites/available via a companion product	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen tracking/Specimen storage and retrieval	installed at client sites/installed at client sites	installed at client sites/installed at client sites	available but not installed/—
• Entry of block IDs	installed at client sites	installed at client sites	installed at client sites
• Specimen labels/Histology slide labels	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Barcoded slide labels/Barcoded cassettes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Linear barcodes/Two-dimensional barcodes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Histology worksheets	installed at client sites	installed at client sites	installed at client sites
• Word processing—vendor specific	installed at client sites	installed at client sites	installed at client sites
• Voice entry of gross description/Voice entry of final diagnosis	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Gross images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Microscopic images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Electronic signature	installed at client sites	installed at client sites	installed at client sites
• Remote printing of completed reports/Direct fax reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Web-based remote inquiry of reports	not available for this software	installed at client sites	installed at client sites
• Physician Web access for order entry	not available for this software	installed at client sites	—
• Natural language search capability	not available for this software	installed at client sites	installed at client sites
• Multi-site or multi-facility-wide area network	installed at client sites	installed at client sites	installed at client sites
• Sound-alike retrieval of patient history	installed at client sites	installed at client sites	—
• Tumor registry reports/Management reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Reports sufficient to comply with CLIA '88 regulations	installed at client sites	installed at client sites	installed at client sites
• Comprehensive billing and AR/Interface to external billing system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	not available for this software	installed at client sites	installed at client sites
• EHR interface: admissions/discharge/transfer (ADT)	installed at client sites	installed at client sites	installed at client sites
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• EHR interface: incoming clinical results	installed at client sites	installed at client sites	installed at client sites
• Partin tables/Gleason score calculations	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Synoptic reporting for microscopic examination/For gross examination	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• CAP electronic cancer checklists automatically embedded	available via a third party	installed at client sites	available via a third party
• Client services module/Consult management and reporting	avail. via a companion product/avail. via a companion product	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed at client sites	installed at client sites	installed at client sites
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed at client sites	installed at client sites	installed at client sites
• Business analytics and management dashboard	installed at client sites	installed at client sites	installed at client sites
• Support for molecular testing and reporting	available via a companion product	installed at client sites	installed at client sites
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	<10%	80%	98%
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	—
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, McKesson, Meditech, GE Healthcare, 4medica, Atlas	Cerner, McKesson, Meditech, Siemens, TDS, CPSI, eClinicalWorks, Encite, Greenway, others	Epic, Meditech, Cerner, Halfpenny, Orchard, others
Voice-recognition products or partners that system uses	Voicebrook, Nuance Dragon	Nuance Dragon NaturallySpeaking Professional, others	Voicebrook, Nuance Dragon, others
Whole slide imaging systems that interface to AP system	Leica Aperio	—	—
Human languages (other than English) offered on system	British English, French, German, Spanish	— (languages available on request)	—
Client receives copy of source code	no	escrow (optional)	escrow
User group that meets on established schedule	yes (in person, via webinar, and via conference call)	no	yes (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, custom buttons and windows, others	—
Standard software maintenance fee covers periodic system updates	yes (optional consulting or validation services not included)	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 a cloud-based product (client's option); client may install WinSURGE at a cloud-based data center	available as a local server or an ASP or cloud-based product (client's option); for the latter, installation, implementation, training and consultation, and monthly maintenance fees
Total cost for smallest existing standalone AP system installation**	—	\$25,000 (annual maintenance fee, \$6,000)	\$15,000
Total cost for largest existing standalone AP system installation**	—	\$3,500,000 (annual maintenance fee, \$900,000)	\$300,000
Distinguishing product features (supplied by company)	<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 • support for entire patient clinical record in one system 	<ul style="list-style-type: none"> • user-controlled rules engine (WinsRULES) with real-time business intelligence executive dashboard (WinsALERTS) • continuously evolving comprehensive LIS • 30+ years partnering with some of the nation's best and most innovative pathology labs 	<ul style="list-style-type: none"> • dynamic features for managing final report output • integrated medical billing module • over 30 years of experience, service, and commitment to AP laboratory clients

*based on December 2018 survey deadline

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

Note: a dash as an answer means company did not answer question or question is not applicable

