

Letter from the President

It seems like just yesterday that we were celebrating our 30th anniversary at the 2006 Symposium in Ashland, MA. Many positive, informative discussions and face-to-face relationships were established and shared during our symposium. We would normally be starting to plan for Symposium 2008, but our plans have changed a bit this year.

We have decided that instead of our biennial Symposium, we will be holding a series of product specific trainings. We have quite a few new products and features to share with you, and the training sessions will be an opportunity to refresh our current client experts on how to get the best out of their solutions, as well as to introduce novice users to new and innovative features. Our trainers are very excited to be able to spend more time with each of you and to have the chance to make sure you are getting access to the latest usage and efficiency tips and tricks.

Another key reason to hold these training sessions is to allow the System Managers to see how our new strategic partnerships can offer expanded functionality to their laboratory solutions. Psyche's strategic direction includes partnerships with key solution providers. I look forward to giving you the opportunity to interact with these key vendors during Psyche University - our training sessions - in 2008.

An updated look. You may have seen our recent ads and our new logo tagline, "You Think, Therefore We Are" speaks to our company's character. We are constantly seeking to be as innovative and cutting edge as possible. Psyche depends on our client interaction in order to develop new products and enhance our existing ones. Your contributions and input to the usage of our products and how we can improve upon them makes you a key member of the Psyche team.

I look forward to hearing all of your new ideas in 2008. Have a safe and happy holiday season!

-- **Bob Sage**



Psyche University

In lieu of a Symposium this year, we have decided to hold User Training Sessions specific to each of our products. These will be an excellent opportunity for those who wish to have both additional and refresher training. We have held a dedicated WindoPath session in the recent past, with a great deal of success and positive feedback from the clients who attended.

These sessions aim to give specific topic training on all of our products, focusing on detailed tips and hints to increase your knowledge and usage efficiency. These classes will be an excellent way to keep occasional users up to speed, allow frequent users to move to the next level of efficiency, and to train new users as staff turnover occurs.

Please stay tuned (and watch your email) for announcements concerning class times, locations, and topics.

We hope you can participate in this exciting opportunity. In addition to this being a great event and a cost effective way to receive detailed training, it's also a great chance to meet, network, and learn from your peers, other Psyche users, and your team at Psyche Systems.



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2008 Trade Show Calendar

Trade Show Activity

With our 2007 trade show season coming to an end, our event planning for 2008 is in full swing. We are brainstorming many new and exciting things for next year! As always, we love seeing you and having you visit us on the road at industry events, and hope you continue to do so. In 2007, we added some regional and national shows. Both the Baystate Cytopathology conference in Holyoke, MA and the G2 Lab Institute conference in Washington, D.C. were examples of some of those positive additions.

Our calendar is always flexible and events might be added to the 2008 schedule periodically, so be sure to keep a lookout on the event section of our website! New for this year are appearances in our strategic partner's booths at various shows, and be sure to look for our partners to be making appearances in our booths as well!

February 6-8 - LabCompete 2008, Tucson, AZ
March 1-7 - USCAP, Denver CO
March 29-April 1 - CLMA Thinklab, Atlanta GA
April 9-11 - Lab InfoTech Summit, Las Vegas NV
April 15-16 - NERCE, Boxborough MA
April 28 - Baystate Cytopathology, Holyoke, MA
May 17-22 - AUA, Orlando FL
July 23-31 - Clinical Lab Expo, Washington DC
Fall TBD - PSA National Retreat
September 17-20 - G2 26th Annual Lab Institute, Arlington, VA
September 24-27 - POL Symposium, Scottsdale AZ
September 25-28 - CAP, San Diego CA
November 7-11 - ASC, Orlando FL

