

## Orchard Trellis: Software to Help You Manage, Administer, & Integrate Your POC Testing

Orchard Software listens to customers and to industry needs to grow and develop its laboratory software products. In response to the changes taking place in the industry, we have developed a new product, Orchard<sup>®</sup> Trellis<sup>™</sup>, designed for remote oversight of point-of-care testing (POCT). Trellis is a configurable POCT management and integration solution designed to meet unique POCT scenarios in bedside testing and near-patient testing.



### POCT in Today's Healthcare System

The shift to value-based, patient-centered care is increasing the demand and value of POCT as patient satisfaction scores and quality measures begin to influence reimbursements. POCT, in the appropriate patient care settings, offers opportunities to improve patient outcomes and satisfaction because of its rapid turnaround time and convenience. In specific scenarios, POCT can reduce significant downstream costs that far exceed the cost of the testing.

### The Many Challenges of POCT Administration

Laboratory professionals are all too familiar with the many challenges inherent to POCT implementation and management. One of the biggest challenges is that POCT administration is spread across multiple siloed locations often handled by non-laboratory-trained personnel. Additionally, consistency and continuity in oversight are often lacking, and variance in locations, operators, devices, and device capabilities makes POCT management complex. Further, testing may

be performed across multiple locations by various non-laboratory-trained operators. Of the many challenges, three categories have the broadest implications.

### Multiple Locations, Operators, & Devices

In a large integrated delivery network, managing several remote testing sites across multiple locations can involve hundreds of POCT devices with varying capabilities, as well as a multitude of different operators who must be trained and have ongoing assessments for each device type and test. POCT is often performed by nurses, radiologists, respiratory therapists, physicians, medical assistants, etc., with a broad range of education that further complicates POCT training and competency assessment tracking. Regulatory requirements for initial, six-month, and annual training, while clearly a good idea, place a burden on point-of-care coordinators (POCCs) who are organizing and coordinating training for hundreds of operators for multiple devices in remote locations. In many large organizations, this tracking has outgrown Excel spreadsheets and requires a software solution for completeness and accuracy.

### Connectivity & Integration

Advances toward an interoperable healthcare system include integration of POCT results in the patient EHR. This connectivity eliminates time and errors associated with manual entry and it automates the billing process. Furthermore, integrated POCT results can be included in data analytics used to risk stratify patients for population health management initiatives and other patient analytics projects. Still, many POCT results do not make it into the EHR in a useful format.

### inside this issue...

Tech Tip: Sending Text Messages through Email .....	5
Spotlight On: Shawn Russell.....	6
Where in the World is Orchy?.....	6
PAMA Cuts Laboratory Reimbursements .....	7
2018 Orchard User Group & Symposium.....	8
Population Health Management .....	8
Orchard Updates the ORC, Website, & Product Documentation.....	9
Orchard Strikes for Special Olympics Orchard Strikes for Special Olympics .....	9
Tech Tip: Added Export Option to Data Browsers.....	10
Harvest Auto-approval .....	10

See "Orchard's POCT Management & Integration Software" on page 2.

## Regulatory Requirements

Regulatory requirements for POCT rival those of any other laboratory testing, including the need to track quality control, device installation studies, and operator training and competency assessments. Laboratory professionals who understand POC test complexity and regulatory requirements can take ownership of POCT management to ensure it is leveraged to its maximum value.

## Orchard Trellis Functionality

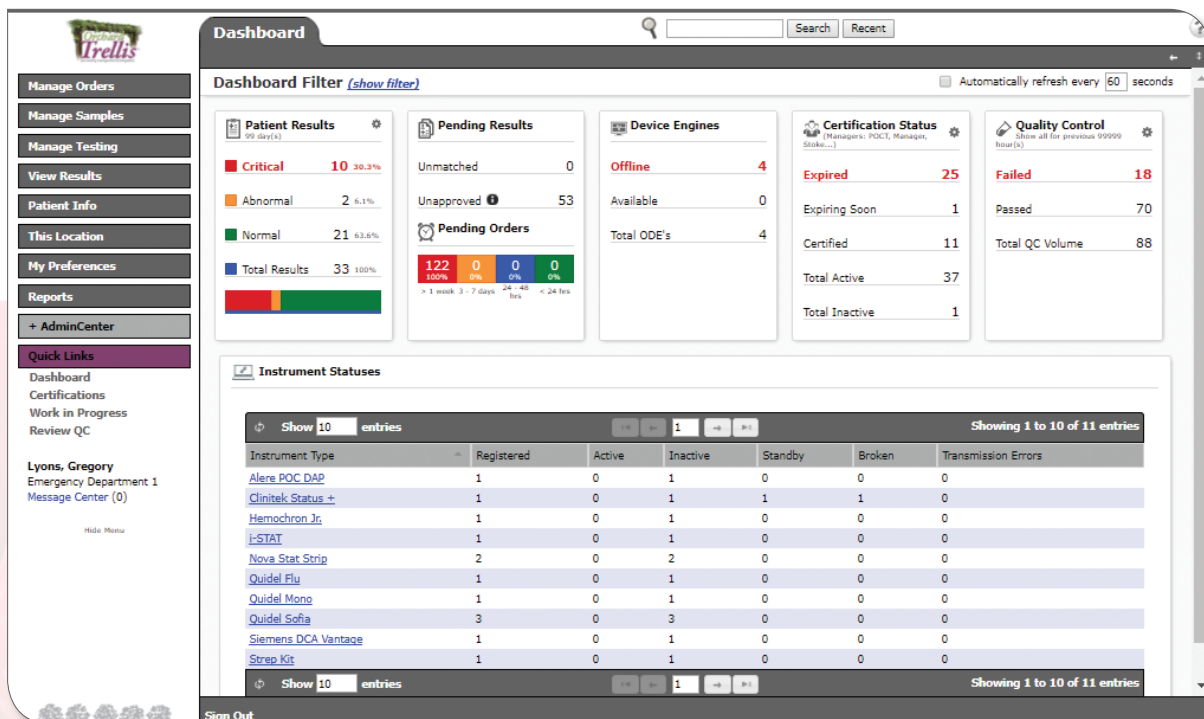
Centralized governance of the overall POCT program across a healthcare organization can alleviate many POCT challenges. Trellis solves many of the problems associated with POCT management by enabling remote oversight to track devices, operator certifications, and QC. Trellis also facilitates integration of POCT results into the EHR and supports automated billing.