[†]not tracked by sites[†]included with independent lab sites

Part 3 of 8	Epic	LabWare	LigoLab Information Systems
See captodayonline.com/productguides for an interactive version of guide	Nick Trentadue ntrentad@epic.com Verona, WI 608-271-9000 www.epic.com	Ed Krasovec krasovec@labware.com Wilmington, DE 302-658-8444 www.labware.com	Suren Avunjian suren@ligolab.com Los Angeles, CA 800-544-6522/818-230-1307 www.ligolab.com
Name of anatomic pathology system	Beaker Anatomic Pathology	LabWare	LigoLab Agile AP/LIS
Configuration of AP system	available as a dedicated module for Epic's LIS and EHR	available as a dedicated module for LabWare's LIS and as a standalone product designed to interface with any company's LIS and EHR	available as a dedicated module for LigoLab's LIS and as a standalone product designed to interface with any company's LIS and EHR
Year company began selling AP systems (any brand or model)	2011	2013	2006
Most recent installation of this AP system*	December 2018	February 2018	September 2018
Last product release or update for featured AP system*	November 2018 (version Epic November 2018)	May 2018 (version 7H)	November 2018 (version 2018.4.39)
Total No. of contracts for sites operating AP system	123	9	—
• No. of sales of this system between Dec. 2017–Nov. 2018	35	1	—
No. of sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	not tracked	9 (0/0/0/1—government/8—hospitals, oncology, reference labs, veterinary)	48
Market this AP system outside the U.S.	yes	yes (worldwide)	no
• Foreign locations in which system installed	United Kingdom, Singapore, Canada, Lebanon	Australia, United Kingdom, Kenya, New Zealand, Germany, Mexico, Hong Kong	—
No. of employees in entire company	9,770	668	36
Provide list of client sites to potential customers on request	yes (complete list with no restrictions)	yes (complete list with no restrictions)	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	250–246,000	1,000–60,000	5,000–500,000
Range in No. of gynecologic cytology cases per year in installed sites	—	up to 3,200	5,000–700,000
Programming languages	Visual Basic, Caché, C#, .Net, JavaScript	Java, .Net, SmallTalk	Java
Databases and tools	Chronicles, SQL	Oracle, SQL server, PostgreSQL, DB2	Microsoft SQL, Oracle
Operating systems	Unix, Windows	Windows, Linux	Windows, Macintosh, Linux, iOS, Android
Features/modules incorporated in product:			
• Surgical pathology information system/Cytology information system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Autopsy information system/Autopsy measurements, organ weights	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen log-in/Ability to scan and store manual requisitions	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen tracking/Specimen storage and retrieval	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Entry of block IDs	installed at client sites	installed at client sites	installed at client sites
• Specimen labels/Histology slide labels	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Barcoded slide labels/Barcoded cassettes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Linear barcodes/Two-dimensional barcodes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Histology worksheets	installed at client sites	installed at client sites	installed at client sites
• Word processing—vendor specific	installed at client sites	installed at client sites	installed at client sites
• Voice entry of gross description/Voice entry of final diagnosis	installed at client sites/installed at client sites	available but not installed/available but not installed	installed at client sites/installed at client sites
• Gross images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Microscopic images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Electronic signature	installed at client sites	installed at client sites	installed at client sites
• Remote printing of completed reports/Direct fax reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Web-based remote inquiry of reports	installed at client sites	installed at client sites	installed at client sites
• Physician Web access for order entry	installed at client sites	installed at client sites	installed at client sites
• Natural language search capability	installed at client sites	installed at client sites	installed at client sites
• Multi-site or multi-facility—wide area network	installed at client sites	installed at client sites	installed at client sites
• Sound-alike retrieval of patient history	installed at client sites	installed at client sites	installed at client sites
• Tumor registry reports/Management reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Reports sufficient to comply with CLIA '88 regulations	installed at client sites	installed at client sites	installed at client sites
• Comprehensive billing and AR/Interface to external billing system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed at client sites	installed at client sites	installed at client sites
• EHR interface: admissions/discharge/transfer (ADT)	installed at client sites	installed at client sites	installed at client sites
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• EHR interface: incoming clinical results	installed at client sites	installed at client sites	installed at client sites
• Partin tables/Gleason score calculations	available but not installed/available but not installed	available but not installed/installed at client sites	installed at client sites/installed at client sites
• Synoptic reporting for microscopic examination/For gross examination	installed at client sites/installed at client sites	installed at client sites/available via a third party	installed at client sites/installed at client sites
• CAP electronic cancer checklists automatically embedded	installed at client sites	available via a third party	installed at client sites
• Client services module/Consult management and reporting	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed at client sites	installed at client sites	installed at client sites
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed at client sites	installed at client sites	installed at client sites
• Business analytics and management dashboard	installed at client sites	installed at client sites	installed at client sites
• Support for molecular testing and reporting	installed at client sites	installed at client sites	installed at client sites
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	100%	33%	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	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	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	Nuance, M*Modal, Voicebrook	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking Medical
Whole slide imaging systems that interface to AP system	Leica Aperio	—	Philips, Leica Aperio, Roche Ventana
Human languages (other than English) offered on system	—	German, Spanish, Swedish, Chinese, Norwegian, Japanese, Portuguese, Russian, Hebrew, Italian, French escrow (optional)	French, Spanish
Client receives copy of source code	yes	yes	escrow
User group that meets on established schedule	yes (in person, via webinar, and via conference call)	yes (in person)	yes (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, configurable workflow and rules engine	ad hoc query tools, user-defined interfaces, 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)	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); for the latter, implementation service costs plus ongoing infrastructure cost and subscription fees	available as a local server or a cloud-based product (client's option)
Total cost for smallest existing standalone AP system installation**	—	\$100,000 (annual maintenance fee, \$10,000)	\$10,000 (annual maintenance fee, \$36,000)
Total cost for largest existing standalone AP system installation**	—	\$450,000 (annual maintenance fee, \$30,000)	\$250,000 (annual maintenance fee, \$800,000)
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> integrated histology tracking module throughout the life of a specimen 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 	<ul style="list-style-type: none"> comprehensive and flexible platform designed from the ground up for laboratories looking to scale their operations aligned pricing model: no upfront capital investment; pay per case; no licensing cost until system is running rapid upgrade program: new features deployed to customers quarterly at no additional cost

*based on December 2018 survey deadline

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

Note: a dash as an answer means company did not answer question or question is not applicable