Issue #10

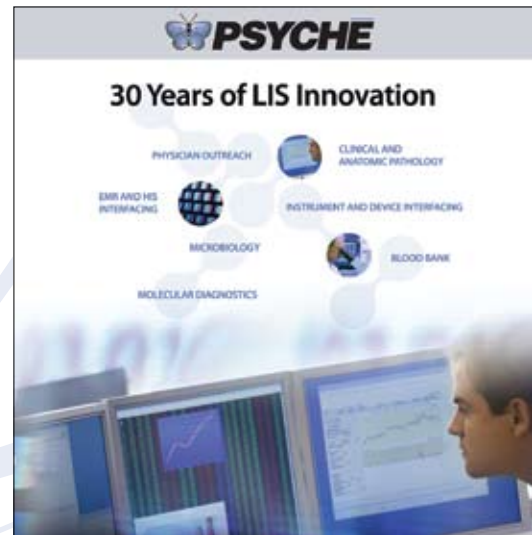
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Fall '07

Welcome New Customers!

We would like to extend a very warm welcome to a number of new Psyche clients. As the first place recipient for the KLAS Top 20 for 2006 Best Vendor award - we view each of our clients as an integral part of the Psyche family. We appreciate the value and trust you put in our products and will work diligently at every level of our organization to add you to our list of happy clients. Every Psyche customer is the most important customer. Welcome!

University of Wisconsin - Madison, WI
Pinnacle Pathology Associates - Little Rock, AR
Gastroenterology Associates of Cleveland - Mayfield Heights, OH
Redington-Fairview General Hospital - Skowhegan, ME
DigestiveCare, Inc. - Beavercreek, OH
Spectrum Laboratory Network - Winston Salem, NC
Enzo Clinical Laboratory - Farmingdale, NY
Mammoth Hospital - Mammoth Lakes, CA
Roper St Francis Hospital - Charleston, SC
Davis Memorial Hospital - Elkins, WV



One of our tabletop booths used at the smaller trade shows

Employee Spotlight: Lori O'Grady



Lori O'Grady joined Psyche as our new WindoPath Applications Specialist in August. Lori comes to us from Emerson Hospital in Concord, MA with 20 years of experience in all aspects of the Pathol-

ogy department. She has worked with CytoPrep, Gross Specimen, and Histology as a certified Histotechnologist. She was even part of the team that implemented the Meditech AP system in her previous organization.

Lori has embraced her new position with enthusiasm, and has learned very quickly under Sally Beech's expert tutelage. She has participated on quite a few onsite and remote training sessions, and is eager to begin training on her own.

When she is not working with WindoPath, she enjoys photography and is very excited about the fall foliage this year in New England. She will be traveling to New Mexico to visit family on an upcoming vacation.

Easy, Affordable Instrument Interfaces to Your Lab System Now Available!

How much do you think you could improve on efficiency and accuracy by interfacing your WindoPath System directly with your Ventana instruments? Some of our customers are saying data entry for ordering can be reduced by 40-80%! Where do you think you would fall in that range?

We can now offer both uni-directional and bi-directional connectivity between Psyche's WindoPath and Ventana's instruments.

- Uni-directional interfaces allow labels to be printed automatically at the Ventana printer, using accession and test order information sent automatically from the WindoPath system.
- Bi-directional interfaces allow the above, PLUS test status information to be sent from the Ventana host computer back to WindoPath. Psyche is the only Lab vendor partner who is implementing this advanced feature now, and both Psyche and Ventana are eager to demonstrate this key, unique functionality for you.

Limited Time Offer

Psyche Systems would like to provide an exclusive, limited time offer to our customers. 10% off the list price of an interface if you purchase prior to December 14, 2007. Take advantage of this offer by contacting us today. We are rolling this relationship and special offer out to our customers first! Contact Lisa-Jean Clifford at 800-345-1514, x357 for more details.

New Employees

There are quite a few new faces around here at Psyche. We are growing at a steady, positive rate based on the market demand and success of our solutions. We would like to introduce you to some of our new employees:

Dan Shapiro – WindoPath Quality Assurance Specialist
Ivy Farrell – Clinical Applications Trainer
Jeff Szymczyk – WindoPath System Engineer
Lisa-Jean Clifford – Sr. Director, Marketing & Business Development
Lori O'Grady – WindoPath Applications Trainer
Natalie Weare – WindoPath Account Management
Pamela Wu – Interface Liaison
Terri Morelli – Account Manager
Tim O'Brien – Telemarketing Director

WindoPath User Tips

BrioQuery

When exporting sections from BrioQuery that contain significant text (exceeding 255 characters), export the information to a .CSV file type rather than an .XLS. Excel will only hold a 255 character column width and 1,024 in the total cell, whereas a comma delimited file (.CSV) will hold more text.



