Introducing Orchard Analytics & the Orchard School of Medical Analytics

We are pleased to introduce a new business unit of Orchard® Software—Orchard Analytics—providing analytics services and advanced training to support pathologists, lab leaders, and healthcare administrators in learning to use healthcare data from disparate sources to improve patient care and reduce costs.

The U.S. healthcare system is in the process of evolving into a system that rewards quality outcomes and simultaneously must reduce overall spending in order to be sustainable. The laboratory controls the hub of clinical data that feeds diagnostic decision-making and must refocus its goals to succeed in this new value-based healthcare paradigm. Orchard understands this change and supports motivated pathologists and other healthcare leaders in maximizing the value of healthcare data.

Orchard Analytics Offers Three Avenues that Support this Endeavor:

OrchardAnalytics

Harvest the Power

1. **Analytics Services**, to include analysis of organization-specific data sets to pinpoint savings and patient care improvement opportunities, clean data and perform analytics, report the findings, and help implement the appropriate interventions to positively impact cost and quality to begin recognizing immediate results.

2. A **Healthcare Analytics Consortium** where members can share project formats and results of lucrative analytic initiatives among the group. Consortium members experience the dual advantage of benefiting not only from the results of their own internal projects, but from other members' shared projects and results.

3. The **Orchard School of Medical Analytics (OSMA)**, a specialized training opportunity to train leaders to derive analytic, cost-saving opportunities within their own facilities. Orchard Analytics will hold its first School of Medical Analytics training class October 19th - 22nd, 2015, in Indianapolis, Indiana.

Orchard Analytics to be Led by Pathologist, Dr. Brad Brimhall

Dr. Brad Brimhall will be the Director of Medical Analytics for Orchard Analytics. He is also the Medical Director of Clinical Laboratories at the University of Mississippi Health Care System (headquartered in Jackson, Mississippi) where he works as part of the hospital executive/administrative team. Dr. Brimhall, an expert in medical analytics and data warehousing, has developed the analytics projects and will lead the training sessions at OSMA. Dr. Brimhall's primary interest is in integrated medical analytics; leveraging data warehousing, big data, statistics, etc., to merge clinical diagnostic data from pathology and laboratory medicine (as well as other clinical areas) with more detailed operational and financial data to make the most cost-effective use of diagnostic information.

Projects Involve Proven Successful Strategies

The Orchard Analytics team will delve into your facility's data sets to clean and analyze the data specific to ongoing projects. These effective strategies have already been proven to enhance antibiotic stewardship, increase patient satisfaction, and save hundreds of thousands of healthcare dollars. The projects focus on global analytic opportunities to improve patient care and reduce spending by looking at the whole picture and incorporating lab data with other data sets to maximize downstream cost savings.

Supporting Healthcare's New Value Paradigm & the Pathologist's Role as Consultant

Orchard Analytics will contribute to improving healthcare and reducing costs beyond the laboratory—maximizing value to the healthcare marketplace. Orchard is recognized as a leader in the lab industry; now we plan to take that a step further and be recognized in terms of being an integrator of diagnostic information. The challenge is to see the value of the lab in impacting patient care on a greater scale. Lab data involved in analytics that includes other healthcare data can directly influence outcomes and costs that far exceed the cost of the lab tests themselves.

"One of the areas where leading healthcare entities are starting to make a difference is in contributing to utilization management. Where you can really get leverage and traction is when you look at multiple data sets (such as lab, pharmacy, operating room time, clinic visits, quality metrics, severity of disease adjustment, radiology, finance, etc.) to uncover cost-savings projects that improve patient care," says Dr. Brimhall. "Real value is derived from using inter-departmental data to uncover opportunities for improvement.

Our analytic services can support your efforts to save healthcare costs, improve antibiotic stewardship, and elevate the value of your data."

To learn more about Orchard Analytics or the Orchard School of Medical Analytics, contact your account manager at **800-856-1948**, visit **orchardanalytics.com**, or email **info@orchardanalytics.com**. 🍎

Spotlight on Product Management:
Connecting Products, Processes, & People

Nancy Stoker   **Ben Bush**   **Christine Henderson**   **Greg Lyons**   **Jaimie McGourty**

Tom Saunders   **Beth Eder**   **Michael Gladish**   **Barbara Manning**   **Trish McKaig**

Product Management is Orchard Software's newest department, officially formed in November 2014. As a subset of Business Development, their mission is to be the "glue" between the business and culture of Orchard Software, the technology and trends of the healthcare industry, and the needs of Orchard's clients. With their feet on the streets and their eyes on the products, they have a unique responsibility to dig deep into Orchard's clients' minds and find out what they are doing, what they want, what they need, and then translate that to their comrades within the walls of Orchard in order to deliver the very best products on the market.

Nancy Stoker, the Director of Product Management, is integrally involved in various arms of the organization, including development, sales, marketing, training, research, and administration. Her extensive background in laboratory science coupled with her tenure at Orchard gives her a unique ability to provide management and direction for Orchard's product line. Nancy oversees the entire Product Management team which consists of not only Product Managers Greg Lyons, Ben Bush, and Jaimie McGourty, but also Application Specialists Tom Saunders, Beth Eder, Michael Gladish, Trish McKaig, and Barbara Manning, and RFP Manager Christine Henderson.