Part 4 of 8	Netlims Noa Kolp nkolp@netlims.com Ridgefield Park, NJ 201-894-5300 www.netlims.com	NetSoft Bill Hughes sales@netsoftusa.com Snellville, GA 678-325-2909 www.netsoftusa.com	NovoPath Richard Callahan rcallahan@novopath.com Princeton, NJ 877-668-6123 www.novopath.com
Name of anatomic pathology system	LabOS†	IntelliPath	NovoPath†
Configuration of AP system	available as a dedicated module for Netlims' LIS and as a standalone product	available as a standalone product designed to interface with any company's LIS and EHR	available as a standalone product designed to interface with any company's LIS and EHR
Year company began selling AP systems (any brand or model)	1999	2001	1999
Most recent installation of this AP system*	March 2018	June 2018	December 2018
Last product release or update for featured AP system*	—	November 2018 (version 201811)	December 2018 (version 9.0 R10)
Total No. of contracts for sites operating AP system	22	94	245
• No. of sales of this system between Dec. 2017–Nov. 2018	3	2	8
No. of sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	22 (0/4/0/0/18—hospitals, regional labs)	194 (6/80/108/0/0)	388 (U.S. sites not tracked; 3 foreign sites—hospitals, reference labs)
Market this AP system outside the U.S.	yes (in Israel, India, South Africa)	yes (in Europe)	yes (in Canada, Pakistan, Saudi Arabia)
• Foreign locations in which system installed	Israel, India, South Africa	—	Canada, Pakistan, Saudi Arabia
No. of employees in entire company	140	8	49
Provide list of client sites to potential customers on request	yes (complete list but prospective client must sign a nondisclosure agreement)	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	1,600–37,000	4,000–420,000	2,000–500,000
Range in No. of gynecologic cytology cases per year in installed sites	2,000–150,000	12,000–75,000	1,000–750,000
Programming languages	C++, Java, Visual Basic, ASP, .Net	Clarion, C++, .Net, Java, C#	Microsoft Visual Studio
Databases and tools	Microsoft SQL, Oracle, Caché	Action/Pervasive SQL, Crystal Reports, Custom Report Writer	Microsoft SQL, Oracle
Operating systems	Windows, Linux, Unix	Windows, Apple in Windows emulation	Microsoft Windows, Web browser based
Features/modules incorporated in product:			
• Surgical pathology information system/Cytology information system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Autopsy information system/Autopsy measurements, organ weights	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen log-in/Ability to scan and store manual requisitions	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen tracking/Specimen storage and retrieval	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Entry of block IDs	installed at client sites	installed at client sites	installed at client sites
• Specimen labels/Histology slide labels	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Barcoded slide labels/Barcoded cassettes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Linear barcodes/Two-dimensional barcodes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Histology worksheets	installed at client sites	installed at client sites	installed at client sites
• Word processing—vendor specific	installed at client sites	installed at client sites	installed at client sites
• Voice entry of gross description/Voice entry of final diagnosis	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Gross images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Microscopic images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Electronic signature	installed at client sites	installed at client sites	installed at client sites
• Remote printing of completed reports/Direct fax reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Web-based remote inquiry of reports	installed at client sites	installed at client sites	installed at client sites
• Physician Web access for order entry	installed at client sites	under development	installed at client sites
• Natural language search capability	not available for this software	installed at client sites	installed at client sites
• Multi-site or multi-facility—wide area network	installed at client sites	installed at client sites	installed at client sites
• Sound-alike retrieval of patient history	installed at client sites	not available for this software	installed at client sites
• Tumor registry reports/Management reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Reports sufficient to comply with CLIA '88 regulations	installed at client sites	installed at client sites	installed at client sites
• Comprehensive billing and AR/Interface to external billing system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed at client sites	installed at client sites	installed at client sites
• EHR interface: admissions/discharge/transfer (ADT)	installed at client sites	installed at client sites	installed at client sites
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• EHR interface: incoming clinical results	installed at client sites	installed at client sites	installed at client sites
• Partin tables/Gleason score calculations	available but not installed/available but not installed	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Synoptic reporting for microscopic examination/For gross examination	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• CAP electronic cancer checklists automatically embedded	available but not installed	installed at client sites	installed at client sites
• Client services module/Consult management and reporting	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed at client sites	installed at client sites	installed at client sites
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed at client sites	not available for this software	installed at client sites
• Business analytics and management dashboard	installed at client sites	installed at client sites	installed at client sites
• Support for molecular testing and reporting	installed at client sites	installed at client sites	installed at client sites
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	70%	25%	80%
Software provides indexed field in each test definition for LOINC code	yes	no	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	GE Healthcare, SCC Soft Computer, Sunquest, Orchard, NovoPath, Cerner, others	Cerner, Medical Manager, Allscripts, Epic, GE Healthcare, Meditech, NextGen, eClinicalWorks, others	Cerner, Allscripts, Epic, Meditech, CompuGroup Medical, CPSI, GE Healthcare, NextGen, Orchard, others
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Nuance Dragon NaturallySpeaking	Nuance, Voicebrook, Windows Speech, M*Modal
Whole slide imaging systems that interface to AP system	—	Philips	Philips
Human languages (other than English) offered on system	Spanish, French, Arabic, African languages, Hebrew	—	Latin languages supported by Windows, other options
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	yes (in person and via conference call)	yes (via conference call)	yes (via webinar)
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, dictionary settings	ad hoc query tools, user-defined interfaces, dictionary settings, pathology report formatting, others
Standard software maintenance fee covers periodic system updates	yes	yes	yes
Fee for software modifications to comply with federal regs and laws	usually no charge; for extreme cases, cost split among clients affected by change	dependent on complexity of modification	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); for the latter, base cost plus pay per use	available as a local server or an ASP or cloud-based product (client's option); for the latter, scalable service fees based on modules licensed and case volume	available as a local server or an ASP or cloud-based product (client's option)
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)	<ul style="list-style-type: none"> multiple configuration switches 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 	<ul style="list-style-type: none"> all modules, including billing, word processing, and specimen tracking, fully integrated in user interface full-featured, robust system customized to client's workflow; low cost, with scalable pricing and no hidden fees true 24/7/365 support for a powerful and flexible easy-to-use system 	<ul style="list-style-type: none"> optical character recognition for accessioning pathologist and staff scheduler with case auto-assignment molecular, clinical, and veterinary pathology reporting
*based on December 2018 survey deadline			
**total cost includes hardware, software, installation, and training			
Note: a dash as an answer means company did not answer question or question is not applicable			
	†formerly AutoAP		†also marketed by Allscripts

