



Business Running Smoothly at Cumberland Medical Laboratories

For 33 years, Cumberland Medical Laboratories, an independent private laboratory, has been locally owned and has served the community of Somerset, Kentucky, and its surrounding areas. The lab plays an essential role in the area, as it links its rural population to accessible healthcare services and provides services to the many tourists visiting Somerset. In 1950, the completion of Lake Cumberland (one of the largest man-made lakes in the world at 101 miles in length and an average depth of 85 feet) transformed Somerset from a sleepy rural community into one of the largest recreation centers in Kentucky, drawing more than 1.7 million visitors yearly.

Cumberland currently supports over 150 doctors in central Kentucky and multiple doctors around the nation. Charolette Leis, General Manager at Cumberland, says, "We serve a region that has a great need for us. We keep patients from having to travel for testing." Charolette has been at Cumberland since January 1980, and is proud of the lab and the scope of services it provides. "We care about our patients," says Charolette. "They are truly our friends and neighbors."

The staff at Cumberland takes a hands-on approach when it comes to relationship management. "We make sure our doctors and patients know us by name," remarks Charolette. With a staff of 18 and two pathologists, Dr. Marilyn McMillen (owner and medical director) and Dr. Al Perkins (associate pathologist), Cumberland runs approximately 300,000 tests annually that range from clinical, to cytology and



Members of the Cumberland Medical staff, from left to right: Lorie Monroe, Nicole Singleton, Debbie Buster, Thelma Dalton, Jacque Zimmerman, Cathy Stringer and Charolette Leis, dress up for lab week. The lab held a contest and encouraged employees to design their own lab coats.

surgical specimens. "We pride ourselves on having a quick turnaround time," says Charolette. "It is important to us because it provides an opportunity for overall better patient care." Charolette says the quick turnaround time is in part due to the implementation of their Orchard® Harvest™ LIS and Orchard® Pathology system.

Harvest LIS was the first LIS installed at Cumberland. In 2003, the lab needed to find an LIS. "It was getting scary and the paperwork was horrendous," says Charolette. "Our QC was extremely hard to manage!" After consulting the annual LIS survey in the November issue of CAP Today for guidance, a committee from the lab selected a few LIS vendors to come on-site for demonstrations. "Our Orchard sales rep was an asset to our lab staff,"

recalls Charolette. "Unlike the other reps, besides just saying the software could do something, our Orchard rep

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showed us how it could be done. He would listen to us and then show us a practical use within the software to address our concerns.” Charolette says she and the staff at Cumberland have found that is what it has been like working with Orchard for the last six years. “If we need something, Orchard finds a way to get us what it is that we need.”

Since implementing Harvest LIS in 2003, Cumberland has grown to use other Orchard products like Orchard Pathology and Orchard® Harvest™ Webstation. “We actually pushed the development of Orchard Pathology,” explains Charolette. “We bought it before it was fully workable.” Now Cumberland cannot imagine life without Orchard Pathology. “Orchard Pathology made cytology and AP much easier. The regulations associated with the cytology part of AP are such a monster! But with Orchard Pathology it has become less of a beast,” says Charolette.

Expanding the use of Orchard’s products has really helped streamline the workflow at Cumberland. Charolette and the staff say that the doctors really



Orchard’s unofficial mascot, Orchy, continues to travel. Last newsletter, Lisa Hubbard of Missouri Cancer Associates in Columbia, Missouri, knew that he was adding Antarctica to the list of continents he’s visited, but now Orchy is back in North America. If you can identify where Orchy is visiting, send your answer to news@orchardsoft.com by September 1 to be entered in a drawing to win an Orchard prize package. Sign in to the Orchard website to see where in the world Orchy has been lately! 🍷



Lauri Evans: Senior Software Test Analyst

Lauri Evans is a Senior Software Test Analyst and has been with Orchard Software since 2004, though she has worked in software validation for over 13 years. Lauri graduated from Indiana State University in Terre Haute, Indiana, with a Bachelor of Science in Information Systems.

