

Orchard Harvest CT - Empowering DCL's Outreach

When Diagnostic Cytology Laboratory (DCL) decided to expand their business from an anatomical pathology/cytology focus to become a full-service clinical laboratory, they had the usual challenges: designing and constructing the laboratory, selecting instrumentation, hiring qualified staff, and selling their services to clients. A key part of marketing their new services involved the selection of their LIS and outreach software. We're happy to say that they chose Orchard Harvest LIS and Orchard Copia.



Accessioner Mary Jay and Cytology Assistant Vicki Willis accession samples in DCL's main laboratory located in Indianapolis, Indiana.

the way Copia manages results is the need to keep data from different facilities separate and private.

Harvest LIS and Copia, when partnered together, form a system called Orchard Harvest CT. Clients sign in via the Copia system to place orders which are then downloaded by Harvest LIS. As the laboratory completes the testing, results are then uploaded to Copia, where they are available for retrieval by the providers or their staffs.

Tim Czizek, IT Manager at DCL, told us, "Copia is a major part of our selling strategy for new customers of DCL. It allows us to emphasize ease of use, as well as ease of entering orders and getting results." He continued, "Copia's 'low form factor' is important too. There's not a lot of equipment to be deployed at a customer site. It's simply a web-enabled PC and a laser printer."

DCL makes full use of the integration capabilities of Harvest LIS and Copia: included in the electronic exchange of orders and results is their proprietary AP/Cytology softwares as well as interfaces to partnering reference labs. All of this information is returned to Copia and appears on the report, with the testing location of each ordered item clearly displayed.



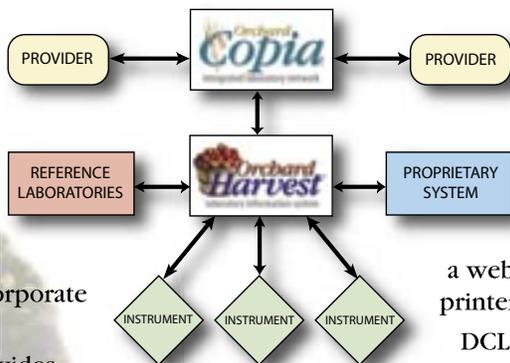
Histology Technician Melissa Combs performs tests in DCL's lab using Harvest CT, Orchard's web outreach program.

Future plans for their Harvest CT system include using the remote printing capabilities to help automate report retrieval and result delivery to customers' EMR systems via HL7 interfaces.

Tim summed up the benefits of the Harvest LIS/Copia combination: "Harvest CT helps us serve our clients by giving us a great deal of focus; it provides 'one stop shopping' for their laboratory services."

Diagnostic Cytology Laboratory is located in Indianapolis, Indiana, just a few miles from Orchard Software's corporate offices.

Copia provides a web-based order entry/result retrieval utility. Unlike Orchard Harvest Webstation, which is mainly for use within a single business entity, Copia is designed to provide outreach capabilities in situations where a laboratory provides services to multiple, unrelated providers and business units. Implicit



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Anti-Virus Software & Your Harvest LIS Database

It seems that every day we read or hear about a new virus being spread across the Internet. For those of us who depend on computers to accomplish our daily tasks, trying to keep the "Bad Guys" out of our computers and networks is a never-ending challenge. Orchard Software encourages our customers to install and stay current with their anti-virus software; however, there are Harvest LIS database file extensions located on the Harvest server that you should exclude from your virus scan to ensure proper function of your Harvest LIS. They are .4DD, .4DL, .4DS, .4BK, .4BL, and .4BS.

Orchard Software has discovered that scans of these files can possibly damage or corrupt your Harvest LIS database. If you suspect that your facility has a managed virus scanner, please contact your IT department to make them aware of the Harvest LIS file extensions located on the Harvest server that must be excluded. If you have any questions or concerns, please do not hesitate to contact Orchard's Software Technical Support staff at (800) 571-5835. 🍎

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www.orchardsoft.com/news_links/newsletter/newsletterarchive.html

Orchard Software: Best in KLAS!