## Remote Management of POCT

- Offers a high level of implementation flexibility to allow those managing POCT to oversee it from the convenience of a central location
- Allows remote tracking of training and competency assessment due dates for POCT operators in various departments across the organization
- Includes tables in the software for easy setup and configuration from a central location for all remote testing sites
- Enables POCCs to track competency assessments for all operators for each device type across multiple locations

## Automated Certification & Device Tracking

- Automate emails to notify operators of upcoming certification dates
- Customize additional text to provide further instructions
- Make bulk changes (e.g., recertify all staff selected for a specific date)
- Auto-calculate and update certification expiration dates for all operators
- Track operator certifications for manual POCT
- Display status of instruments, user certifications, QC statistics, and patient result statuses
- Display time elapsed for pending orders in an easy-to-view pie chart
- Restart interfaces and update handheld devices across the network
- Track all POCT devices via assignment of sequence ID numbers
- Specify that only certified operators can operate specific POCT devices
- Associate certified personnel with specific devices and locations
- Designate personnel authorized for software access versus POCT device access
- Configure POCT device settings specific to location, device, or group of devices



The Trellis dashboard offers a snapshot of instrument statuses, user certifications, QC statistics, and patient result statuses.

**Certifications**

Search [ ] Recent [ ]

Certifications Filter (hide filter)

Locations [ ] Operators [ ]

☒ Show active Operators only  
☒ Show active certifications only  
☒ Expired 25  
☒ Expiring Soon 1  
☒ Certified 11

Managers [ ]

☒ POCT Manager 2016200-001  
☒ Stuker, Nancy 2016033-038

Certifications Overview

Instrument Type [ ] Bulk Certifications Add One Week To Selected Recertify Selected New Certification Refresh

Total rows selected: 0 Clear

Show 10 entries Showing 1 to 10 of 37 entries

Select	Operator	Instrument Type	# Uses This Period	# QC This Period	Last Certification Date	Expiration Date	Active	Edit	History
<input type="checkbox"/>	McGourty, Jaime	AccuCheck CoaguChek	0	0	03/01/2017	02/28/2018	Yes	[Edit]	[History]
<input type="checkbox"/>	McGourty, Jaime	BC Act DIITS	0	0	03/01/2017	03/30/2017	Yes	[Edit]	[History]
<input type="checkbox"/>	Brode, Gwenn	BC Act DIITS	144	60	04/10/2017	12/09/2017	Yes	[Edit]	[History]
<input type="checkbox"/>	Lyons, Gregory	BC Act DIITS	40	81	04/25/2017	08/30/2017	Yes	[Edit]	[History]
<input type="checkbox"/>	MA, Mary, MA	BC Act DIITS	0	0	03/01/2015	03/13/2016	Yes	[Edit]	[History]
<input type="checkbox"/>	MA, Meredith, MA	BC Act DIITS	0	0	06/27/2017	12/26/2017	Yes	[Edit]	[History]
<input type="checkbox"/>	Brode, Gwenn	BC Act DIITS	94	40	11/27/2017	05/28/2018	Yes	[Edit]	[History]
<input type="checkbox"/>	Brode, Gwenn	BD Veritor	0	0	03/15/2017	07/05/2017	Yes	[Edit]	[History]
<input type="checkbox"/>	Lyons, Gregory	Clinitek Status +	123	0	09/20/2017	03/21/2018	Yes	[Edit]	[History]
<input type="checkbox"/>	MA, Mary, MA	Clinitek Status +	12	0	07/21/2016	07/27/2017	Yes	[Edit]	[History]

Show 10 entries Showing 1 to 10 of 37 entries

Sign Out

Track training and competency assessment due dates for POCT operators across departments and locations.

**Instruments**

Search [ ] Recent [ ]

Instrument List

☒ Show active only  
 Name [ ]  
 Location [ ]  
 Device Engine [ ]  
 Instrument Type [ ]