Product Managers Greg, Ben, and Jaimie are each tasked with a variety of projects that can pertain to a specific client, product, module, laboratory discipline, new feature, or other assignment that matches their individual area of expertise. They often accompany the Sales and Operations teams on client site visits to discuss feature requests and observe workflow needs in order to provide detailed direction to the product development and research teams back at Orchard's headquarters. 🍎

Copia Courses Now P.A.C.E.® Accredited!

If you are employed by a P.A.C.E.®-accredited facility and use Orchard Software's Copia product, you are in luck! All three of our Copia courses are now accredited through the American Society for Clinical Laboratory Science (ASCLS) P.A.C.E.® program to assist in your continuing education needs. The courses are listed below, along with their hours and descriptions:

Copia System Administrator: 18 P.A.C.E.® hours – This course is designed to assist you with learning the necessary concepts and skills required for working in partnership with your Copia system. You will learn basic administrative setup, order entry, sample collection, and system customization.

Copia Integration Level I: 22 P.A.C.E.® hours – This course is designed to assist you with learning the necessary concepts and skills required for configuring and managing host interfaces in your Copia system. This course is considered an advanced-level course. Prior experience with Copia and a solid working knowledge of HL7 are required to attend.

Copia Integration Level II: 22 P.A.C.E.® hours – This course is designed to assist you with learning the necessary concepts and skills required for configuring Orchard® Mapper and Mapper Scripts for use in your Copia system. This course is considered an advanced-level course. Prior experience with Copia and a solid working knowledge of HL7 are required to attend. Attending and passing the Copia Integration Level I course is also required.

For more information about these or any of our other training courses, please contact your Orchard Account Manager at **(800) 856-1948**. We hope to see you soon! 🍎

Ready, Set, Go… ICD-10 Deadline Just Ahead!

No More Delays—Are You Ready for ICD-10?

All delays aside, it is time to prepare for the transition to ICD-10. With only about 80 days left until the October 1st deadline, the clock is literally ticking down on the Centers for Medicare & Medicaid Services (CMS) website.

Orchard Harvest LIS & Orchard Pathology v9.0 Required for ICD-10

If you use Orchard's systems for ICD coding, in order to transition from ICD-9 to ICD-10 you must have Orchard® Harvest™ LIS and Orchard® Pathology v9.0 or higher. Hopefully you have already made this transition—if not, this needs to happen as soon as possible for you to be ready for the deadline. Versions prior to 9.0 will not support ICD-10.

Why Do We Need ICD-10?

ICD-10 codes are not simply an update from ICD-9. Changes in code structure make ICD-10 inherently different from ICD-9. ICD-9 has approximately 13,000 codes, compared to 68,000 ICD-10 codes. ICD-10 is a broader, more advanced, and more detailed coding system that will allow for improved disease pattern analysis and treatment outcomes to better fulfill current and future healthcare needs. Additionally, ICD-10 codes will increase the level of specificity to help streamline claims submissions. ICD-10 will create available, extractable, discrete data to improve patient care pathways, the foundation of modern healthcare, and improved quality.

The Countdown to the October 1st, 2015 ICD-10 has started!

Important ICD-10 Tidbits

1. The good news is that while there are 68,000 possible codes, you most likely will not use all of them. You will use a similar process to look up ICD-10 codes you use with ICD-9. More available codes do not necessarily make ICD-10 harder to use. Just like ICD-9, electronic tools such as the tools in Harvest LIS are available to help you with code selection.

2. CMS has also made it clear that the transition to ICD-10 for diagnosis coding and inpatient procedure coding does not affect the use of CPT for outpatient and office coding. Outpatient and physician office claims are not paid based on ICD-10 diagnosis codes, but on CPT and the Healthcare Common Procedure Coding System (HCPCS) codes. However, ICD-10-PCS (procedure) codes will be used for hospital inpatient procedures, just as ICD-9-PCS codes are used for those procedures today.

3. General equivalence mapping (GEM) files, a free crosswalk tool developed by CMS and the Centers for Disease Control and Prevention (CDC), are available for all who use ICD codes. These files allow users to select ICD-10 codes considered equivalent to ICD-9 codes. For the crosswalk functionality to succeed, a facility must import ICD-10 codes and GEM files into its database. Orchard can assist with the laboratory portion of this through our ICD-10 conversion package.

4. All Medicare providers can perform ICD-10 testing with CMS prior to the ICD-10 transition date. You can conduct acknowledgement testing at any time with your Medicare Administrative Contractor (MAC) to make sure your ICD-10 submissions are working properly. You should participate in end-to-end testing as early as possible.

5. The October 1st deadline is a firm cutoff, meaning that practices will not be able to submit claims for services performed on or after October 1st, 2015, if they have not transitioned to ICD-10.

Most Likely You Have Already Started Preparing

With less than three months to go, any necessary upgrades of your information systems (e.g., EHR, LIS, billing systems, etc.) should be completed, and some level of testing should have already taken place. What should be left is training for everyone who works with ICD codes. Even if there were training efforts last year, training needs to be reestablished and confirmed. Coders, other health information management staff, registration staff, billers, quality staff, data analysts, physicians, laboratorians, and any other staff currently involved with ICD-9 coding will need training applicable to their role. Use the checklist below to determine your readiness:

YOUR LAB'S 2015 ICD-10 CHECKLIST

- Research ICD-10 and become familiar with the requirements.
- Make sure all hardware and software that will provide electronic support for ICD-10 is capable and up to date. (Here is another reminder: Harvest LIS v9.0 and higher supports ICD-10.)
- Order new CMS-1500 paper claim forms (billing department).
- Order ICD-10 coding handbooks.
- Look up your most commonly used ICD-9 codes and identify the equivalent ICD-10 codes.
- Update your encounter form/superbill.
- Update procedure manuals and other documentation that pertains to ICD-10.
- Think through your workflow process carefully. (How will this transition impact your workflow? What delays can you anticipate and what can you put in place to reduce delays post-transition?)
- Consider any budget needs related to ICD-10.
- Perform end-to-end testing with your billing entities.
- Make sure all staff that uses ICD-10 is properly trained!
- Practice double-coding before the deadline.

