

Clinical Laboratory Success Strategies

(What changes will 2008 bring to your lab? Look inside for answers.)

- **What industry trend has had the most significant impact on the clinical laboratory environment and how?**

The trend that has had the most significant impact on the clinical laboratory is the ability to provide Outreach and EMR connectivity between the laboratory and the physician's office. This has provided physicians with secure online access to critical patient care information as well as the ability to quickly and accurately place orders directly from their office or any location with Internet capability.

- **What trends do you see continuing or developing beyond 2008?**

We see these trends, as well as the ability to access and conduct statistical reporting and analysis on clinical, pathology and microbiology information from one central, powerful and unified database, continuing well into 2008 and beyond.

- **What opportunities have been made available to the clinical laboratory and medical community as a result of these trends?**

An ever-increasing number of clinicians are looking for more than just data and boring, static results reports. The ability to provide clinicians with additional information, customized results reports, and the capability to place orders online right from their office is fundamental to servicing, and keeping, them in this ever competitive environment.

Equipping the system manager with an integrated toolset that allows him to easily update and customize libraries, medical necessity rules, result interpretations, reference ranges, collection requirements, etc. to stay current with new and evolving tests, regulations and standards will increase accuracy and reimbursement.

How about providing access to cataloged tests? How much would that facilitate efficiency and speed of processing? It would certainly enable lab personnel to look up vital information for any test performed by your lab, or sent to a reference lab. Reaching beyond your immediate facility, as well as that of the physicians or healthcare groups that you serve and connecting out to other facilities opens up a world of possibilities.

- **Describe your product line and what need(s) it meets for the clinical laboratory.**

At Psyche, we understand that healthcare providers do not have infinite resources, and often laboratory managers compromise to strike a balance between the things the lab needs – like new instruments and better outreach capabilities and resources it really needs, like trained technologists and continuing education programs. With e.lixa, there is no need for compromise when it comes to the latest LIS technology. e.lixa is a suite of add-on applications that extend and enhance a laboratory's existing LIS with Web-based outreach capabilities, and advanced result management reporting. Because it's delivered as a securely hosted application suite, e.lixa can deliver advanced functionality seamlessly to even legacy LIS software at a fraction of the cost of a new LIS or even a system upgrade.

At its core, Psyche Systems' e.lixa operates a powerful relational database designed to hold all current and historic patient and specimen information. Advanced search and charting capabilities enable the laboratory to quickly and easily produce detailed statistical reports and graphs for more meaningful analysis of any parameter recorded by the laboratory. For example, the lab can create comprehensive quality assurance and other management reports, or identify a potential infection outbreak among a segment of the patient population in minutes.

- **What distinguishing feature(s) sets you apart from your competitors?**

With e.lixa's rules-based report manager, reports are produced and automatically distributed based on completion status, test groups, priority, and other criteria, such as physician, physician groups, patient type, location or any lab-specific demographic. Flexible distribution options allow the lab to either automatically schedule and distribute reports or manually release reports according to the physician's preferred method – via network printer, fax, email or online with the e.reports module. In addition to online reporting, e.lixa also features Web-based order entry with integrated Medical Necessity checking to enable physicians and their staffs to place orders directly using the Internet for fast, accurate test ordering.

- **Provide a brief company history and/or profile of your president/CEO.**

Founded in 1976, Psyche Systems Corporation has been a trusted partner to hospitals and clinics for more than 30 years, delivering products and services to help laboratory environments run more efficiently and cost-effectively. Psyche Systems' laboratory information system solutions are best-of-breed products designed to meet the specific needs of clinical and anatomic pathology laboratories. Psyche Systems works closely with its customers during product development to ensure it is delivering the highest quality products and services at a competitive price.

Psyche ranked first for "Best Vendor" according to the 2006 KLAS Top 20 Report*!

* www.healthcomputing.com; Top 20: 2006. Best in KLAS – General Market Solutions & Anatomic Pathology Early Data; KLAS Confidential Information ©2006 KLAS Enterprises, LLC. All rights reserved.