Lauri’s hobbies include photography, traveling, and scrapbooking. She loves cooking out with her family and has been married to her husband James for 18 years. They have two sons, Austin (13) and Garrett (5). James is a travel league football coach, a little league baseball coach, and a 7th grade middle school football coach, so much of their time is spent at ballparks. Lauri makes videos of the games for the football league and is a team mom for the baseball association. 🍷



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Tech Tip: Adding Color to Text of Cells in Column Views

Harvest LIS uses color to help alert you to many different conditions throughout the application. It will colorize/italicize the text on many buttons when there is pertinent information available. In Review Results, order choices are color-coded based on their priority, and test results are blue, red, or red/bold if they are normal, abnormal, or critical. A test result backlit in yellow is a visual cue that a result evaluation rule has fired. In Results Explorer, an order that is red and italicized indicates there are links attached to it.

You can also selectively apply coloring to many windows in Harvest LIS using the color view Advanced Configuration Options (ACOs). The color view ACOs allow you to change the text color or background color of rows or cells containing text values on specific windows or all windows in Harvest LIS.

2. Settings that apply only to one window.

Once you enable color view, Harvest LIS will check for an ACO section specific to each column and view being processed:

```
[Color View <column name>]
ApplyTo=Cell (or Row or
BackCell or BackRow)
```

If this isn't found, Harvest LIS looks for an ACO entry that is specific to the view type:

```
[Color View <view type name>]
<column name>]
ApplyTo=Cell (or Row or
BackCell or BackRow)
```

To construct your ACOs correctly, replace <column name> with the name of the column in the column view exactly as shown on the screen. If you wish to apply color to a specific column view, replace <view type name> with the name of one of the supported column

must contain three settings: ApplyTo, MatchType, and Text_<text_string>.

ApplyTo may be set to Cell, Row, BackCell, or BackRow. The Cell and Row options change the font color of the cell or row, and the BackCell and BackRow options leave the font color unchanged and change the background color of the cell or row.

MatchType may be set to Exact or Contains.

Text_<text_string> is the text to search for and the color to apply if that text is found. There may be more than one of these entries so that more than one text value can be colored. Note that the Text_<text_string> option must have spaces replaced with underscores, since ACO settings may not contain spaces. Valid colors are green, white, black, blue, yellow, magenta, red, cyan, gray, and light gray.

Example 1

Our first example came from a question in a user group post: they wanted to colorize their QC order choices in Review Results to make them easier for the techs to spot. Because they didn't

See "Adding Color" on page 4.

Supported View Types

Collection List	Patient Browser	RR (Orders with results)
Completion Report	Result Browser	Release Stored Orders
Deliver Finished Results (All views)	Overdue Order Choices	Send to Host
Order Browser	Rejected Orders Log	TAT Report (Results)
Order Choice Browser	RR (All orders)	WIP (Order Choices)

Configuration

Since this feature can slow down performance slightly, it must be enabled with a single ACO:

```
[Color View]
Enable=true
```

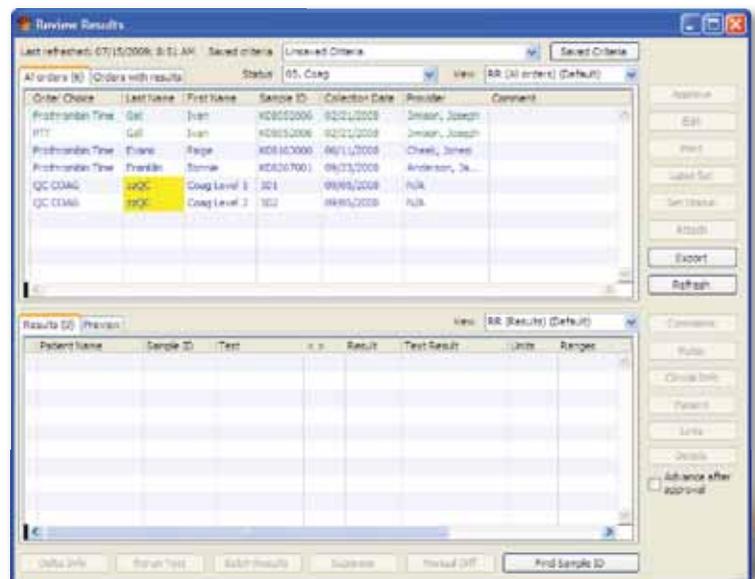
Because you are likely to use this feature throughout your laboratory, put this setting on your System-Wide tab.

