

**New from Laboratory Economics ...**

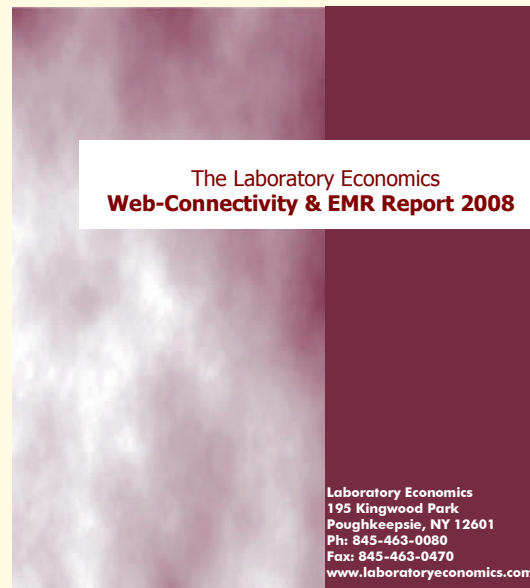
Brand New  
Survey Data!

Answer all your questions about  
**Web Connectivity for Laboratories**  
with this one comprehensive guide!

**65 pages of solid information to enable smart decision making.**

**The Laboratory Economics Web-Connectivity & EMR Report** is the industry's most exhaustive research on the quality of products and service provided by the nation's leading Web software vendors.

For the first time anywhere, you can find out which of the 15 major Web-connectivity vendors—Atlas, CareEvolve, Cerner, CPSI, Homegrown systems, Labtest Systems, McKesson, Meditech, Misys, Mitem/Dr. Chart, Orchard, SCC SoftComputer, Siemens, Telcor and 4Medica—offer the best value and service from the people who know best, their customers.



Find out from our proprietary survey of more than 285 lab directors and managers which Web-connectivity vendors scored highest in the following five key categories:

- Speed of implementation
- Level of service/support
- Delivering on promises
- Staying within budget/expected cost
- Would you buy again?

This report also includes case studies of successful Web-connectivity efforts at 10 laboratories, including Bio-Reference Labs, Carolina Medical Lab, Central DuPage Hospital, Clinical Laboratory Partners, Main Line Clinical Labs, North Shore-LIJ Health System Labs, Quest Diagnostics, Spectrum Laboratory, TriCore Reference Labs and University Medical Center at Princeton.

**Plus much more...**

- Get tips on how to increase physician office use of Web-based order entry
- Learn how the adoption of EMRs will dramatically change the relationship between labs and their physician clients
- See where labs are getting the biggest benefits from Web-connectivity (and where they're not!)
- Learn the right questions to ask before selecting your Web vendor
- Find out if using your LIS vendor is the right approach

If you're a Web vendor, this report is an important tool to help you gauge your strengths and weaknesses in the marketplace versus your competitors.

# The Laboratory Economics Web-Connectivity & EMR Report 2008

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- Keeps Promises?
- Level of Support/Service
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- Within Budget/Expected Cost?
- Would You Buy Again?

Atlas Medical ♦ CareEvolve ♦ Cerner ♦ CPSI ♦ Mitem/Dr. Chart ♦ Homegrown ♦ LabTest Systems ♦ McKesson ♦ Meditech ♦ Misys ♦ Orchard ♦ SCC Soft Computer ♦ Siemens ♦ TELCOR ♦ 4Medica

### 6. Survey Participant Comments on Web Connectivity

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**8. Case Studies:** Bio-Reference Labs ♦ Carolina Medical Laboratory ♦ Central DuPage Hospital ♦ Clinical Laboratory Partners ♦ Main Line Clinical Labs ♦ North Shore-LIJ Health System Labs ♦ Quest Diagnostics ♦ Spectrum Laboratory ♦ TriCore Reference Labs ♦ University Medical Center at Princeton

*"This is an ideal resource for preparing your lab's IT strategy and strengthening your physician-client relationships!"*

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