Add Refresh

Show 25 entries Showing 1 to 25 of 38 entries

Name	Device Engine	Instrument Type	Serial Number	Location	Date In Service	Active	Prevent Unsolicited Results	Inventory ID	ID
Alere POC DAP		Alere POC DAP	10933	Emergency Department 1	04/10/2017	Yes	<input type="checkbox"/>	ER DAP1	
AVOX 1	ODE-10001	Hemochron Jr.	AV120493	Cardiac Perfusion	07/18/2016	Yes	<input type="checkbox"/>	CPAV1	c9b83bd6-5659-405f-b77b-38099c14739c
AVOX 2	ODE-10001	Hemochron Jr.	AV120943	Cardiac Perfusion	07/18/2016	Yes	<input type="checkbox"/>	CPAV1	f23b003e-99ad-4edd-8165-d84c5de07f6e
BC Act DIITS		BC Act DIITS	12345	Oncology	01/05/2017	Yes	<input type="checkbox"/>	12343	
BC Act DIITS Cancer		BC Act DIITS	224356	Cancer Center	05/22/2017	Yes	<input type="checkbox"/>	CC1	
Clinitek 1	ODE-10001	Clinitek Status +	CT8765432	Emergency Department 1	07/19/2016	Yes	<input type="checkbox"/>	CT67890	c55d7e4d-d0f0-4268-823e-1e9a7e0b9f45
Clinitek 2	ODE-10001	Clinitek Status +	CT67891	Patient Service Center 1	10/04/2016	Yes	<input type="checkbox"/>	PSC 1	
Clinitek 3	ODE-10001	Clinitek Status +	345456-00	Emergency Department 2	10/04/2016	Yes	<input type="checkbox"/>	EDCT1	
Clinitek 4	ODE-10001	Clinitek Status +	345456-01	Urology	10/04/2016	Yes	<input type="checkbox"/>	URO1	
CoaguSense 1	ODE-10001	CoaguSense	1234-1	ICU	10/04/2016	Yes	<input type="checkbox"/>	CS ICU 1	
Hemocult Card		Hemocult Card	98876	OB/GYN	04/11/2017	Yes	<input type="checkbox"/>	OBGVN1	
Hemochron Signature Elite	ODE-10001	Hemochron Jr.		Emergency Department 1	09/26/2017	Yes	<input type="checkbox"/>		

Sign Out

Eliminate traditional lists of POCT devices by tracking POCT devices including device location, in-service date, status, and inventory ID.

## Options for POCT Order Entry

- Computerized provider order entry (CPOE) from an EHR
- Place orders directly in Trellis
- Receive unsolicited results from a handheld device and create an order choice based on the patient ID
- Support standard bar code label printing, allowing for positive sample ID

## Decision-support Rules for Improved Efficiency & Increased Productivity

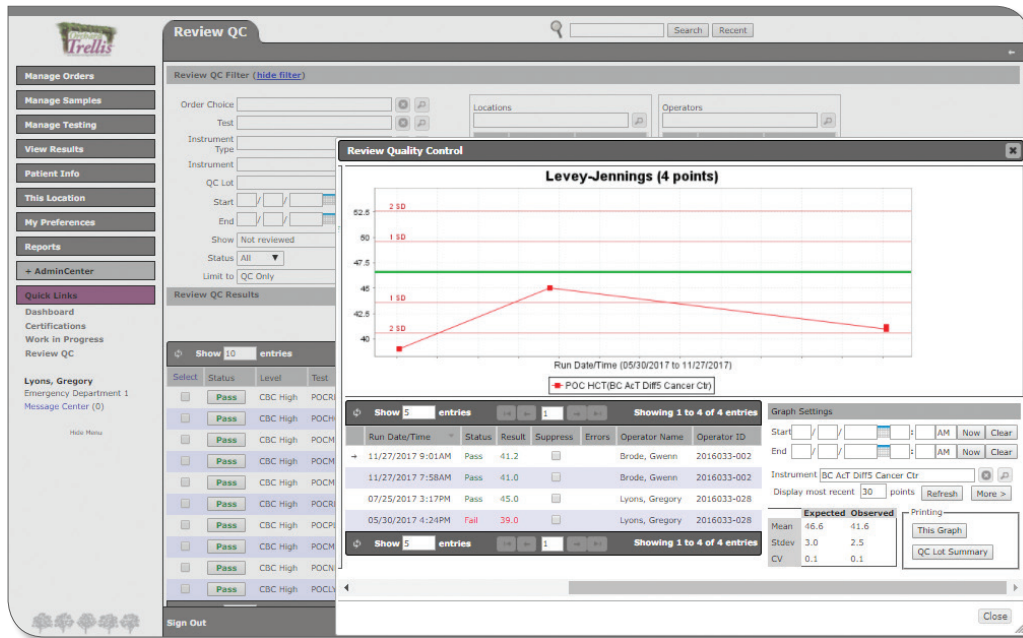
- Decision-support rules in order entry and for result evaluation
- Route orders to specific testing locations as needed
- Support auto-approval, allowing designated normal results to transmit to the EHR without further intervention

## Graph QC, Linearity, & Calibration Verification Values for POCT

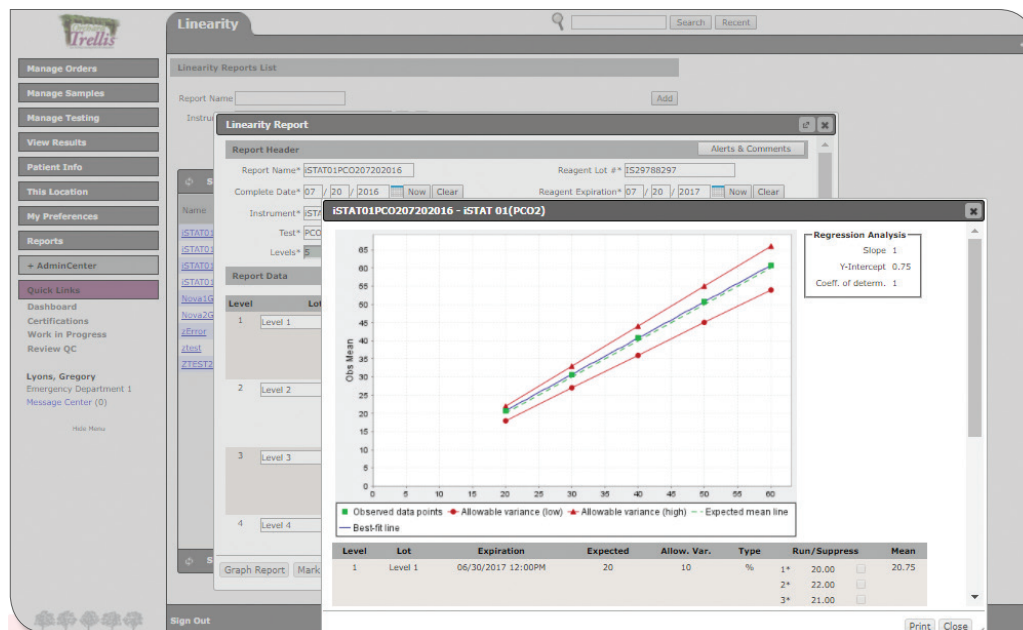
- Order QC manually or set up to auto-order at the desired frequency
- Prevent the release of patient results without acceptable QC
- Document and create inspection-ready linear regression graphs of an instrument's initial linearity study or calibration verifications, with slope, y-intercept, and coefficient of variation

See "Orchard's POCT Management & Integration Software" on page 4.