This past December 2004, Orchard Software was bestowed the Best in KLAS award for 2004 in the Community Hospital Clinical and Ancillary Solutions category. During HIMSS 2005, Rob Bush, President of Orchard Software, was presented the award by Adam Gale, Executive VP of Operations at KLAS. Awards are given to those software vendors who score the highest on overall customer satisfaction. KLAS, founded in 1996, is a research and consulting firm specializing in monitoring and reporting the performance of Healthcare's Information Technology (HIT) vendors. You can learn more about KLAS by visiting www.healthcomputing.com. 🍎

Where in the World is Orchy?



Where has Orchard Software's unofficial mascot, Orchy, been lately? Many of you correctly identified that Orchy was at Hoover Dam on the border of Nevada and Arizona in last quarter's newsletter. We drew a winner from the correct entries submitted, and an Orchard prize package was sent out to Nitin Thakkar of Kidney Center in Chatsworth, CA. Can you identify his location in this photo? Send in your answer to news@orchardsoft.com by June 15 to be eligible to win. Log in to the Orchard website to see where else he's been lately! 🍎



Kerry Foster

Kerry Foster joined Orchard Software as the Director of Marketing in September 2003, and even though you may not have met him, you've probably noticed his work. Kerry is responsible for developing and promoting the look and feel of Orchard Software and what vendors, current customers, and future customers perceive about our company from our advertising, direct mail, newsletters, and whatever else Curt Johnson, VP of Sales & Marketing, has in mind. Kerry really enjoys the whole strategy behind taking a product to market, whether it is a complex lab information system, a car, or a can of pop.

After graduating from Ball State University with a BS degree in Marketing, Kerry spent six years in regional sales before landing a job in advertising with an advertising agency in Indianapolis. After ten years in the agency, Kerry then pursued a variety of career opportunities including bank marketing, teaching as an adjunct professor, and working for himself as an outsourced marketing director for smaller companies. When he decided he wanted to go back to working for a company, he found Orchard, and we're glad he did.

Kerry has two teenage children, and his hobbies include reading, running, lifting weights, and traveling when he can. He also enjoys black and white photography and has his own darkroom, though he considers himself more of a darkroom artist than a photographer. 🍷

Ogden Clinic Named Clinic of the Year

The Ogden Clinic was the recipient of the prestigious "Clinic of the Year" award in connection with the Healthcare Information and Management Systems Society (HIMSS) conference in Dallas, TX. Since 2001, Microsoft Healthcare Users Group (MS-HUG) and Microsoft Corporation have partnered to sponsor the MS-HUG Annual Awards. MS-HUG evaluates award applicants on the extent to which they provide significant business benefits to healthcare organizations and improve patient care. The Microsoft Clinic of the Year Award is presented annually to the clinic that innovatively applies technology to improve patient care or practice efficiency.

The Ogden Clinic is a balanced multi-specialty clinic located in Ogden, Utah. It is the only such clinic in Ogden and one of the largest in the state. The clinic has become a well-recognized group of medical specialists who provide high quality care. Currently, the clinic has 53 providers, approximately 250 employees, 6 locations and 18 different specialties to care for the medical needs of the Ogden Valley community. 🍷

Crystal Run has Zero Defects!



Cystal Run Healthcare's laboratory at their headquarters in Middletown, NY, has received COLA accreditation as a high-complexity laboratory with the "Zero Defects" distinction. COLA is an accreditation program for physician office laboratories and the deeming authority under CLIA '88.

This prestigious recognition is granted to very few COLA-accredited labs. "We've always had excellent scores," says Lab Manager, Valerie Torre, "But this is the first year we got a zero defect." When asked if Orchard Harvest LIS had helped in any way, Valerie stated, "Absolutely! There is no way we could have ever received a zero defects without Orchard, and there is no way we could have grown as a practice either." In 1991, Crystal Run began with two oncologists, and today, there are now 120 physicians, providing numerous medical specialties, including cardiology, neurology, oncology/hematology, internal medicine, pediatrics, and family medicine.

Orchard congratulates Crystal Run on a job very well done! 🍷

We're Growing at Orchard!