Help is Available

There is a plethora of free information, training materials, and assessment tools available from various sources, including CMS, the American Health Information Management Association (AHIMA), the American Hospital Association (AHA), the Healthcare Information and Management Systems Society (HIMSS), and the American Medical Association (AMA).

Orchard Can Help with Your ICD-10 Conversion!

First priority in the lab is to make sure you are on Harvest LIS v9.0 or higher. Additionally, to ease the transition into ICD-10, Orchard is offering a special ICD-10 Conversion Package to guide you through the testing process and ensure a smooth conversion. We recommend starting this process as soon as possible. Some of the highlights within the package include:

- Install a test system
- Ensure backup of the live system
- Assist in establishing connectivity with participating vendors
- Promote planning and communication through weekly conference calls
- Oversee validation and testing documents for each interface
- Import ICD-10 codes and GEM files
- Assist in testing
- Provide training

For more information on ICD-10, visit **www.orchardsoft.com/icd-10/**. To request an upgrade to v9.0, click the "Request Upgrade" button on the Product Downloads page: **https://orc.orchardsoft.com/display/ORC/Software+Downloads**.

For more information on how Orchard can assist you through this transition, please contact your Orchard Account Manager at **(800) 856-1948**.

Helpful CMS Websites:

1. www.cms.gov/Medicare/Coding/ICD10/ProviderResources.html
2. www.roadto10.org/
3. www.cms.gov/Medicare/Coding/ICD10/index.html
4. www.cms.gov/Research-Statistics-Data-and-Systems/Computer-Data-and-Systems/MedicaidInfoTechArch/ICD-10Training Segments.html 🍎
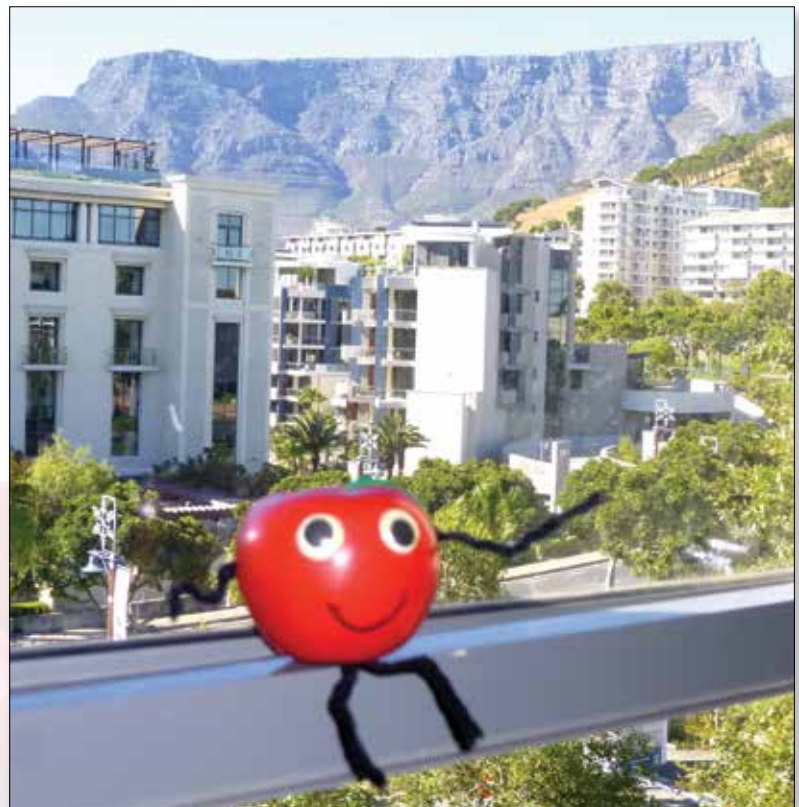
Where in the World is Orchy?

Orchy™ has reached his next destination as he continues his journey across the world. This time, Orchy is visiting a place known for its wide variety of beautiful beaches, excellent climate, and natural settings. This popular vacation destination is also recognized for its national botanical garden that is home to more than 7,000 species of plants!

If you think you know where Orchy has landed, send us your answer at **news@orchardsoft.com** by August 21st to be eligible to win an Orchard prize package.

The last time we spotted Orchard's beloved mascot, he was at Burj Al Arab Jumeirah in Dubai. This hotel is known as one of the most luxurious in the world and offers guests the ultimate in accommodations—four swimming pools, a private beach, nine world-class restaurants, a waterpark, and much more.