Part 5 of 8	Orchard Software Kerry Foster kfoster@orchardsoft.com Carmel, IN 800-856-1948 www.orchardsoft.com	Pathagility Mark McCuin mark@pathagility.com Little Rock, AR 888-222-2792 www.pathagility.com	PATHX—A Division of PIMS Patty Mahon mahonp@pathxlis.com Tampa, FL 866-944-0404 www.pathxlis.com
See captodayonline.com/productguides for an interactive version of guide			
Name of anatomic pathology system	Orchard Pathology	WorkPath	PATHX
Configuration of AP system	available as a standalone product designed to interface with any company's LIS and EHR	available as a standalone product designed to interface with any company's LIS and EHR	available as a standalone product designed to interface with any company's EHR
Year company began selling AP systems (any brand or model)	2006	2008	2004
Most recent installation of this AP system*	October 2018	November 2018	August 2018
Last product release or update for featured AP system*	December 2017 (version 11)	December 2018 (version 10.42.1)	October 2018 (version 6.6.2)
Total No. of contracts for sites operating AP system	—	25 licenses (not tracked by contract)	8
• No. of sales of this system between Dec. 2017–Nov. 2018	3	2	1
No. of sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	110 (18/41/40/11—public health labs, research, vet/0)	25 (0/25/0/0/0)	8 (0/8/0/0/0)
Market this AP system outside the U.S.	no	no	no
• Foreign locations in which system installed	—	—	—
No. of employees in entire company	263	—	72
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	8,000–100,000	1,200–60,000	5,000–65,000
Range in No. of gynecologic cytology cases per year in installed sites	11,000–110,000	12,000–120,000	750–3,000
Programming languages	4D, Java, C++, HTML	Python, Java	C#, XAML (WPF), ASP .Net
Databases and tools	4D, SQL	MySQL	Microsoft SQL
Operating systems	Windows 7 Professional, 64 bit and higher (client); Windows Server 2008 R2 SP1, 64 bit and higher	agnostic	Windows 8, 7; Macintosh OS X
Features/modules incorporated in product:			
• Surgical pathology information system/Cytology information system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Autopsy information system/Autopsy measurements, organ weights	installed at client sites/installed at client sites	available but not installed/available but not installed	not avail. for this software/not avail. for this software
• Specimen log-in/Ability to scan and store manual requisitions	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen tracking/Specimen storage and retrieval	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Entry of block IDs	installed at client sites	installed at client sites	installed at client sites
• Specimen labels/Histology slide labels	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Barcoded slide labels/Barcoded cassettes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	available via a third party/available via a third party
• Linear barcodes/Two-dimensional barcodes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	available via a third party/available via a third party
• Histology worksheets	installed at client sites	installed at client sites	available via a companion product
• Word processing—vendor specific	installed at client sites	installed at client sites	installed at client sites
• Voice entry of gross description/Voice entry of final diagnosis	installed at client sites/installed at client sites	installed at client sites/installed at client sites	available via a third party/available via a third party
• Gross images integrated in reports	installed at client sites	installed at client sites	not available for this software
• Microscopic images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Electronic signature	installed at client sites	installed at client sites	installed at client sites
• Remote printing of completed reports/Direct fax reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Web-based remote inquiry of reports	installed at client sites	installed at client sites	installed at client sites
• Physician Web access for order entry	installed at client sites	installed at client sites	available via a third party
• Natural language search capability	not available for this software	under development	not available for this software
• Multi-site or multi-facility—wide area network	installed at client sites	installed at client sites	installed at client sites
• Sound-alike retrieval of patient history	not available for this software	under development	not available for this software
• Tumor registry reports/Management reports	installed at client sites/installed at client sites	under development/installed at client sites	installed at client sites/installed at client sites
• Reports sufficient to comply with CLIA '88 regulations	installed at client sites	installed at client sites	installed at client sites
• Comprehensive billing and AR/Interface to external billing system	not available for this software/installed at client sites	available via a third party/installed at client sites	available via a third party/installed at client sites
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed at client sites	installed at client sites	installed at client sites
• EHR interface: admissions/discharge/transfer (ADT)	installed at client sites	installed at client sites	installed at client sites
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• EHR interface: incoming clinical results	installed at client sites	installed at client sites	not available for this software
• Partin tables/Gleason score calculations	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Synoptic reporting for microscopic examination/For gross examination	installed at client sites/installed at client sites	installed at client sites/installed at client sites	not avail. for this software/not avail. for this software
• CAP electronic cancer checklists automatically embedded	installed at client sites	under development	installed at client sites
• Client services module/Consult management and reporting	installed at client sites/installed at client sites	installed at client sites/under development	installed at client sites/installed at client sites
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed at client sites	installed at client sites	not available for this software
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed at client sites	installed at client sites	installed at client sites
• Business analytics and management dashboard	installed at client sites	installed at client sites	installed at client sites
• Support for molecular testing and reporting	installed at client sites	installed at client sites	installed at client sites
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	50%	75%	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	no
System can auto. send tumor diagnoses to regional or state tumor registry	yes	no (capability planned for future)	yes
Other lab-related vendor systems to which software has an interface	Allscripts, GE Healthcare, Siemens, Cerner, QuadraMed, Meditech, eMDs, others	—	Change Healthcare, eClinicalWorks, Modernizing Medicine, Epic, others
Voice-recognition products or partners that system uses	NVoq SayIt, Nuance Dragon NaturallySpeaking, Voicebrook, M*Modal Fluency	—	M*Modal Fluency, Dragon
Whole slide imaging systems that interface to AP system	Leica Aperio, Thermo Fisher Scientific, Sakura Finetek, Roche Ventana, others	—	Roche Ventana
Human languages (other than English) offered on system	none	—	none
Client receives copy of source code	escrow	no	no
User group that meets on established schedule	yes (in person, via webinar, and via conference call)	yes (via webinar)	yes (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, user-defined fields and tests, others	ad hoc query tools, user-defined interfaces, dictionary settings, case type administration tools	ad hoc query tools, user-defined interfaces, dictionary settings
Standard software maintenance fee covers periodic system updates	yes	yes	yes
Fee for software modifications to comply with federal regs and laws	usually no charge; analyzed on a case-by-case basis	no charge (standard)	no charge (standard)
Functionality provided via ASP or cloud-based data center	no	available as a cloud-based product; monthly/annual subscription	available as an ASP offering; one-time implementation fee plus monthly service fee
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"> • single 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 	<ul style="list-style-type: none"> • multi-path results distribution included in base installation: EMR interfacing, fax, email, remote printing, and website • integrated QR barcoding and OCR for scanning/retrieval/location of patient documents, jars, cassettes, slides, and reports • integrated voice dictation and billing
*based on December 2018 survey deadline			
**total cost includes hardware, software, installation, and training			
Note: a dash as an answer means company did not answer question or question is not applicable			