Trellis makes it easier to comply with regulatory requirements for QC; QC can auto-order and rules can prevent the release of results without acceptable QC.



Create inspection-ready linear regression graphs for initial linearity studies and calibration verifications.

## Benefits of Trellis POCT Connectivity

- Reduces manual entry errors and automates accurate billing
- Increases staff productivity
- Increases confidence in accurately entered test results and billing capture
- Reduces time spent manually entering patient results, resulting in cost savings
- Uses the Orchard Device Engine (ODE) to overcome integration difficulties associated with disparate devices and vendor ware

## Embedded Security Features

- Only allow users who are up to date on their certification to access specific POCT devices or perform specific tests for which they have been approved
- Automatically send operator shutout data to the POCT device if the device is capable of locking out non-certified personnel
- Users can scan their ID badges to log in, and the software **Change Log** tracks them as they access the system
- Designate personnel to differentiate between those who need access to the software and those who will only be accessing the POCT device

## Trellis Sets Up Labs to Add Value with POCT

Trellis' POCT integration and connectivity software enhances laboratory productivity by helping to manage an expanding POCT program without additional staff. In today's complex healthcare arena, both remote access to manage POCT and POCT integration are imperative to maximize the value that POCT can contribute to improving patient outcomes. 🍏

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View the newsletter online at: [www.orchardsoft.com/newsletters](http://www.orchardsoft.com/newsletters).





# Tech Tip: Sending Text Messages through Email

Orchard® Harvest™ and Orchard® Pathology have the ability to send a text message through your email server. This provides a quick way to receive an alert based on the conditions of rules.

## Text Message Email Setup

To set up text messaging through email, you must have the email server set up on the **Email** tab of the **Preferences** window. The email server must be configured to allow SMTP messages. Your IT department will need to set this up. For more information or assistance with the Harvest or Pathology settings, Orchard Technical Support is available at (800) 571-5835.

You can send text messages as part of an action for order entry, result approval, and result evaluation rules.

Within the rule setup, the **Actions** tab has a **Text Alert** button. Click this button to open a window where you can enter the phone number, carrier, and message text that will be sent based on the conditions of the rule. Harvest and Pathology have already provided the four major carriers and their configurations for SMS domain. If your carrier is not listed, you can add it to the drop-down list using an Advanced Configuration Option (ACO), as long as you know the correct email domain:

## [Result Evaluation]

AdditionalTextCarriers=[<CarrierName1>: <CarrierDomain1>]  
[<CarrierName2>: <CarrierDomain2>]<CarrierName#>:  
<CarrierDomain#>

Harvest and Pathology offer field codes to pull order-specific information into the text message body. This allows you to customize your text messages to be more identifiable when a text alert is received.

Please note that the text messages are limited to 160 characters. This is important to consider when adding field codes; you must accommodate for the potential maximum length of the field so that the message is not truncated.

Once you complete the **Text Alert** window and the remaining rule setup, save the rule and test its execution with your workflow. 🍎

# Spotlight On: Shawn Russell, Call Center Manager



Shawn Russell, Call Center Manager in the Operations department, has been with Orchard Software six years. He is a graduate of Ball State University, where he acquired a Bachelor of Science in computer technology, with a minor in business administration.

## What Shawn Does for Fun

Shawn and his wife, Amanda, have been married six years. Amanda is a fifth-grade teacher who coaches volleyball, basketball, and track. Shawn also enjoys coaching and has coached different sports throughout the years, including middle school baseball, basketball, and varsity baseball. He also likes working outside and woodworking projects. Shawn and Amanda both love to attend sporting events as much as possible and to spend time with their 11-year-old Weimaraner, Sadie

## Q&A with Shawn

### Office nickname?

Coach

### Favorite movie?

Hoosiers

### Favorite sport?

Basketball

### People would be surprised if they knew:

Fifteen years after graduating high school, I still hold a few receiving records for football.

### What is the funniest thing that has happened to you recently?

While coaching a basketball game, the seat of my pants ripped out.

Luckily, there was a store nearby, and my wife was able to get me another pair of pants to wear for the rest of the game.

### What is on your bucket list?

Attending a Purdue football and basketball game at all Big 10 schools.

### What is your personal motto?

No matter the outcome, there is always room for improvement. 🍎



## Where in the World is Orchy®?

The last time we saw Orchard Software's famous mascot, Orchy®, he was dining with the creatures that call the Galápagos Islands home. Orchy swam with seals, dined with tortoises, and was amazed by the beauty of the turquoise feet of the albatross. He is happy to report that his bucket list is growing smaller.

## Congratulations, Desiree!

Desiree Shorey from Northwest Physicians Associates, P.C., correctly guessed Orchy's location and has won the drawing for the Orchy prize package.