Sarah Wehner from Cancer Specialists of North Florida correctly guessed Orchy's location and was selected as the winner of last quarter's contest. Make sure to visit the Orchard website to see where in the world Orchy has been. 🍎
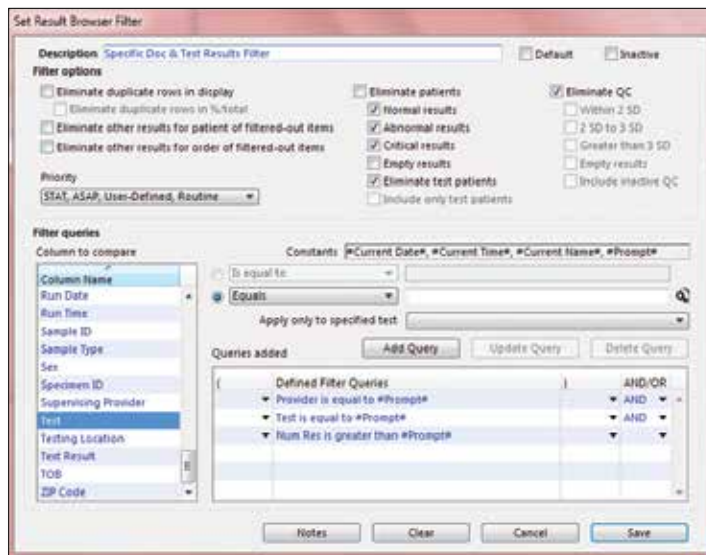
Orchard Harvest LIS Data Browser Enhancements

Historically, one of Harvest LIS' strongest features has been its data mining and report capabilities. With v10.0, Harvest LIS data browsers are better than ever. 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 have steadily worked to enhance their functionality.

Filters – Prompting for Comparison Values

One powerful feature that has been added in Harvest LIS v10.0 allows configuration of a data browser filter that will prompt users for specific data details at runtime without the need to go through all of the filter configuration options. This capability also eliminates the need to build repetitive filters differing only on the specific information desired.

When building a filter, instead of entering a specific value in the data field, a constant can be used to automatically fill filter queries. The three existing options — #Current Date#, #Current Time#, and #Current Name# — work by automatically filling in the current date, current time, or name of the currently signed in user. A new constant, #Prompt#, can be used to ask for discrete information when the browser is run. Place the #Prompt# constant as the comparison value in a browser filter query and save the filter. When the filter is manually selected, or selected as the default for a browser report, the user is asked to enter the value to use in the filter. Harvest LIS data browsers support up to 10 prompt fields in one filter.

Prompted answer field data is entered using the same format in which it exists in the database: date/time, date, time, numeric, or text. Alternately, if any of the following fields —Provider, Draw Location, Order Location, Test Location, Phlebotomist, and Sample Type—are selected with the #Prompt# option, a drop-down list of valid answers will display. Lastly, if filtering on a user defined field using #Prompt#, the user will be asked for the information in the same format that the user-defined field is set up to accept.

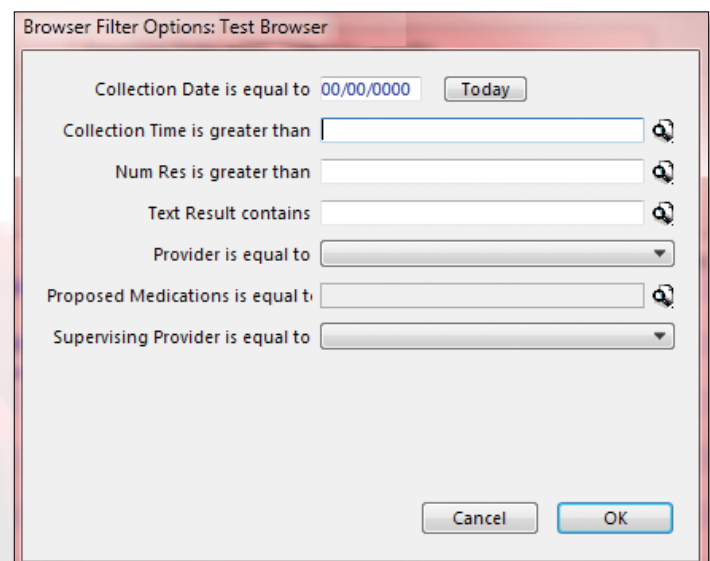Setting up a Result Browser Filter using the #Prompt# constant.

Browser Security Options

In March 2014, additional security options were added to Harvest LIS to give administrators the ability to assign different levels of data browser access in order to prevent changes from being made to data browser settings. The following System Security Settings have been added in the Reviewing category:

- Browsers: Create or Modify Admin Browsers
- Browsers: Create or Modify Own Browsers
- Browsers: Create or Modify Public Browsers
- Browsers: Run Admin Browsers

In addition, three additional settings have been added to all four of the browser configuration options: Private, Public, and Admin. These three settings allow users to define a browser as Private, Public, or Administrative.

Dialogue prompting for variable filter comparison values using the #Prompt# constant.

Only the user who created a browser has the ability to set it to "Private." Doing so will limit the browser to only be viewable or run by its creator. The "Browsers: Create or Modify Own Browsers" security setting is required to create/modify private browsers (users can only modify their own private browsers).