Part 6 of 8	Psyche Systems Corp. Kyle Andersen 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 E.essential†	SoftPathDx†	SimpleLims-AP
Configuration of AP system	available as a standalone product designed to interface with any company's LIS and EHR	available as a dedicated module for SCC Soft Computer's LIS and as a standalone product designed to interface with any company's LIS and EHR	available as a dedicated module for SimpleLIMS' LIS and as a standalone product
Year company began selling AP systems (any brand or model)	1983	1993	2012
Most recent installation of this AP system*	October 2018	October 2018	August 2018
Last product release or update for featured AP system*	January 2014 (version 8)	May 2018 (version 4.2)	August 2018 (version 2018-08)
Total No. of contracts for sites operating AP system	107	139	22
• No. of sales of this system between Dec. 2017–Nov. 2018	2	3	1
No. of sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	107 (31/55/13/7—university research/1—multi-focus lab)	527 (284/18/78/0/147—universities, hospitals, public health authorities, commercial labs)	22 (0/0/0/16/6—independent labs, group practices)
Market this AP system outside the U.S.	yes (worldwide)	yes (worldwide)	yes (in India, E.U., China, Middle East)
• Foreign locations in which system installed	Italy, Germany, Austria	Australia, Belgium, Canada, France, Jamaica, Hong Kong, Indonesia, Malaysia, Singapore	India, European Union, China, Middle East
No. of employees in entire company	34	2,000	20
Provide list of client sites to potential customers on request	yes	yes (partial list of comparable sites)	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	1,000–100,000+	2,000–480,000	100–50,000
Range in No. of gynecologic cytology cases per year in installed sites	100–30,000	2,000–165,000	up to 800,000
Programming languages	Visual Basic, Visual Basic .Net, SmallTalk	C, C++, Java, Microsoft .Net	JavaScript, Python, PHP, C
Databases and tools	Microsoft SQL server, Crystal Reports, Interfax	Oracle	SQL
Operating systems	Microsoft Windows	Unix (IBM AIX), Linux, Microsoft Windows	Web-based clients served from Linux servers
Features/modules incorporated in product:			
• Surgical pathology information system/Cytology information system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Autopsy information system/Autopsy measurements, organ weights	installed at client sites/installed at client sites	installed at client sites/installed at client sites	—
• Specimen log-in/Ability to scan and store manual requisitions	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen tracking/Specimen storage and retrieval	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Entry of block IDs	installed at client sites	installed at client sites	installed at client sites
• Specimen labels/Histology slide labels	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Barcoded slide labels/Barcoded cassettes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Linear barcodes/Two-dimensional barcodes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Histology worksheets	installed at client sites	installed at client sites	installed at client sites
• Word processing—vendor specific	installed at client sites	installed at client sites	installed at client sites
• Voice entry of gross description/Voice entry of final diagnosis	installed at client sites/installed at client sites	installed at client sites/installed at client sites	available via a third party/available via a third party
• Gross images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Microscopic images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Electronic signature	installed at client sites	installed at client sites	installed at client sites
• Remote printing of completed reports/Direct fax reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Web-based remote inquiry of reports	installed at client sites	installed at client sites	installed at client sites
• Physician Web access for order entry	installed at client sites	installed at client sites	installed at client sites
• Natural language search capability	installed at client sites	installed at client sites	—
• Multi-site or multi-facility—wide area network	installed at client sites	installed at client sites	installed at client sites
• Sound-alike retrieval of patient history	installed at client sites	installed at client sites	installed at client sites
• Tumor registry reports/Management reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	—/installed at client sites
• Reports sufficient to comply with CLIA '88 regulations	installed at client sites	installed at client sites	installed at client sites
• Comprehensive billing and AR/Interface to external billing system	not available for this software/installed at client sites	installed at client sites/installed at client sites	—/installed at client sites
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed at client sites	installed at client sites	installed at client sites
• EHR interface: admissions/discharge/transfer (ADT)	installed at client sites	installed at client sites	installed at client sites
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• EHR interface: incoming clinical results	installed at client sites	installed at client sites	installed at client sites
• Partin tables/Gleason score calculations	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Synoptic reporting for microscopic examination/For gross examination	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• CAP electronic cancer checklists automatically embedded	installed at client sites	installed at client sites	—
• Client services module/Consult management and reporting	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed at client sites	installed at client sites	installed at client sites
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed at client sites	installed at client sites	installed at client sites
• Business analytics and management dashboard	installed at client sites	available via a companion product	installed at client sites
• Support for molecular testing and reporting	installed at client sites	available via a companion product	installed at client sites
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	35%	100%	70%
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, Meditech, Cerner, Epic, Sunquest, others	Allscripts, Cerner, Siemens, Meditech, Sunquest, others	—
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking	Voicebrok, Nuance Dragon, M*Modal, others	Chrome, Nuance Dragon, VoiceBroker, others
Whole slide imaging systems that interface to AP system	Leica Aperio, Philips, Roche Ventana, 3DHitech, others	Leica Aperio	Mikrosan, Leica Aperio, Motic
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 (via webinar)	yes (in person, via webinar, and via conference call)	yes (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	—
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); for the latter, monthly subscription or based on volume/utilization	yes; \$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 OneVersion feature schedule replaces traditional version upgrades easily interfaces to HIS, EMR, instruments/devices, others; flow cytometry; cytogenetics; molecular diagnostics systems 	<ul style="list-style-type: none"> next-generation AP+GLIS integrated platform ensures chain-of-custody of specimens automated template-based reporting revolutionary single-system multi-disciplinary application design, test protocol designer, rules engine, reporting 	<ul style="list-style-type: none"> 100% Web-based system instrument interfaces included with company's interface servers software can compute profit per test in real time (reimbursement—[labor+reagents+supplies+etc.])
*based on December 2018 survey deadline			
**total cost includes hardware, software, installation, and training			
Note: a dash as an answer means company did not answer question or question is not applicable			
	†formerly WindoPath	†formerly SoftPath; SoftPathDx also marketed by SCC-designated international distributors/agents	