For those of you who have been to our corporate headquarters recently for a visit or training, you may have noticed our dust. Over the past two years, we've experienced growth well above the industry average, and we're expanding in many ways to stay at the top. This January 2005, we moved into our new call center, where we've doubled our technical staff over the last year. Marketing and Sales has also expanded their department and moved into their new space. And, in March we began construction on new space for our expanded Product Development department. Spring is springing here at the Orchard! 🍎



Dave Bracewell, Call Center Manager, stands proudly with the call center technical support staff in their new and expanded area.

Orchard's Trade Show Calendar 2005

Trade shows where Orchard will be exhibiting during 2005.

Dates	Name	Location
5/4-5/6	CLCC - Colorado Lab Collaborative	Northglenn, CO
5/5-5/6	Midwest Coag - Hemostasis on Bleeding	Indianapolis, IN
5/11-5/14	ISLH - Intn'l Society for Lab Hematology	San Francisco, CA
5/11-5/11	Clinical Laboratory Collaborative	Duluth, MN
5/12-5/13	LIS Buyer Seminar	St. Louis, MO
6/2-6/3	ACHA Annual Meeting	San Diego, CA
7/26-7/28	Clinical Lab Expo/AACC	Orlando, FL

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Orchard Software: Best in KLAS for 2004!

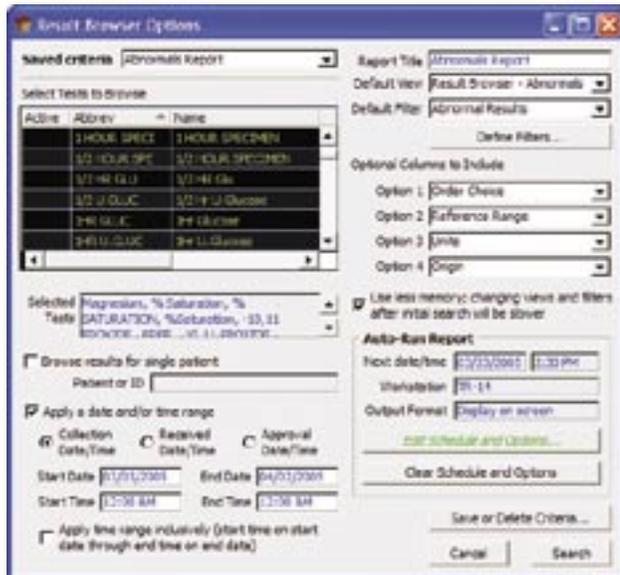
Harvest LIS 6.5 Data Browsers and Other Enhanced Features

In our last issue, we gave a brief preview of a new feature of Harvest LIS 6.5. In this issue, we'd like to cover some enhancements to one of our existing features: the data browsers.

Data Browsers

The Harvest LIS data browsers (Patient, Order, Order Choice, and Result) allow you to create ad hoc reports in Harvest LIS. Each browser is used to query the database for specific types of information.

Since the introduction of the browsers, we've steadily worked to enhance their functionality, and Harvest LIS 6.5 is no exception: you can now schedule automatic, unattended runs of your browser queries!



A group of settings has been added to each browser window called "Auto-Run Report." This area displays the next date and time the browser query is scheduled to run, the Harvest LIS workstation that will run the query, and the output format for the query. Two buttons allow you to add/edit your schedule and options, or to clear the schedule and options entirely.

An additional field in the upper right corner of the browser windows allows you to define a report title for the query. The schedule, options, and report title are all stored as part of the saved criteria, eliminating the need to manually manage these settings.

To schedule a browser query:

- Click the Edit Schedule and Options button. The Edit Schedule window appears.

- Select the schedule you want to run the browser query on. You may schedule hourly, daily, weekly, monthly, or yearly runs.

- Select the report options as appropriate. You must designate the Harvest LIS workstation that will actually perform the query. You can also configure what type of output you want to use: you can print, export to file, or display on-screen. If you export to file, you must designate the output path and filename to use.

- Click Save to return to the browser window.

Remember to save your stored criteria so your changes are not lost!