Set a browser to "Public" to allow anyone with access to browsers to run it and allow only those with the "Browsers: Create or Modify Public Browsers" security setting to modify it.
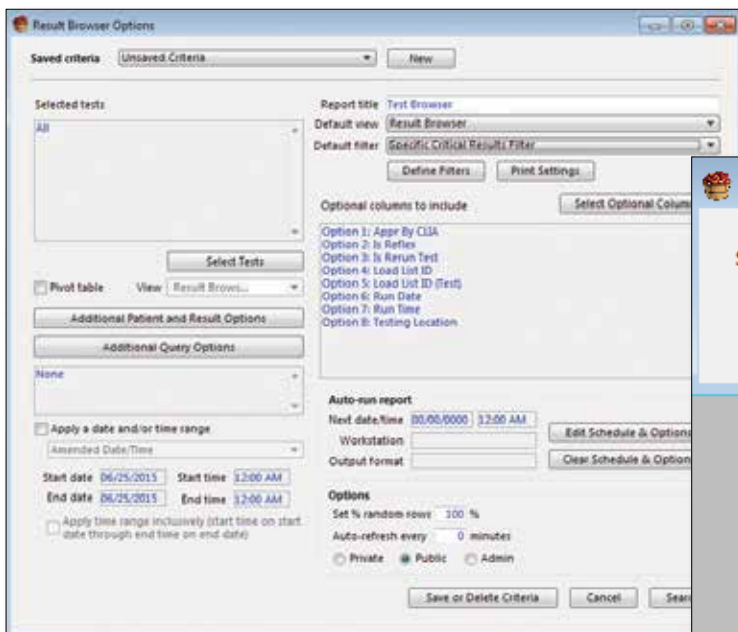
Set a browser to "Admin" to allow only the users with the "Browsers: Run Admin Browsers" security setting to run it and allow only the users with the "Browsers: Create or Modify Admin Browsers" security setting to modify it.

Users who had the pre-March 2014 "Result/Order Choice/Order/Patient Browser" security setting will still have permission to run public browsers and private browsers that they created when the system is updated.
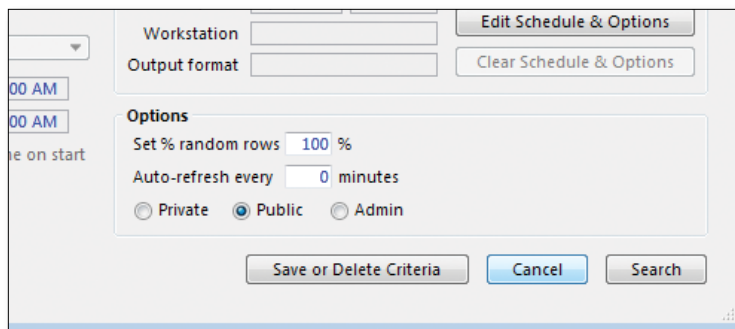
All browsers that were created prior to these changes will be automatically set to "Public" and cannot be set to "Private." Users with the necessary security settings may make a copy of an existing browser and set it to "Private" if they wish.

If a user has the security to run a given browser but, not to modify it, the user will be able to make changes to the settings in order to run the browser, though they will not be able to save over the existing browser.

1- "Browsers: Full Access" Browser Configuration

The option for specifying a date/time range when accessing a Browser in List Only Access will be added in September 2015.

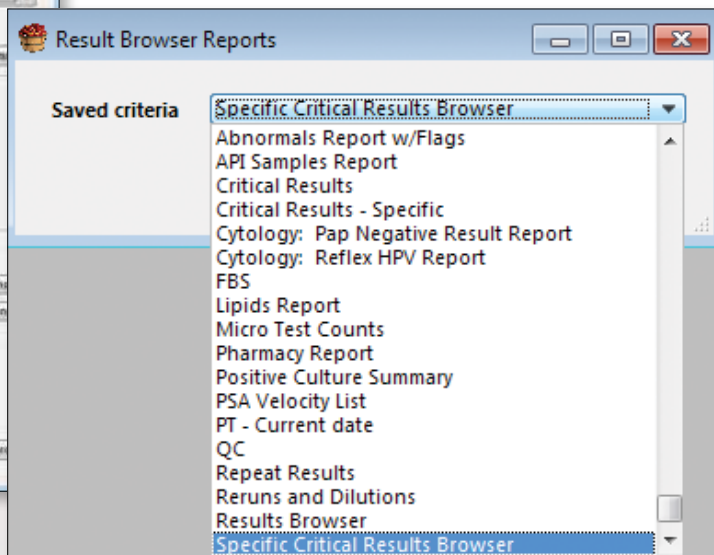Saved Criteria security options: Private, Public, or Admin.

When opening the browser window, only the browsers that the user has the security to run or modify will be displayed in the "Saved criteria" drop-down list.

Browser List-Only Access

Because Harvest LIS data browsers' ability to pull data is so flexible, some users may be intimidated by their setup and numerous options. We realize that not all users need to be presented with all of these setup options and may just need the ability to run an existing report. Now, users can be assigned "Browsers: List-Only Access," which gives them the ability to run a browser without having to access all of the setup options. With this level of access, a user can run existing browsers where the criteria and options have already been predefined by an administrator. With the additional option of using the #Prompt# constant, users with List-Only access can run browsers with preconfigured settings and ad hoc filters. The dialog presented to these users is simplified to a list of browser they have access to run.

Using data browser search options, column views, and filters, an administrator can configure a wide range of reports and give access to lower security level users for running. 🍎

2 - "Browsers: List-Only Access" Browser Configuration

Discover New Features in the June Release of Harvest LIS v10.0!

If you have not upgraded to Harvest LIS v10.0, you are missing the opportunity to take advantage of many new features. Here are just a few highlights from our June release.

Quick Disabling of Auto Approval by Any User

This feature allows users read only access to rules, plus the ability to change the status of result evaluation rules from active to inactive, and back.