Part 7 of 8

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

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Name of anatomic pathology system	Sunquest CoPathPlus	Sunquest PowerPath	TD-Histo/Cyto
Configuration of AP system	available as a standalone product designed to interface with any company's LIS and EHR	available as a standalone product designed to interface with any company's LIS and EHR	available as a dedicated module for Technidata's LIS and as a standalone product designed to interface with any company's LIS and EHR
Year company began selling AP systems (any brand or model)	1982	1982	1998
Most recent installation of this AP system*	January 2018	May 2018	—
Last product release or update for featured AP system*	November 2018 (version 6.3.2)	September 2018 (version 10.3)	June 2018 (version 12.31)
Total No. of contracts for sites operating AP system	184	173	150+
• No. of sales of this system between Dec. 2017–Nov. 2018	—	2	—
No. of sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	184 (117/48/0/0/19)	173 (110/56/0/0/7)	160+ (1/0/0/0/159+—hospitals, reference labs, others)
Market this AP system outside the U.S.	yes (in UK, UAE, Ireland, Scotland, Saudi Arabia)	yes (in Canada, Australia, Turkey, New Zealand)	yes (in Europe, North America, Asia)
• Foreign locations in which system installed	UK, UAE, Ireland, Scotland, Saudi Arabia	Canada, Australia, Turkey	Canada, Israel, France, Greece, Hong Kong, Kuwait, Malaysia, Philippines, Singapore, Taiwan, United Kingdom
No. of employees in entire company	—	—	185
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	700–500,000	1,500–300,000	5,000–120,000
Range in No. of gynecologic cytology cases per year in installed sites	up to 600,000	5,000–350,000	10,000–250,000
Programming languages	C++, Visual Basic, PowerBuilder	C#, .Net, Borland Delphi	C++, .Net
Databases and tools	Sybase, PowerBuilder	Microsoft SQL	Microsoft SQL server, Oracle
Operating systems	servers: AIX, Windows; client: Windows	Windows	Microsoft Windows
Features/modules incorporated in product:			
• Surgical pathology information system/Cytology information system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Autopsy information system/Autopsy measurements, organ weights	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen log-in/Ability to scan and store manual requisitions	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen tracking/Specimen storage and retrieval	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Entry of block IDs	installed at client sites	installed at client sites	installed at client sites
• Specimen labels/Histology slide labels	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Barcoded slide labels/Barcoded cassettes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Linear barcodes/Two-dimensional barcodes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Histology worksheets	installed at client sites	installed at client sites	installed at client sites
• Word processing—vendor specific	installed at client sites	installed at client sites	installed at client sites
• Voice entry of gross description/Voice entry of final diagnosis	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Gross images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Microscopic images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Electronic signature	installed at client sites	installed at client sites	installed at client sites
• Remote printing of completed reports/Direct fax reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Web-based remote inquiry of reports	installed at client sites	installed at client sites	installed at client sites
• Physician Web access for order entry	installed at client sites	available but not installed	installed at client sites
• Natural language search capability	installed at client sites	installed at client sites	not available for this software
• Multi-site or multi-facility—wide area network	installed at client sites	installed at client sites	installed at client sites
• Sound-alike retrieval of patient history	installed at client sites	installed at client sites	not available for this software
• Tumor registry reports/Management reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Reports sufficient to comply with CLIA '88 regulations	installed at client sites	installed at client sites	installed at client sites
• Comprehensive billing and AR/Interface to external billing system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	not available for this software/installed at client sites
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed at client sites	installed at client sites	installed at client sites
• EHR interface: admissions/discharge/transfer (ADT)	installed at client sites	installed at client sites	installed at client sites
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• EHR interface: incoming clinical results	installed at client sites	installed at client sites	available via a third party
• Partin tables/Gleason score calculations	available via a third party/available via a third party	installed at client sites/installed at client sites	installed at client sites/not available for this software
• Synoptic reporting for microscopic examination/For gross examination	available via a third party/available via a third party	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• CAP electronic cancer checklists automatically embedded	available via a third party	installed at client sites	not available for this software
• Client services module/Consult management and reporting	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	installed at client sites	installed at client sites	installed at client sites
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	installed at client sites	installed at client sites	installed at client sites
• Business analytics and management dashboard	available via a companion product	available via a companion product	installed at client sites
• Support for molecular testing and reporting	installed at client sites	installed at client sites	installed at client sites
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	17%	40%	80%
Software provides indexed field in each test definition for LOINC code	no	yes	yes
AP system supports use of SNOMED CT for all cases	for cancer cases with CAP electronic cancer checklists	for cancer cases with CAP electronic cancer checklists	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, McKesson, Cerner, Siemens, GE Healthcare, QuadraMed, Allscripts, Meditech, others	Allscripts, Cerner, Epic, GE Healthcare, McKesson, Meditech, Siemens, 4medica, others	SCC Soft Computer, Allscripts, Lawson, Meditech, GE Healthcare, Siemens, QuadraMed
Voice-recognition products or partners that system uses	Nuance Dragon NaturallySpeaking, Voicebrook	Nuance Dragon NaturallySpeaking, Voicebrook	Nuance Dragon
Whole slide imaging systems that interface to AP system	Roche Ventana, Leica Aperio, Philips	Roche Ventana, Leica Aperio, Philips	none (under development)
Human languages (other than English) offered on system	none	none	French, Spanish, Dutch, German, Italian, Korean, Mandarin
Client receives copy of source code	escrow	escrow	escrow
User group that meets on established schedule	yes (in person, via webinar, and via conference call)	yes (in person, via webinar, and via conference call)	yes (in person)
Methods by which users can tailor AP system in their own setting	ad hoc query tools, user-defined interfaces, dictionary settings, client-defined, rules-based workflows around AP processes and reflexes	ad hoc query tools, dictionary settings, client-defined, rules-based workflows around AP processes and reflexes	ad hoc query tools, dictionary settings, reports
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	no	no	available as a local server or an ASP or cloud-based product (client's option); for the latter, fee per user
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"> increases productivity with integration, voice recognition, instrumentation, and synoptic reporting comprehensive specimen-management capabilities that ensure a high level of safety and efficiency Sunquest VUE integrated Web-based analysis platform for pathologists 	<ul style="list-style-type: none"> synoptic reporting with real-time preview configurable rules engine and auto case allocation Sunquest VUE integrated Web-based analysis platform for pathologists 	<ul style="list-style-type: none"> 100% paperless at every step of the anatomic pathology workflow an integrated traceability module combines barcode and touchscreen technology for a rapid streamlined AP workflow an integrated tissue bank allows long-term cataloging and storage of AP samples directly from TD-Histo/Cyto