## Orchy Takes a Science Trip

When we recently spoke to Orchy, he described a futuristic, scientific, neither-tower-nor-pyramid structure. Made up of spheres and tubes, it is said to resemble the shape of a unit cell of an iron crystal magnified 165 billion (thousand million) times. The building, started in 1956, was completed in 1958 for the Expo 58 World Fair. Beloved by the people in its country, it will remain a permanent landmark. Some say it symbolizes science, while others say it represents progress and peace. Orchy thinks that no matter what you take away from it, this landmark is amazing.

If you think you know where Orchy is located, please send your answer to [news@orchardsoft.com](mailto:news@orchardsoft.com) by March 30, 2018, to be eligible to win an Orchard prize package. 🍎



\*Orchy is a trademark of Orchard Software Corporation for installation of laboratory software and technical support services, namely, troubleshooting of computer software problems; maintenance of computer software.



# PAMA Cuts Laboratory Reimbursements

In 2018, laboratories need to be aware of progress on the Protecting Access to Medicare Act of 2014 (PAMA), which mandated that the CMS establish market-based laboratory reimbursements. PAMA was initiated to replace the Sustainable Growth Rate (SGR) (physician reimbursements), and lab provisions were added without any opportunity for comment or discussion from the lab industry. The PAMA Final Rule, published in June 2016, has sparked apprehension across the industry.

## Questionable Methods Determine New Fee Schedule

PAMA is one of the biggest lab industry upsets of all time, and failure to repeal or delay its implementation has concerned many in the industry. Part of the controversy is that “applicable labs” that were required to report their payer reimbursements to determine the new pricing were from a very limited portion of the market. Applicable labs were defined as those receiving more than 50% of Medicare revenue from the Clinical Laboratory Fee Schedule (CLFS) or Physician Fee Schedule (PFS), with an annual minimum of \$12,500 in reimbursements. This definition eliminated almost all hospital labs and resulted in new pricing being based on less than 1% of the total laboratory market.<sup>1</sup> Additionally, it has been suggested that an onerous process for data submission resulted in incomplete and inaccurate data, further skewing the market-pricing determination.<sup>2</sup> These factors put many in the industry up in arms over the slanted data used for the updated fee schedule and raised concerns over the effect on patient care if lab access decreases in certain areas.

## Effective January 1, 2018: 75% of Reimbursements Decrease

In spite of industry apprehension, the Centers for Medicare & Medicaid Services (CMS) published the newly proposed CLFS in September 2017, with significant cuts slated for many of the high-volume routine tests (e.g., chemistry, immunochemistry, and hematology). In all, 75% of tests on the CLFS are reduced as a result of the market-based pricing scheme.

An updated estimate from the CMS predicts that PAMA cuts will result in Medicare Part B reductions of around \$670 million for 2018. In addition, for labs whose testing menu consists mainly of the top 20 highest-volume tests, reimbursements for this test group are expected to be cut by an average of 28% by 2020. Concurrently, reimbursements for molecular tests are slated to increase, paving the way for price increases for proprietary genetic and molecular tests.

## ACLA Sues HHS Over “Unfairness” of PAMA

In December 2017, the American Clinical Laboratory Association (ACLA) sued the U.S. Department of Health and Human Services (HHS), claiming that the data reporting system was flawed and inaccurate, the rule does not meet the CMS’s original intent in creating PAMA, and the new pricing will likely result in market disruption.<sup>1</sup> It is thought that because of the flawed definition of applicable labs and the burdensome reporting system, the data used to create the market-based lab pricing does not accurately represent laboratory reimbursements. Even though more than 261,500 laboratories received Medicare payments in 2015, only 1,942 reported their data.<sup>1</sup> Interestingly, this means that 80% of the test volume used to determine the new pricing is based on LabCorp and Quest rates.<sup>1</sup> Even so, LabCorp has also spoken up in support of the ACLA lawsuit.

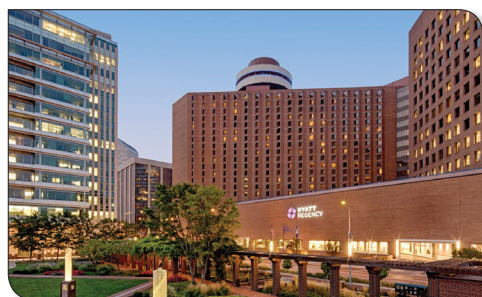
## Concerns about Patient Access to Lab Testing

As a result, labs that are running with a low profit margin and whose organization is not involved in value-based reimbursements will feel the biggest impact. In particular, labs in rural areas with high volumes of Medicare patients will experience a greater percentage of cuts. There are predictions that many smaller, independently owned labs will come under the umbrella of the two largest reference laboratories, LabCorp and Quest, in order to survive. These two big reference labs currently hold 27% of the lab market share.<sup>3</sup> Laboratory professionals need to be aware of how PAMA reimbursement changes will affect their laboratory and plan budgets and testing menu updates accordingly. 🍏

## Notes

1. Philippidis, A. (2017, December 14). Clinical lab group sues HHS over proposed PAMA 2018 Medicare rates. Clinical Omics. Retrieved from <https://clinicalomics.com/articles/clinical-lab-group-sues-hhs-over-proposed-pama-2018-medicare-rates/1396>
2. Michel, R. (2017, October). For top 20 tests, CMS to cut payment by 28% in 2018-2020. The Dark Report. Retrieved from [www.darkreport.com](http://www.darkreport.com)
3. Fong, T. (2017, May). The PAMA effect: Consolidation of clinical labs expected as legislation set to take effect. 360Dx. Retrieved from <https://www.360dx.com/regulatory-news/pama-effect-consolidation-clinical-labs-expected-legislation-set-take-effect>

# 2018 Orchard User Group & Symposium



Visit our website to register now for the 2018 Orchard User Group & Symposium, held at the **Hyatt Regency** in downtown **Indianapolis, Indiana**, on **June 20 & 21**.