Once you have configured these settings, Harvest LIS will color and italicize the Edit Schedule and Options button label to indicate the presence of a schedule.

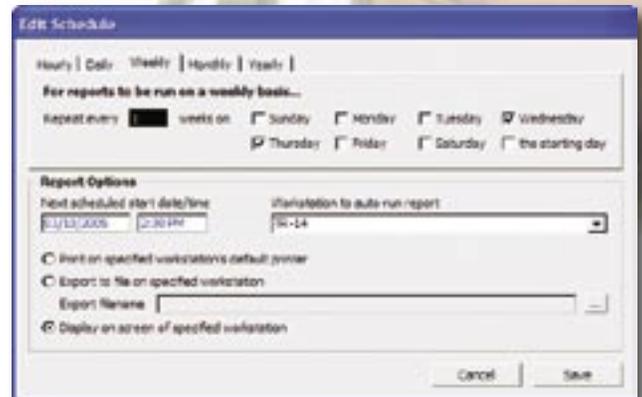
When a schedule has been defined, Harvest LIS will automatically run the browser query as defined by the schedule, and output the results as specified in your auto-run settings.

Always remember that when creating browser queries, we recommend that you use the "Use less memory..." option to optimize your queries and make more efficient use of the amount of RAM on your machine.

Other Enhanced Features in 6.5

Many other features will be available in 6.5, most of them requested by you, our customers:

- Configure up to 50 manual diff layouts per order choice, assigning defaults to individual users. (Yes, 45

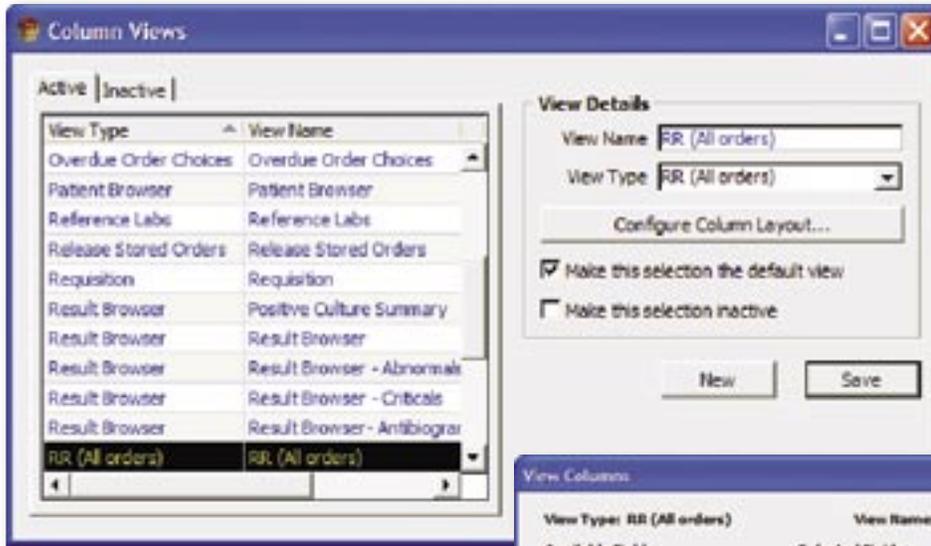


more than the five we reported in the Winter 2005 newsletter.)

- Define rules for automatic interpretation of manual sensitivities based on rules you define.
- Write rules to reflex microbiology tests to the electronic worksheet, based on the results of other tests present on the worksheet.
- Configure microbiology to be billed automatically, including IDs and sensitivities, eliminating manual steps.
- Enhance your system security by configuring Harvest LIS to lock user accounts after a specified number of unsuccessful sign-in attempts. You may configure an automatic unlock interval, as well.
- Use new icons for the Work Centers tool bar for commonly used Harvest LIS functions.
- Define configuration options for accepting cancellation messages from a host system: when order is unreleased, released but unapproved, or order is approved.
- Send reports via the Harvest LIS email module as PDF attachments.
- Attach additional order choices to an order from Review Results.
- Use ICD-9 codes as a condition in rules for CPT codes.
- Use Priority as a condition in rules for split orders.
- Use new optional columns with the Harvest LIS data browsers.
- Save and store your criteria for the Order Choice Utilization, Test Utilization, and Turnaround Time Reports. ...and much more! Watch for Harvest LIS 6.5 soon! 🍎

Using Column Views

The Column Views table allows you to customize to your lab's specific needs what types of information are displayed and how that information is sorted in many parts of Harvest LIS. You can access the Column Views table via the Table Setup window (File > Table Setup).