*based on December 2018 survey deadline

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

Note: a dash as an answer means company did not answer question or question is not applicable

Part 8 of 8	VitalAxis Tharak Krishnamurthy sales@vitalaxis.com Toms River, NJ 866-441-0268 www.vitalaxis.com	WebPathLab Peter Williams peter@webpathlab.com Folsom, CA 916-542-1368 www.webpathlab.com	XIFIN Conor Ward cward@xifin.com San Diego, CA 858-793-5700 www.xifin.com
See captodayonline.com/productguides for an interactive version of guide			
Name of anatomic pathology system	VitalDx LIS†	WebPathLab	Xifin LIS†
Configuration of AP system	available as a dedicated module for VitalAxis' LIS and as a standalone product designed to interface with any company's LIS and EHR	available as a standalone product designed to interface with any company's LIS	available as a dedicated module for XIFIN's LIS and as a standalone product designed to interface with any company's LIS and EHR
Year company began selling AP systems (any brand or model)	2006	2000	2004
Most recent installation of this AP system*	November 2018	August 2018	November 2018
Last product release or update for featured AP system*	November 2018 (version 6.8)	September 2018 (version 2i updates to select modules)	November 2018 (version 5)
Total No. of contracts for sites operating AP system	112	36	58
• No. of sales of this system between Dec. 2017–Nov. 2018	8	3	10
No. of sites operating AP system (hospitals/independent labs/clinics or group practices/other U.S. sites/foreign sites)	115 (1/32/82/0/0)	36 (2/28/0/0/6—independent labs)	58 (0/34/21/0/3—AP and molecular labs)
Market this AP system outside the U.S.	no	yes (in Latin America, Europe, Middle East, China)	yes (in Asia, Europe)
• Foreign locations in which system installed	—	Dominican Republic, Mexico, Saudi Arabia, Bahrain, Ecuador	United Kingdom, China, Holland
No. of employees in entire company	300	9	310
Provide list of client sites to potential customers on request	no (information is confidential)	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	12,000–200,000	2,500–75,000	5,250–223,000
Range in No. of gynecologic cytology cases per year in installed sites	12,000–175,000	800–32,000	15,000–75,000
Programming languages	.Net Suite (C#), Java, HTML, CSS, JavaScript	ASP .Net, AJAX	C#, .Net
Databases and tools	SQL Server 2016	MySQL database	SQL
Operating systems	Windows 2012 R2	Windows Server 2008, 2012	—
Features/modules incorporated in product:			
• Surgical pathology information system/Cytology information system	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Autopsy information system/Autopsy measurements, organ weights	not avail. for this software/not avail. for this software	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen log-in/Ability to scan and store manual requisitions	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Specimen tracking/Specimen storage and retrieval	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Entry of block IDs	installed at client sites	installed at client sites	installed at client sites
• Specimen labels/Histology slide labels	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Barcoded slide labels/Barcoded cassettes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Linear barcodes/Two-dimensional barcodes	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Histology worksheets	installed at client sites	installed at client sites	installed at client sites
• Word processing—vendor specific	not available for this software	installed at client sites	installed at client sites
• Voice entry of gross description/Voice entry of final diagnosis	under development/installed at client sites	installed at client sites/installed at client sites	available via a third party/available via a third party
• Gross images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Microscopic images integrated in reports	installed at client sites	installed at client sites	installed at client sites
• Electronic signature	installed at client sites	installed at client sites	installed at client sites
• Remote printing of completed reports/Direct fax reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/available via a third party
• Web-based remote inquiry of reports	installed at client sites	installed at client sites	installed at client sites
• Physician Web access for order entry	installed at client sites	installed at client sites	installed at client sites
• Natural language search capability	under development	installed at client sites	available via a third party
• Multi-site or multi-facility—wide area network	installed at client sites	installed at client sites	installed at client sites
• Sound-alike retrieval of patient history	under development	—	installed at client sites
• Tumor registry reports/Management reports	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Reports sufficient to comply with CLIA '88 regulations	installed at client sites	installed at client sites	installed at client sites