Setting the color view options is tied directly to column views. Color view is supported in the view types as noted in the table above.

There are two ways to use color view:

1. Settings that apply to all supported windows.

view types as shown in the Column Views table. If the view type name or column name contains spaces, leave them intact. If this ACO is not found in either section, the column will not be changed. If it is found, all other settings in this section are applied. Each setting



Example 1: Colorized Cells in Review Results

Contact Your Account Manager to Reserve Your Seat in Advanced User Training

It is never too early to reserve your seat in an Advanced User Training class as they fill up fast! Orchard's Advanced User Training keeps you up-to-date on all the latest product features and helps you get the most from your Harvest LIS. Advanced Training classes are P.A.C.E.® accredited and attendees can earn 30 contact hours upon completion, all while networking with fellow Harvest LIS users.

Classes for 2009 are nearly full, so be sure to contact your Account Manager for more information regarding available training dates.

For those of you in the west, we recently added a new member to the Account Management team. Ryan Hays has been promoted and has joined our Account Management team as the representative for the Western portion of the U.S. Ryan and the rest of our Account Management team (Amanda McGibbon, Corry Stalcup, Emily Daniels, and Susan Oman) are always available at **(800) 856-1948** to answer your questions or to help you reserve your spot in our training classes. 🍓



Swarming Bees Take a Rest at the Orchard!

They say honey bees like to build their hive close to an orchard or fields of clovers, and this spring we had a few visitors in search of a new home. For some of us city-folk, this was our first opportunity to witness swarming bees.



Hundreds of bees swarm outside Orchard's back door.

Did you know that swarming is the natural means of reproduction of honey bee colonies?

Per the beekeeper that came to rescue us and relocate our visitors, when a colony of bees outgrows their nest, the hive will send out the queen bee with worker bees in tow. This process is called swarming. Afterswarms are usually smaller and are accompanied by one or more virgin queens. Sometimes a virgin queen may stay behind with the remaining worker bees to continue life in the old hive and other times the beehive will swarm multiple times until it is almost totally depleted of workers.

Swarming is a vulnerable time in the life of honey bees. The swarm is provisioned only with the nectar or honey carried in their stomachs, and they will starve if they do not quickly find a home and more nectar stores.



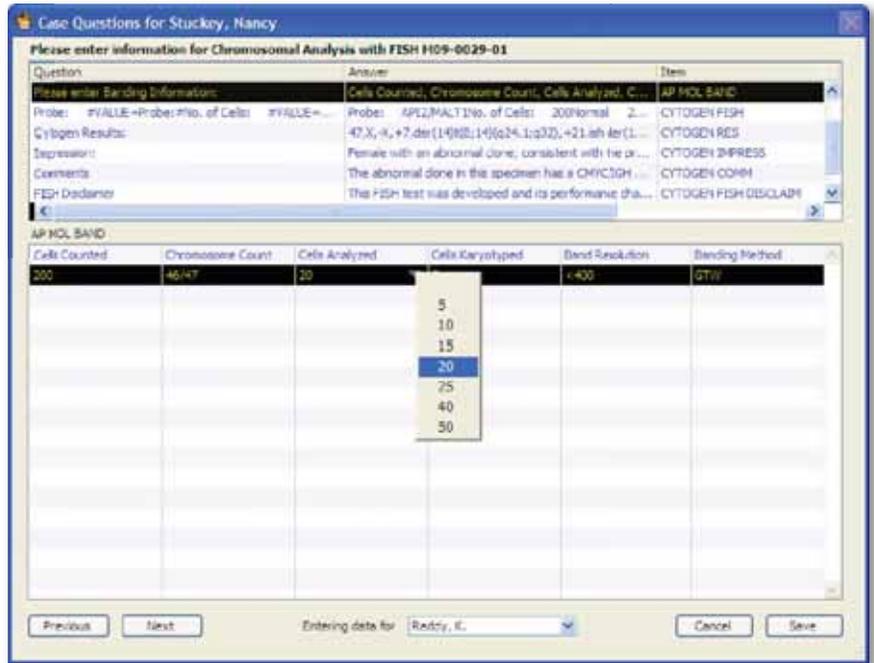
A local beekeeper rescues the swarming bees.