This event is designed for both current and prospective users, providing each with an opportunity to gain more in-depth information about the healthcare industry as it relates to the laboratory, Orchard Software, and Orchard's various lab information system products. You will also be able to meet with Orchard employees and network with other Orchard Software users.

## Empowering Information & P.A.C.E.® Credits Available

Orchard's User Group & Symposium is a two-day conference. You can attend day one, day two, or both. All sessions qualify for P.A.C.E.® credits toward continuing education requirements.

- **Day One** offers informative, educational opportunities that explore effective strategies and initiatives that laboratories can incorporate to showcase their value and thrive in a value-based healthcare model.

- **Day Two** provides opportunities for attendees to learn how to maximize the use of Orchard's products and develop new ways to demonstrate the direct influence laboratories have on positive patient outcomes and cost efficiency.

## Hotel & Logistical Information

There is no charge to attend the event, and breakfast and lunch are included; however, attendees are responsible for the cost of travel, lodging, and additional meals.

For your convenience, we have a block of hotel rooms available at \$169 single/double plus tax. The deadline for this special rate is May 14, 2018 (subject to availability). Visit [www.orchardsoft.com/symposiums](http://www.orchardsoft.com/symposiums) for more information and for the link to reserve your room. You may also call **(317) 632-1234** to make your reservation. Be sure to let the hotel know you are attending the Orchard Software User Group & Symposium to obtain the negotiated rate.

## Registration Is Open

For more information on this event or to register, visit our symposium page at [www.orchardsoft.com/symposiums](http://www.orchardsoft.com/symposiums), or contact your Orchard Account Manager at **(800) 856-1948**. We look forward to seeing you there! 🍏

# Population Health Management & the Lab

With shifting priorities in the healthcare environment, the way that laboratories provide value is evolving. Orchard Software understands the importance of keeping laboratory professionals informed. That is why we continue to create complimentary resources with the laboratory in mind. Our newest white paper discusses the growing practice of population health management (PHM) and encourages laboratory professionals to contribute in new ways that demonstrate their value.

## PHM Gains Popularity

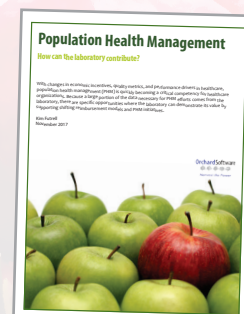
With changes in economic incentives, quality metrics, and performance drivers in healthcare, PHM is quickly becoming a critical competency for healthcare organizations. Our white paper discusses the essential components of a PHM program and advances in the health information technology (HIT) tools that are enabling PHM. It also provides a PHM case study with lab involvement.

## How the Laboratory Can Contribute to PHM

The lab is the "gatekeeper" for a large portion of the data necessary for PHM. This leads to specific opportunities where labs can support shifting reimbursement models and PHM initiatives, positioning themselves for success in value-based care. Read our white paper to learn more about how the laboratory can support PHM to promote the full value of the laboratory and its data.

## Download Your Free Paper Today

This paper joins all of Orchard's white papers available for download at [www.orchardsoft.com/whitepapers](http://www.orchardsoft.com/whitepapers). As always, Orchard is invested in the laboratory and its changing needs, and is proud to present the latest addition to our white paper series to support and educate those in the industry. 🍏





## Exciting Updates for the ORC, Our Website, & Product Documentation

We may be turning 25, but we are still actively growing new things. In addition to our newly enhanced version of Orchard® Trellis™, and in conjunction with our 25<sup>th</sup> anniversary on July 1, we will be upgrading the Orchard Resource Center (ORC), launching a new corporate website, and enhancing our product documentation system.

### The ORC Is Becoming...the ORC

We are excited to announce that we are expanding the Orchard Resource Center to become Orchard Resource Central. It will still be the “ORC” you rely on, but we have been working diligently to upgrade the technical foundation of this tool, preparing for several enhancements you will be seeing in the coming months.

On July 1, we will launch a new ORC portal, a streamlined homepage, and upgraded self-service account management tools. We will also take the initial steps in moving our existing online help and product knowledge base into the new Product Center repository (see “An Expanded Product Center Is Coming”).

### A New Look in the Orchard

In addition to the upgraded ORC, our corporate website is getting a new look. You will have to wait for our anniversary to see the new site, but we are eager to share these changes with you, so attendees of this year’s User Group & Symposium will get a sneak peek. As the launch approaches, watch this newsletter and the ORC for more details about the changes and any steps you will need to perform to take full advantage

of our expanded online offerings. We will have several resources available to make the transition as smooth as possible. In the meantime, if you have any questions, please contact your Orchard Account Manager at **(800) 856-1948**.

### An Expanded Product Center Is Coming

As our product documentation and eLearning resources continued expanding, we saw the need to make some foundational changes to our help system. In addition to the ORC portal and homepage changes mentioned above, we are beginning to port our product documentation to the ORC. Once there, our software will link users to this centralized online help location. Trellis already uses this system, and Orchard® Copia® users will see this change when they upgrade to the January 2018 (or later) release of the software.

We understand this is a major change to how you access help, but we are setting the stage to make some incredible enhancements to product documentation. Over the coming months, documentation updates will include expanded technical and user manual sections, additional embedded eLearning videos, and enhanced search capabilities.

Visit the ORC to view additional details and video tutorials on using the system. As you do so, please email us at [documentation@orchardsoft.com](mailto:documentation@orchardsoft.com) to let us know what we can do to make our online product documentation even better. We greatly appreciate your feedback! 🍏

## Orchard Strikes for Special Olympics



Orchard Software is a proud supporter of Special Olympics Indiana, a not-for-profit organization that provides year-round sports training and athletic competition for individuals with intellectual disabilities.