Sysmex Hematology Images

Orchard Harvest LIS now accepts images from Sysmex hematology analyzers. Images are stored as links at the test level. Images are handled the same as any other linked image in Harvest LIS (saved in a folder, not embedded in the database). Your analyzer may need to be configured to send the images. The instrument interface in Harvest must be configured to accept linked images. Note: this feature describes accepting images directly from the analyzer.

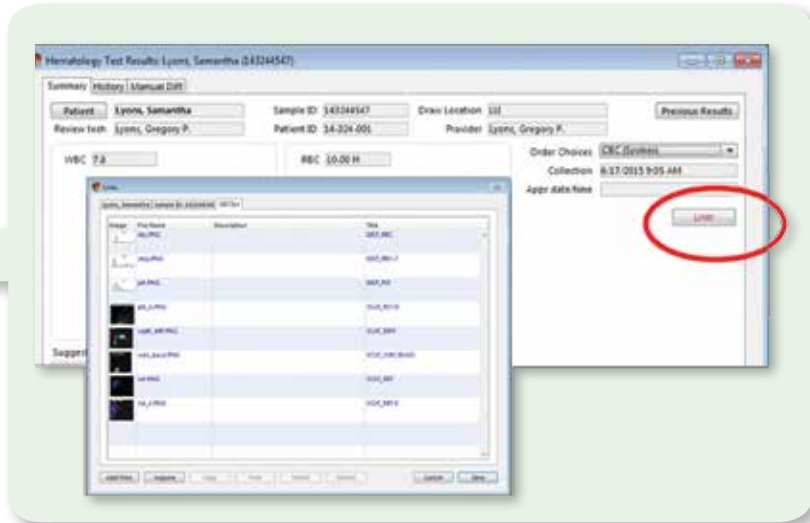## Result Evaluation Rules Display in the Order in Which They are Triggered

Troubleshooting workflow processes involving result evaluation rules has just gotten easier! In the triggered Rules Window, the rules display in the order in which they were fired.

Microbiology: Prevent Entering Free Text by Micro Test

We have enhanced an existing feature/ACO:

[Microbiology]
PreventEnteringFreeText=[TestAbbreviation1, TestAbbreviation2, !]

The enhancement will benefit the user by bypassing the Enter Observation window. Fewer clicks are needed.
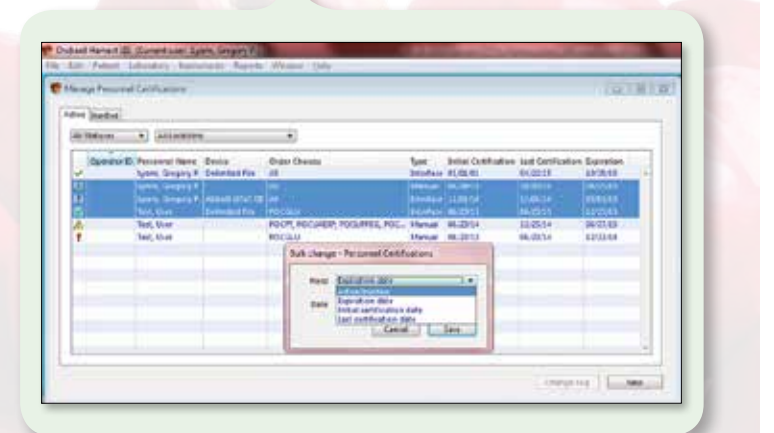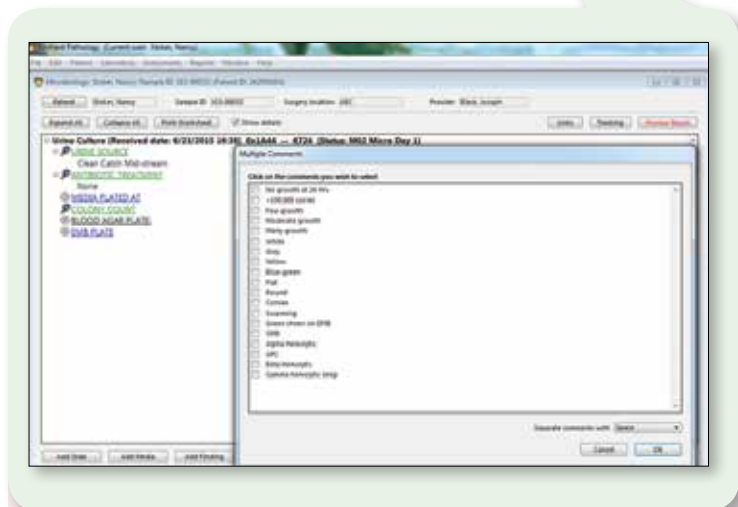
Point-of-Care Testing Enhancements
Point of Care Testing at the Patient Bedside

PID-centric data flow has been added. This accommodates bedside testing via PPID scan of patient wrist band. Harvest can accept unsolicited results from the device, based upon the patient MRN or Encounter number.

Manage Personnel Certifications

Easily manage large groups of POCT personnel with table entry. Icons and filters distinguish personnel certification status. Bulk change allows you to manage groups of personnel at once.

This is a small sampling of the features you will find in the June release of Harvest LIS v10.0. Make sure you are up to date with the latest and greatest developments in your Harvest LIS! Contact your Orchard Account Manager for additional information.

Featured ORC Question 🍎

The time has come to transition from the Orchard Forums to the Questions feature on the Orchard Resource Center (ORC)! We are in the process of retiring the Orchard Forums, making way for Orchard's newest repository of peer and employee topical discussions via ORC Questions. We are excited to have your help to usher in an era of peer/employee discussion, connection, and industry-related education.