Thus, when the swarm leaves the hive, they gather about the queen in a tree branch (or on the side of a building) within yards of the old hive. From this resting point, they send out scout bees. Once a suitable new home is found, typically a nearby old tree or hollow log, the swarm follows the scouts to the new location. 🍓

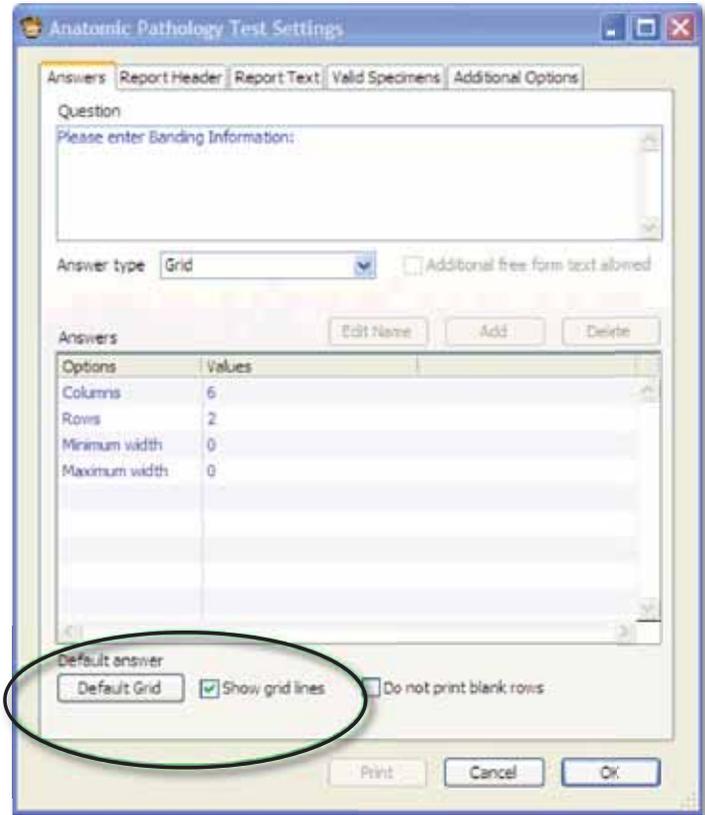
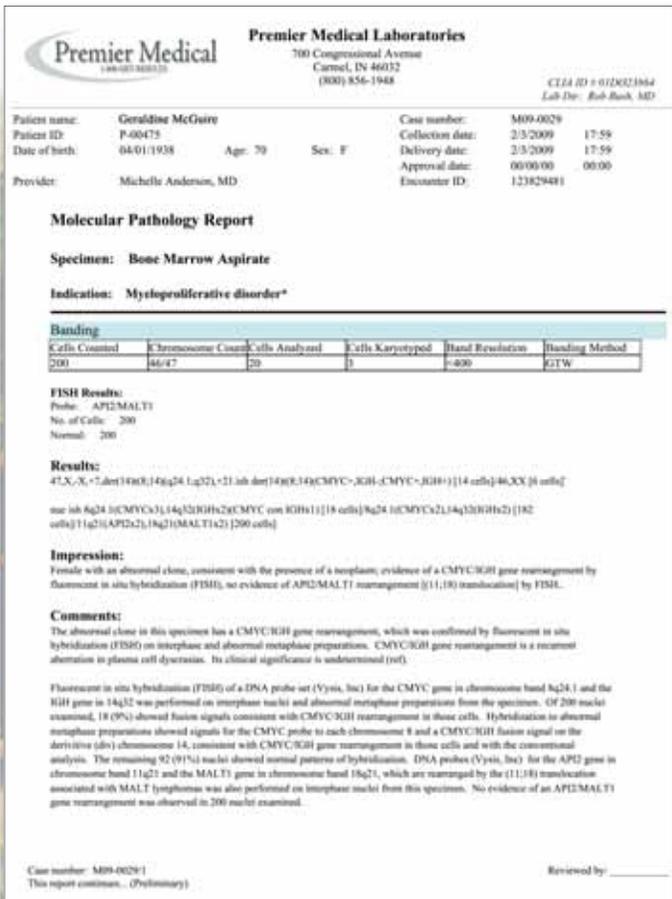
Feature Focus: Customizable Data Grids Provide Convenience for AP and Molecular Resulting