### Raising Money for Special Olympic Athletes

This past November, Orchard sponsored and participated in the Fourth Annual Strikes for Special Olympics Indiana. The bowling event helps in the continued effort to raise awareness and funds for these wonderful athletes. This event is part of the Law Enforcement Torch Run for Special Olympics Indiana. This is a program where law enforcement across the state raise funds and awareness for Special

Olympics athletes. In the last four years, the event has raised close to \$70,000 dollars for more the 12,000 Special Olympic athletes across Indiana. 🍏

“It has been a great joy partnering with Orchard Software over the past four years. Your amazing support of not only the bowling fundraiser but the athletes has been outstanding and greatly appreciated. Over the last couple of years, we have raised over \$70,000 to support athletes statewide. It has been a pleasure to work with Orchard as the chairman of the event, and I look forward to continuing our partnership in helping the outstanding athletes.”

—Officer Josh Chapman, Event Chairman

## Tech Tip: Added Export Option to Data Browsers

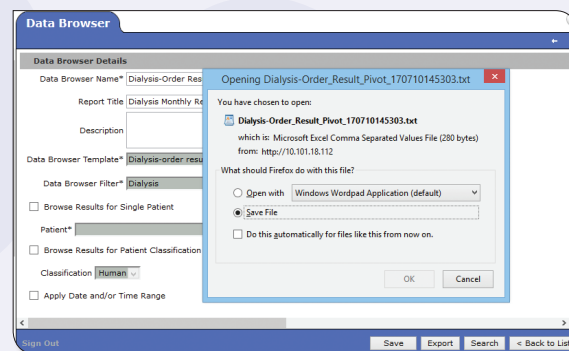
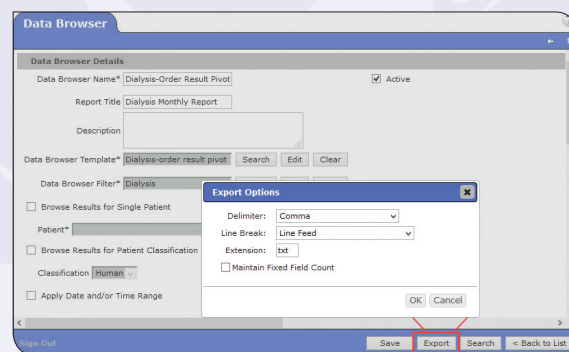
We added the **Export** button to the **Data Browsers** details page in Orchard® Copia® and Orchard® Trellis™. Now users can directly export the data browser results instead of searching for results, waiting for them to load on the window, and then exporting them.

### Steps to Add the Export Option

1. Click **Export** instead of **Search** when editing on the **Data Browsers** details page.
2. On the **Export Options** pop-up, set the **Delimiter**, **Line Break**, and **Extension** for the export file, and select the **Maintain Fixed Field Count** setting.
3. Click **OK** to accept the settings.
4. Copia and Trellis run the data browser results directly to the export file with the settings you selected on **Export Options**.

### Export Option Saves Time

Save time by combining the export into one step. Previously, if the data browser was not scheduled, users had to run the search to display records before exporting those results. Now you can capture larger data results without the risk of a failure due to displaying thousands of rows to a browser page. 🍏



## Harvest Auto-approval

In today's healthcare environment, numerous dynamics place pressure on clinical laboratories. An aging workforce, decreased numbers of employees entering laboratory medicine, constant pressure to reduce costs, and diminishing revenue streams are just a few. Orchard Software is cognizant of these concerns, and one of our goals is to provide tools to help our customers meet these challenges head-on by improving workflow efficiency.

### Use Auto-approval to Increase Lab Efficiency

Auto-approval is a process that uses rules to approve clinical laboratory test results without manual intervention by a person. When auto-approval is used to approve "normal" results, laboratory staff can concentrate on samples producing abnormal or critical results. The benefit of implementation allows the laboratory to improve efficiencies, do more with less, save time, and save money.

### Match Auto-approval Setup to Your Lab Needs

Orchard® Harvest™ can facilitate auto-approval of laboratory results using several configurable options based on each laboratory's unique needs. Auto-approval in Harvest works exactly how it sounds; it allows the system to automatically approve results coming from either an instrument or HL7 interface. Because this function only applies to test results from an interface, results that are manually entered are not subject to automatic approval.

Harvest allows the laboratory to choose the levels and types of results that are eligible for auto-approval. These options include enabling auto-approval for in-house and/or reference laboratory testing, auto-approval system-wide, and more granular control of auto-approval at the order choice and/or test level. Because of this wide variety of options, the laboratory must make several decisions about the auto-approval configuration.