Why Transition the Forums to ORC Questions?
Having the function of the forums in the ORC creates a single repository, which means you can perform one search that looks at all the information on the ORC, including Questions, Knowledge Base articles, release notes, and product documentation.

In addition, the ORC Questions tool allows you to send questions to other Orchard clients and employees, creating a crowdsourced collection of software and industry knowledge. Also, instead of just two forums, ORC Questions is broken down into many topics that cover products and features, as well as a Customer Connect topic for client-to-client communication about subjects that range beyond the software.

Viewing & Watching Topics
To get started, simply sign in to the ORC and click the "Questions" button at the top the page, or open the Q&A/Customer Connect tab to view recent posts to all topics.

As you navigate through ORC Questions, you have the option to set watches for all topics, specific topics, or specific questions, and you may watch as many or as few topics as you like.

Questions Via Email
When you watch a topic, you will receive an email when new questions are posted. From your email, you can view the question's details, answer the question, watch the question to receive emails each time there is an answer or comment posted to the question, and upvote the question to indicate that you think it is a good question and that you would like an answer, too.

When Can I Start Using ORC Questions?
There is no need to wait! Access ORC Questions today at **orc.orchardsoft.com/questions**. If you need an ORC account, visit **orc.orchardsoft.com**.

We look forward to the discussions that will take place on ORC Questions! 🍎

2015 Training Classes

Course Name	Start Date	End Date	Course Close Date
September 2015 Harvest LIS System Administration	9/14/2015	9/18/2015	8/21/2015
September 2015 Micro Class	9/21/2015	9/24/2015	8/28/2015
September 2015 Copia Administration	9/21/2015	9/24/2015	8/28/2015
September 2015 Pathology	9/28/2015	10/2/2015	9/4/2015
October 2015 Harvest LIS System Administration	10/5/2015	10/9/2015	9/11/2015
October 2015 Harvest LIS AU	10/19/2015	10/22/2015	9/25/2015
November 2015 Harvest System Administration	11/2/2015	11/6/2015	10/9/2015
November 2015 Micro Class	11/9/2015	11/12/2015	10/16/2015
November 2015 Copia Administration	11/9/2015	11/12/2015	10/16/2015
November 2015 Pathology	11/16/2015	11/20/2015	10/23/2015
December 2015 Harvest System Administration	12/7/2015	12/11/2015	11/13/2015
December 2015 Harvest AU	12/14/2015	12/17/2015	11/20/2015

For more information, contact your account manager at (800) 571-5835 or visit www.orchardsoft.com.

Robert Michel, Editor-in-Chief and Publisher of *The Dark Report* and *The DARK Daily*, presenting at 2015 Orchard Symposium.

Orchard's 2015 Symposium: Focused on the Value of the Laboratory

Orchard's annual User Group Meeting & Symposium was held on June 17th and 18th in sunny Orlando, Florida, at the Caribe Royale Hotel & Convention Center. The symposium was a wonderful success that saw record-setting attendance. The 120 participants, including clients and potential users, gathered to experience two education-packed days that left them feeling empowered and excited about the future of the laboratory. In addition to the educational opportunities, symposium-goers got to take advantage of the beautiful location to soak in some sun and fun.

During the first day of the symposium, guests heard from experienced laboratory professionals as well as business veterans on a variety of topics surrounding the laboratory.

- Robert Michel, Editor-in-Chief and Publisher of the *The Dark Report* and *DARK Daily*, presented a "pull-no-punches" approach to the ever-changing healthcare system, and explained how the laboratory will impact the future of healthcare. He discussed new healthcare delivery models, consolidation, the need for a focus on outreach, staffing concerns, the need for Lean and Six Sigma in labs, and increases in POCT and molecular testing.

- Orchard's very own Matt Modleski, along with Dr. Brad Brimhall, showcased how analytics can benefit the laboratory as well as the entire healthcare organization around it. Dr. Brimhall shared a case study that supports these ideas and ultimately lead up

to the announcement of the launch of Orchard Analytics and the Orchard School of Medical Analytics.

- Leo Serrano, a laboratory professional with more than 40 years of experience, covered extremely beneficial information that included lab test utilization, formularies, and testing algorithms. He shared a study on how a health system in Florida was able to save more than $850,000 by implementing a testing formulary and utilizing COPE and testing algorithms.

- Jock Murray, an expert sales management leader, taught symposium-goers how to effectively communicate with administration and providers to expand their role on the healthcare team. His tips on how to give powerful, persuasive presentations highlighted just one of many tools the lab can use to promote its value.

- Sam Glenn, a motivational speaker, stressed the importance of having a good attitude by using side-splitting humor. He painted an impressive eagle that represents how power and strength can rise above adversity.

Day two focused specifically on the laboratory and started with an inspiring presentation by Orchard users Mike Ashanin, the COO of Central Ohio Primary Care (COPC), and Becky Burke, the Laboratory Director of COPC. Mike's speech gave insights into the COO's perspective of the lab's importance, the financial ramifications of having an in-house laboratory, and how it will

still be viable and relied upon as the market moves from fee-for-service to a value-based system. Rebecca shared a success story in which her lab was able to collaborate with a local specialty group to improve patient care. COPCP was one of four winners of the 2015 Increasing Clinical Effectiveness (ICE) Award at CLMA.