Beginning in the July 2009 release of the Orchard Pathology system, you can configure AP and molecular tests to utilize data grids in order to simplify reporting and result data entry. You may customize data grids to fit the needs of your laboratory in the Anatomic Pathology Test Settings window, located within the Lab Tests table.

When using a data grid for an AP or molecular test, you have the ability to easily enter results by tabbing and typing in a “table” format. Harvest LIS displays the results you enter into this table format horizontally on both the AP worksheet within the system and on the printed reports. This table format saves space on the report for more documentation without flowing over to a second page. For example, you could set up an AP Molecular Banding lab test with a default grid of six columns for cells counted, chromosome count, cells analyzed, cells karyotyped, band resolution, and banding method. You can then enter data into each column via free typing, text shortcut, or choice list. You may also format the width, justification, and data entry method of the tables and cells to fit your needs.



For more information on how you can implement these features in your current Orchard Pathology system, contact Orchard Technical Support at (800) 571-5835. For more information on how to implement the Orchard Pathology system at your facility, contact your Account Manager at (800) 856-1948.



Houston, Texas, to Host Orchard's Fall Symposium

Orchard is on the move yet again, and this time we're bringing the Orchard to you in Houston, Texas. On Wednesday, September 30, 2009, near the airport at the Sheraton North Houston at George Bush Intercontinental, Orchard will unpack its crates for a day-long symposium.

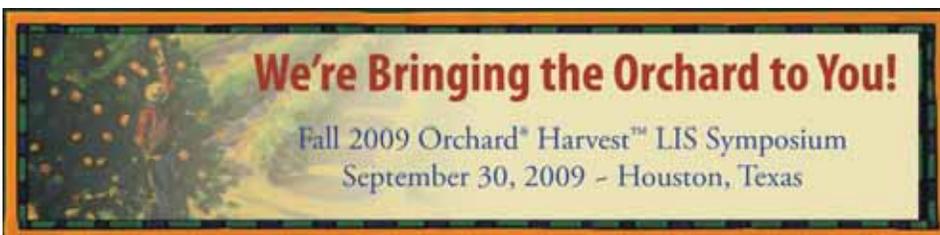
Orchard's symposiums are designed for current customers and prospective customers alike, providing each with an opportunity to learn more about Orchard Software and Orchard's various lab information system products. Throughout the day, attendees are able to meet and mingle with Orchard personnel and fellow users and attend breakout sessions designed to enhance their understanding and knowledge of new and existing product features.

As always, the event is of no cost to those who attend. A complimentary breakfast and lunch will be provided. For your convenience and to help minimize travel costs, we have reserved a block of rooms at a special rate of \$109 plus tax. For more information and to register for the event, please visit our website at www.orchardsoft.com/symposiums.asp.



Ginger Wooster, Application Specialist, of Orchard Software speaks to attendees at Orchard's Spring 2009 Symposium in Providence, Rhode Island.