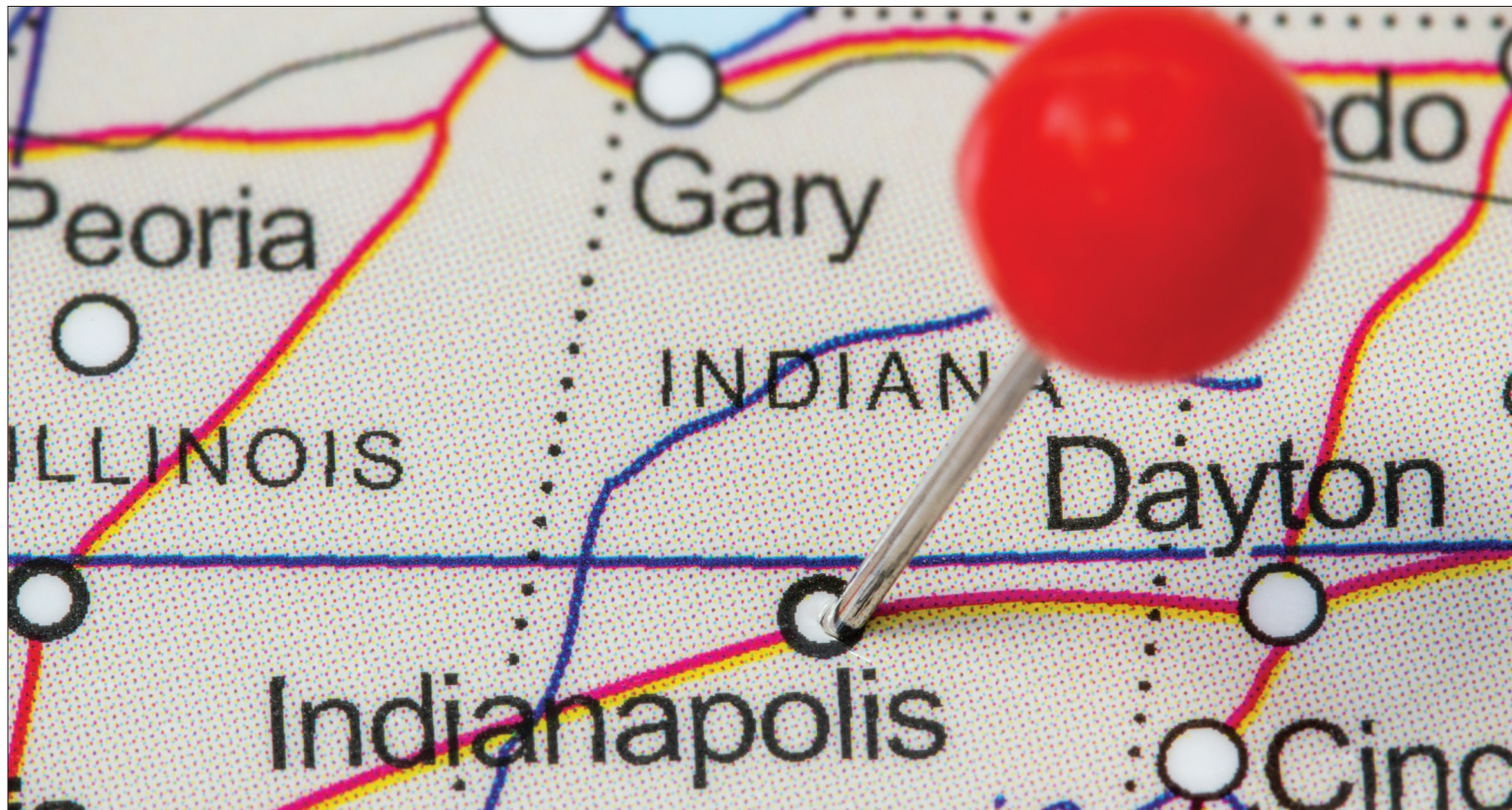
### Reach Out to Orchard If You Need Assistance

Harvest's powerful result evaluation rules engine drives the auto-approval process. Depending on the breadth and depth of the laboratory's desire for auto-approval use, hundreds of rules might need to be configured. If your laboratory would like to implement auto-approval, or expand its existing auto-approval, contact your Orchard Account Manager at (800) 856-1948 to discuss any resources we can provide to assist you with this process.

### Free Up Valuable Tech Time

Using auto-approval can free up valuable tech time for other intensive job duties, and laboratory productivity can improve without adding FTEs. Depending on your lab menu and patient population, 40% to 80% of results can qualify for auto-verification. 🍏





# BACK HOME AGAIN – JOIN US IN DOWNTOWN INDIANAPOLIS

## Orchard's 2018 User Group & Symposium June 20-21

We are pleased to announce the dates and location for our 2018 annual User Group & Symposium. The event will be held at the Hyatt Regency in downtown Indianapolis, Indiana, on **June 20 & 21**.

Our User Group & Symposium is designed for current users and prospective users alike, providing each with an opportunity to learn more in-depth information about the lab industry, Orchard Software, and Orchard's various lab information system products. The symposium also offers an opportunity to meet Orchard employees and other users of Orchard Software systems.

Registration is now available. For more information on this event—the agenda, registration, and hotel accommodations—visit our symposium web page at [www.orchardsoft.com/symposiums](http://www.orchardsoft.com/symposiums). Or contact your Account Manager at (800) 856-1948.



**Registration Now Open!**





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## Registration Now Open! Orchard's 2018 User Group & Symposium, June 20-21

### 2018 Orchard Software Event Calendar

Date	Trade Show/Event	Location
3/5 - 3/9/2018	HIMSS	Las Vegas, NV
4/5 - 4/6/2018	Clinical Laboratory Collaborative Conference (CLCC)	Northglenn, CO
4/8 - 4/11/2018	Netsmart CONNECTIONS	Phoenix, AZ
4/12 - 4/15/2018	American Organization of Nurse Executives (AONE)	Indianapolis, IN
5/6 - 5/9/2018	CLMA KnowledgeLab 2018	Long Beach, CA
5/30 - 6/2/2018	COLA Symposium	Miami, FL
6/2 - 6/5/2018	APHL Annual Meeting	Pasadena, CA
<b>6/20 - 6/21/2018</b>	<b>Orchard User Group &amp; Symposium</b>	<b>Indianapolis, IN</b>
7/29 - 8/2/2018	AACC Clinical Lab Expo	Chicago, IL
10/3 - 10/5/2018	ASCP 2018 Annual Meeting	Baltimore, MD
10/20 - 10/24/2018	CAP18—The Pathologists' Meeting	Chicago, IL