• Comprehensive billing and AR/Interface to external billing system	installed at client sites/installed at client sites	available but not installed/installed at client sites	available via a companion product/installed at client sites
• Inbound result-reporting interface to receive discrete results from an external lab and store them in patient record	installed at client sites	installed at client sites	installed at client sites
• EHR interface: admissions/discharge/transfer (ADT)	installed at client sites	installed at client sites	installed at client sites
• EHR interface: result reporting/Report sent to EHR as PDF for clinician	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• EHR interface: incoming clinical results	installed at client sites	installed at client sites	installed at client sites
• Partin tables/Gleason score calculations	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• Synoptic reporting for microscopic examination/For gross examination	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• CAP electronic cancer checklists automatically embedded	installed at client sites	—	installed at client sites
• Client services module/Consult management and reporting	installed at client sites/installed at client sites	installed at client sites/installed at client sites	installed at client sites/installed at client sites
• LIS manager or lab employee can create ad hoc reports accessing all data elements in AP system	under development	—	installed at client sites
• Lab can define and modify schedule under which management and patient reports are automatically compiled and run	under development	—	installed at client sites
• Business analytics and management dashboard	installed at client sites	installed at client sites	available via a companion product
• Support for molecular testing and reporting	installed at client sites	installed at client sites	installed at client sites
Percentage of sites using result-reporting interfaces to external systems based on transmission of fully formatted (e.g., PDF or CDA) results	70%	85%	85%
Software provides indexed field in each test definition for LOINC code	yes	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	yes
Other lab-related vendor systems to which software has an interface	Allscripts, eClinicalWorks, Greenway, NextGen, Seacoast, GE Healthcare, McKesson, Practice Fusion, others	Meditech, Epic, Orchard, Allscripts, eClinicalWorks, Eclipsys, Practice Fusion, others	Epic, Cortex, Allscripts, Meditech, Cerner, GE Healthcare, eClinicalWorks, Practice Fusion, Athena, eMDs, others
Voice-recognition products or partners that system uses	Nuance Dragon	Nuance Dragon NaturallySpeaking	Voicebrook, Nuance Dragon NaturallySpeaking, NVoq SayIt
Whole slide imaging systems that interface to AP system	OptraScan, Lumea, Metafer	Leica Aperio	Leica Aperio, Roche Ventana, Mikroskan, MetaSystems, others
Human languages (other than English) offered on system	none	Spanish, Chinese (Mandarin)	Chinese (Mandarin)
Client receives copy of source code	no (optional)	escrow (at client's request)	escrow
User group that meets on established schedule	yes (via conference call on a need basis)	no	yes (via webinar)
Methods by which users can tailor AP system in their own setting	dictionary settings, customized workflows, screen designs, reports, workflow flags, others	full control of dictionary content, control-user access, audit log access, others	ad hoc query tools; user-defined interfaces; user-managed test menu, testing protocols, TC/PC setup, others
Standard software maintenance fee covers periodic system updates	yes (minor releases covered)	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 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, and other options	available as a 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**	—	\$2,999 for pay-per-report model (annual maintenance fee variable)	—
Total cost for largest existing standalone AP system installation**	—	\$90,000 (annual maintenance fee variable)	—
Distinguishing product features (supplied by company)	<ul style="list-style-type: none"> • synoptic reporting • entire network of physicians, send-out labs, and external pathologists use the same system • 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 	<ul style="list-style-type: none"> • platform includes LIS, billing, business intelligence, and physician collaboration/consultation (digital pathology) • cost-effective, Web-based SaaS solution; no major hardware or software purchases or upgrade fees • includes a pathologist dashboard, technical component/professional component split management, and comprehensive summary reports
<i>*based on December 2018 survey deadline</i>			
<i>**total cost includes hardware, software, installation, and training</i>			
<i>Note: a dash as an answer means company did not answer question or question is not applicable</i>			
	† formerly VitalAxis LIS, VitalPath LIS; VitalDx LIS also marketed by Theranostix, P4 Diagnostix, Miraca Life Sciences, PLUS Diagnostix		† formerly PathCentral AP Anywhere, eTeleNext AP Anywhere