We would like to thank all those who have attended our symposiums in the past, and we look forward to seeing and meeting more of you in Houston. We hope to see you there! ●



Cumberland Medical

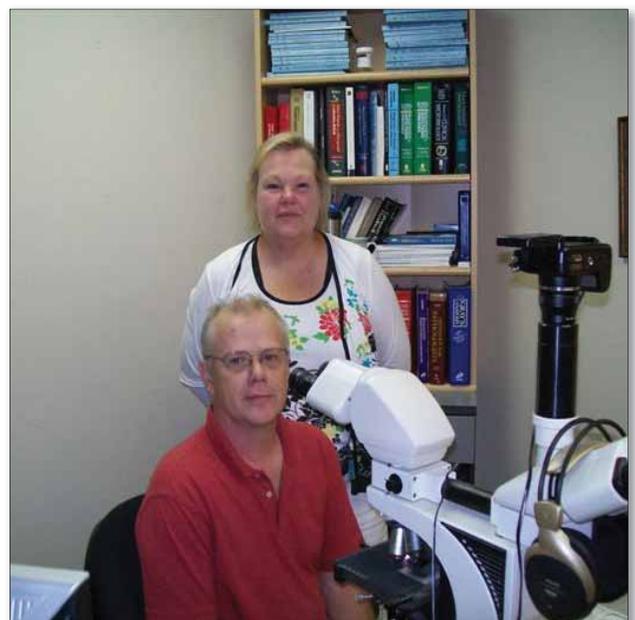
Continued from page 2.

like Harvest Webstation, which allows them to access their results anywhere in real time. "This works well for the numerous vacationers we service, and because their doctors have Internet access, it has cut down on the number of phone calls we receive," says Charolette. "The real-time ability for doctors to get what they want has been a real plus."

However, it is not just the wide range of products that make life a bit easier at Cumberland, it is also the depth of the Orchard products. "Managing patient reports within Harvest is the number one way we save time," exclaims Charolette. "It is impressive when you are able to access just what you need at the click of a button." Charolette also says she is a fan of the QC in Harvest LIS. "The QC

has made things much easier because it keeps you on top of things and helps to prevent issues which might arise."

Most importantly, Charolette says, "Orchard's service and support is by far and away my favorite part of doing business with Orchard Software. Their service is the best. I love the program, but it is the people of Orchard who are behind it that make it what it is!" Charolette says it is the accessibility that she has to the people at Orchard that makes her happy with her LIS. "We couldn't effectively provide our level of service without it." ●



Cumberland Medical Pathologist team from top to bottom: Dr. Marilyn McMillen and Dr. Al Perkins.

Don't Miss Orchard in September at COLA and G2.

During the month of September, Curt Johnson, Vice President of Sales and Marketing at Orchard, will be speaking at the COLA Fall POL Symposium, in Orlando, and G2's Lab Institute, in Arlington, Virginia. On Thursday, September 17, Curt will speak at COLA on the LIS and how it fits into today's healthcare environment. The session will discuss the stimulus money from the HITECH Act, the benefits of integration, and show how the adoption of an LIS can reap hard dollar returns beyond getting lab results into your EMR.

Then on Wednesday, September 23, Curt will be part of a presentation at G2 about ways to break down the barriers to EMR interoperability. This talk will focus on how to overcome the key challenges to integrating your lab, as well as discuss some of the pitfalls to avoid, and the way to bring about the best working situation when dealing with multiple vendors.

For more information on these presentations or conferences please visit www.cola.org and www.g2reports.com.

Orchard's Trade Show Calendar 2009

Date	Location	Name
9/16-9/19/09	InterMountain States Seminar	Jackson Hole, WY
9/17-9/18/09	COLA/POL Fall Symposium	Orlando, FL
9/23-9/25/09	G-2 Lab Institute*	Arlington, VA
9/24-9/25/09	Greater Indiana CLMA	Carmel, IN
9/30/09	Orchard 2009 Fall Symposium	Houston, TX
10/11-10/14/09	CAP '09-The Pathologists' Meeting	Washington, DC
10/11-10/14/09	Medical Group Management Association Annual Conference (MGMA)*	Denver, CO

* Orchard is not exhibiting

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2009 Advanced User Training classes!**