When the Column Views table opens, it displays all views that are currently configured. Harvest LIS comes preconfigured with default views for all parts of the application that use this function.

You may choose to edit one of the default views or you may create new, user-defined views that contain different columns and/or sorting. All views, both default and user-defined, are displayed in the View drop down list that appears on every Harvest LIS window that uses this function.

Editing Default Column Views

- Click once on the view in the Active tab. Harvest LIS displays the information for that view in the fields to the right.
- Click the Configure Column Layout button. The View Columns window appears. This window contains the specific column and sort settings that you may edit.
- In the View Columns window, there are three lists.
- Available Fields: The left-most list

displays all the possible fields (columns) that you may add to the view.

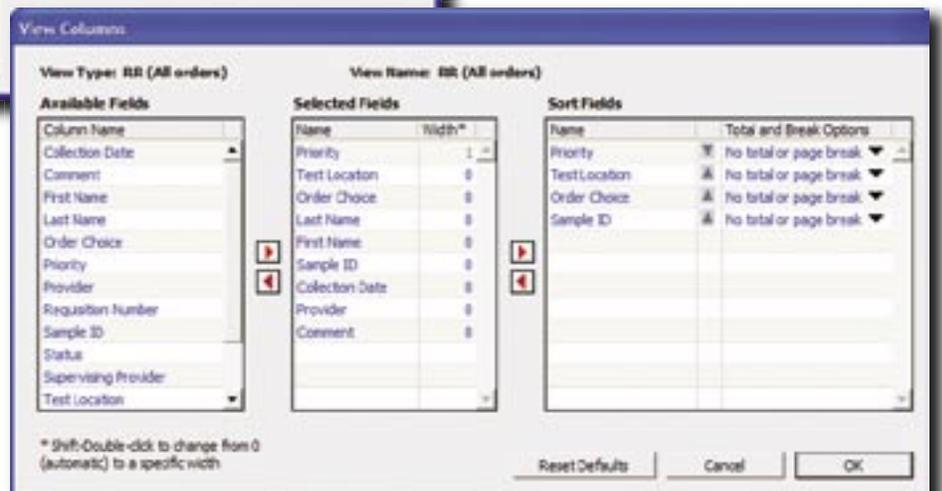
- Selected Fields: The center list displays the fields that are currently selected for use with this view.
- Sort Fields: The right-most list displays which fields Harvest LIS is using

Creating New Column Views

- Enter a name for the new view in the View Name field. (If you have a default view selected and want to create a new view instead, click the New button to clear the default and begin your new view.)
- Set the View Type field to tell Harvest LIS what window the view applies to.
- Click the Configure Column Layout button to configure your fields as described above.

Using Column Views

Two examples of how Column Views is especially helpful are configuring your Turnaround Time Report (TAT) and the Harvest LIS data browsers. In the TAT report, you can use



to sort data and the direction of the sort (ascending or descending). In Harvest LIS 6.5, additional settings have been added to this list: the ability to display totals and/or insert page breaks based on the content of the sort fields. This is especially useful for column views designed for Harvest LIS' data browsers.

- You can add columns to the various lists by clicking on the field in its current list and using the left/right arrows to move it to the desired list.
- Once you have added the desired fields to each list, click OK to return to the Column Views main window, and then click Save to store your changes.

column views to determine what time range you want to display, as well as the delta time within that range. In the data browsers, you can save the column view you want to use with your browser query's stored criteria. Also, the browser column views offer up to four optional columns for use. When you create your browser query, you can then assign what type of data these optional columns can contain.

As always, if you need help configuring Column View settings, you are welcome to call Orchard's Software Technical Support staff at (800) 571-5835. 🍎