After the presentation, symposium participants broke out into individual sessions of their choosing. The sessions offered them a chance to hear in-depth information directly from Orchard's staff members. These sessions were focused on Orchard's products and their features, IT for the lab, how to utilize laboratory data, and much more. The breakout sessions included:

- How to Make Rules Work for You in Today's Healthcare Model
- Client Services Module: Streamline Business Practices for Your Lab & Your Clients
- Best IT Practices for Harvest LIS & Copia
- Latest & Greatest in Orchard Pathology
- POCC/PPID: Impact Your Organization's Safety Program & Streamline Your Lab Processes
- Copia Analytics, Data Mining, & Custom Reports

- Integration Topics for Harvest LIS & Copia: ICD-10, HL7 2.5.1, & More!
- Web AP: How to Manage TC/PC Split & More!
- Learn How Harvest LIS Supports Molecular & Toxicology
- New Tools for Harvest LIS & Copia: Interface Engines, Mapper, Mirth, & Esker
- Best Practices for Harvest LIS & Copia
- Structured Pathology Data: The Importance of Analytics in Rocky Reimbursement Terrain
- Laboratory Analytics: What's the Hot New Data You Need to Succeed?
- Codified Diagnosis: Tools to Assist Pathologists From Pre-Analytics to Billing!

The all-time high attendance at this year's symposium shows that the laboratory industry is not only alive and well, but is thriving. We want to thank everyone who attended and participated in this year's symposium—it would not have been a success without you. We are already looking forward to what the 2016 symposium has in store. Stay tuned to our website at **www.orchardsoft.com/symposiums** to learn more about next year's event. 🍎
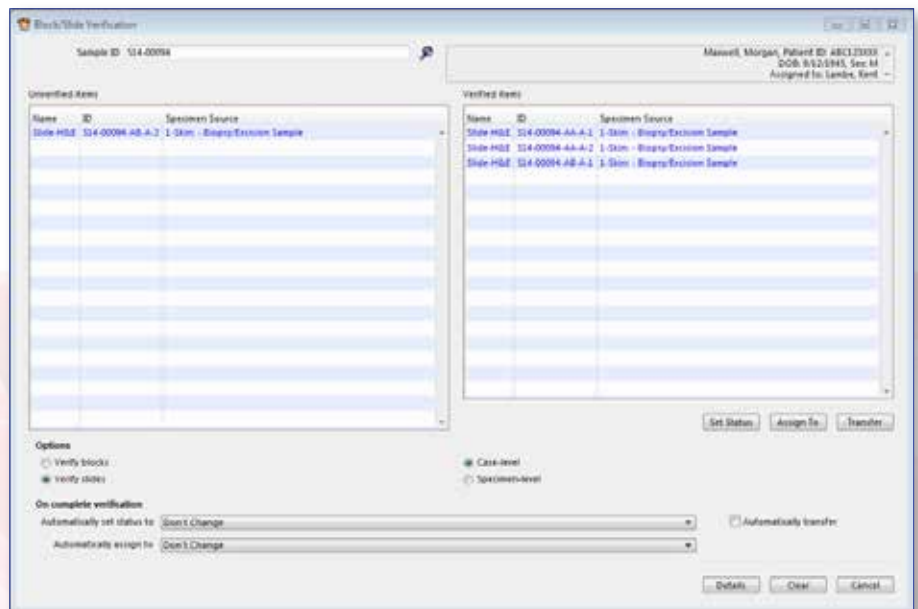
Orchard Pathology Block/Slide Verification

Block/slide verification provides positive case material identification to support patient safety and goal-oriented workflow processes. Prevent errors and verify case materials through each defined workflow status.

The Block/Slide Verification window is designed to allow users to confirm they are in possession of all materials for a case. Verification begins by scanning any item with a bar code containing a Case ID. If a Block ID is scanned, the system will assume you are going to proceed with verification of all blocks for the case. If a Slide ID is scanned, verification will switch to all slides on a case. You can opt to verify all blocks or slides for a specific specimen in the case or for all specimens in the case. Verification is considered complete when all items in the left list have been scanned by a bar code scanner, which will move the items to the right list. When verification is complete, a visual confirmation will appear, an optional audio cue can be enabled, and several other actions can automatically take place. Other options include setting status, assigning the case, and transferring items in the Sample Tracking module.

In the screenshot to the right, four slides were associated with the case, but scanning the slides showed that only three slides could be verified. The unscanned slide stays in the left list. 🍎

Block/slide verification is an important tool for your patient safety program. Verify all case contents are verified before moving them to the next step in your workflow. Use bar code technology to manage workflow, eliminating errors associated with manual processes.

Learn about our newest business unit, Orchard Analytics, at orchardanalytics.com!

2015 Orchard Software Event Calendar

Date	Trade Show/Event	Location
9/8 - 9/12/15	PAINWeek	Las Vegas, NV
10/4 - 10/7/15	CAP 2015-THE Pathologists' Meeting	Nashville, TN
10/7 - 10/10/15	Symposium for Clinical Labs/COLA	Las Vegas, NV
10/14 - 10/16/15	G-2 Lab Institute	Washington, DC
10/17 - 10/21/15	American College of Veterinary Pathologists	Minneapolis, MN
10/25 - 10/28/15	NetSmart Connections 2015	National Harbor, MD
10/28 - 10/30/15	ASCP 2015	Long Beach, CA
11/2 - 11/4/15	9th Annual Lab Quality Confab and Process Improvement Institute	New Orleans, LA