Also, if you are not manipulating the text, it may benefit you to export

the section either as a .PDF (Brio v6x has a .PDF rendering utility with no need for additional software) or as an .HTML document.

WindoPath Did You Know?

In WindoPath v.6 there are several different ways to report ancillary test results such as HPV results. These include:



1. Activating a General Case Type for each test type and accessioning a new case for each test
2. Adding a specimen to an existing case (cannot be used with a Pap case type)
3. Adding an unsigned Supplemental report
4. Adding an Add-on or Signed Supplemental report
5. Adding an Internal Clinical Procedure
6. Activating the Histology Case Type and accessioning a new case for each test

Psyche in the News

We have received a lot of press coverage this past year and are very excited about the fact that most of the major publications in our industry value our company and product direction and think that what we are doing is both innovative and newsworthy. Feel free to visit the news section of our website to read the articles in depth if you didn't see them in print.

Traditional lines blur between clinical and AP lab systems

"Over 40 years ago, the first laboratory information systems (LIS) appeared for use in the clinical pathology laboratory," *Medical Laboratory Observer*, February 2007.

Want More From Your LIS?

"Psyche Systems e.lixa® suite of LIS extension applications represents a new class of laboratory software designed to add new functionality to your laboratory's existing LIS easily and affordably," *Clinical Lab Products: CLPrime E-Newsletter*, March 29, 2007.

The Real-Time is Now

"The field of anatomic pathology (AP) has long been viewed as a slow adopter when it comes to advancing technology," *ADVANCE for Administrators of the Laboratory*, April 1, 2007.

LabWeb 8.0 and WindoPath 6.0

Clinical Lab Products, April 1, 2007.

Technology Takeover

"Because rapid access to test results has such a clear and profound effect on diagnosis, treatment decisions, and overall patient care, laboratories were among the first areas in health care to become computerized," *Clinical Lab Products*, April 1, 2007.

The Ideal Integrated Database

"Can you name any single area of healthcare that is more important than your data?", *ADVANCE for Medical Laboratory Professionals*, August 13, 2007, and *ADVANCE for Administrators of the Laboratory*, September 1, 2007.

Connectivity Is The Key To Efficiency, Accuracy and Lower Cost

"Interfacing and integration are key components to streamlining processes, automating workflows and increasing efficiency," *Clinical Lab Products*, September 16, 2007.

Speaking in Code – The right software minimizes coding and reimbursement issues

"Lab information systems (LIS) are time- and money- savers for large and small laboratories in many ways," *Clinical Lab Products*, October 1, 2007.

Featured Partner

Seacoast Laboratory Data Systems, Inc.

Psyche has begun forming relationships with strategic partners in order to broaden our offerings to our current clients and increase our potential customer base.

We recently announced a partnership with Seacoast Laboratory Data Systems, Inc. Seacoast is a nationwide provider of Laboratory and Financial systems as well as a provider of support and customized software solutions to the laboratory industry.

Effective immediately, all of our current clients have the ability to add on any application or functionality through our alliance that they currently lack in their existing systems. This creates a unique best-of-breed solution with the benefits of a single vendor system. Each solution variation is scalable to any size facility. Seacoast brings integrated back-end billing and accounts receivable while Psyche brings LIS and AP systems with add-on Outreach and EMR interfacing capabilities.

Psyche and Seacoast will be working closely together to bring our combined solutions to market. Check on the events page periodically to see when you can meet Seacoast in person.

Contact Lisa-Jean Clifford today to learn more about this exciting partnership, and how you can now implement an integrated billing and accounts receivable solution with your LabWeb or WindoPath system.

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