

WINTERGREEN RESEARCH, INC.

**Hospital Information Laboratory Systems Market
Opportunities, Strategies, and Forecasts 2007 to 2013**

Hospital Information Laboratory Systems



Picture by Susie Eustis

MOUNTAINS OF OPPORTUNITY

**WinterGreen Research, Inc.
Lexington, Massachusetts**

www.wintergreenresearch.com

CHECK OUT THESE KEY TOPICS

REPORT # SH29821532 290 PAGES 108 TABLES AND FIGURES 2007 \$3,200

MARKET SHARES FOR HEALTHCARE LABORATORY IT SYSTEMS
Hospital Laboratory Systems Market Forecasts
Market For Healthcare Laboratory IT Solutions

Healthcare Information Technology (HIT) Marketplace

Healthcare Information Systems Strategy
Information System Software Market Shifts

NEED FOR AUTOMATION OF LABORATORY

LABORATORY INFORMATION TECHNOLOGY INDUSTRY

BEST PRACTICES IN LABORATORY & PATHOLOGY

MOLECULAR DIAGNOSTIC LABORATORY

***PATHOLOGY INFORMATICS PLAY A ROLE DIAGNOSING
PATIENTS***

STREAMLINED SPECIMEN COLLECTIONS

ADVANCED ROBOTICS

GENERAL LABORATORY SYSTEM HARDWARE

OPEN SYSTEMS

WEB SERVICES PROTOCOLS

OPPORTUNITY ABOUNDS

WinterGreen Research, Inc.

Lexington, Massachusetts

www.wintergreenresearch.com

Hospital Information Laboratory Systems Market Description, Market Analysis, Product Description, and Company Profiles

Hospital information laboratory systems software license markets are growing as the Internet dominates e-commerce channel adoption. Supply chain automation is a market driving force that permits sharing of laboratory results with multiple services providers simultaneously. Integration of applications by the hospital information laboratory systems is a fundamental aspect of making lab information widely available.

The market for hospital IT laboratory solutions is specialized, rapidly evolving, and subject to rapid technological change. The breadth and quality of solution and service offerings, the stability of the solution provider, the features and capabilities of the information systems and devices, the ongoing support for the systems and devices and the potential for enhancements and future compatible software solutions and devices are significant market aspects.

The central issue with laboratory information systems vendors is safety and accuracy of results tracking. Laboratory results are distributed to a number of locations inside the hospital and to physicians. The accuracy of the results is a significant factor in determining the quality of care delivery.

Hospitals are pushing for increased reimbursement, as market forces from the government seek to drive down costs. Automated hospital management systems hold the potential to make care delivery more efficient. The motivating factor is to reduce the costs of health care delivery. Escalating health care costs is a central concern for insurers including the government.

Laboratory systems need to link the wings within the hospital and be operational across multiple facilities. Systems need to interact at the right junctions to realize true benefits. IT solutions need to function across the emergency department to the lab to the pharmacy to the physician office. Caregivers need applications designed to support their own work. Applications built independently and with different communication operate in silos that need to be integrated.

Laboratory information systems markets at \$114.7 million in 2006 are anticipated to reach \$205.8million by 2013. Growth comes as the electronic patient record requires more automated systems to make transfer of patient information rapid and transparent. Automated systems will decrease labor costs.

Companies Profiled

Market Leaders

Misys
Cerner
Meditech

Market Participants

CostFlex Systems
Eclipsys
GE / IDX / Centricity
iSoft
Lawson
Meditech
QuadraMed
Siemens

CPSI
Epic
Hyperion Solutions
Kodak Health Group
McKesson
mTuitive
SCC Soft Computer

Hospital Information Laboratory Systems Strategies and Forecasts 2007-2013

REPORT METHODOLOGY

THIS IS THE 313TH REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, TELEPHONE EQUIPMENT, HEALTH EQUIPMENT, AND ENERGY. THE PROJECT LEADERS TAKE DIRECT RESPONSIBILITY FOR WRITING AND PREPARING EACH REPORT. THEY HAVE SIGNIFICANT EXPERIENCE PREPARING INDUSTRY STUDIES. FORECASTS ARE BASED ON PRIMARY RESEARCH AND PROPRIETARY DATA BASES. FORECASTS REFLECT ANALYSIS OF THE MARKET TRENDS IN THE SEGMENT AND RELATED SEGMENTS. UNIT AND DOLLAR SHIPMENTS ARE ANALYZED THROUGH CONSIDERATION OF DOLLAR VOLUME OF EACH MARKET PARTICIPATION IN THE SEGMENT. INSTALLED BASE ANALYSIS AND UNIT ANALYSIS IS BASED ON INTERVIEWS AND AN INFORMATION SEARCH. MARKET SHARE ANALYSIS INCLUDES CONVERSATIONS WITH KEY CUSTOMERS OF PRODUCTS, INDUSTRY SEGMENT LEADERS, MARKETING DIRECTORS, DISTRIBUTORS, LEADING MARKET PARTICIPANTS, OPINION LEADERS, AND COMPANIES SEEKING TO DEVELOP MEASURABLE MARKET SHARE. OVER 200 IN DEPTH INTERVIEWS ARE CONDUCTED FOR EACH REPORT WITH A BROAD RANGE OF KEY PARTICIPANTS AND INDUSTRY LEADERS IN THE MARKET SEGMENT. WE ESTABLISH ACCURATE MARKET FORECASTS BASED ON ECONOMIC AND MARKET CONDITIONS AS A BASE. USE INPUT/OUTPUT RATIOS, FLOW CHARTS, AND OTHER ECONOMIC METHODS TO QUANTIFY DATA. USE IN-HOUSE ANALYSTS WHO MEET STRINGENT QUALITY STANDARDS. INTERVIEWING KEY INDUSTRY PARTICIPANTS, EXPERTS AND END-USERS. OUR RESEARCH INCLUDES ACCESS TO LARGE PROPRIETARY DATABASES. LITERATURE SEARCH INCLUDES ANALYSIS OF TRADE PUBLICATIONS, GOVERNMENT REPORTS, AND CORPORATE LITERATURE.

YOU MUST HAVE THIS STUDY

REPORT # SH29821532 290 PAGES 108 TABLES AND FIGURES 2007 \$3,200

Hospital Information laboratory Systems Strategies and Forecasts 2007 to 2013

Table of Contents

HOSPITAL INFORMATION LABORATORY SYSTEMS EXECUTIVE SUMMARY

HOSPITAL INFORMATION LABORATORY SYSTEMS EXECUTIVE SUMMARY	ES-1
Hospital Information Laboratory Systems Used To Shape Flexible Management	ES-1
Market For Healthcare Laboratory IT Solutions	ES-1
Market Shares For Healthcare Laboratory IT Systems	ES-4
Hospital Information Laboratory Systems: Market Shares	ES-5
Hospital Information Systems: Patient Laboratory Market Shares	ES-6
Hospital Laboratory Systems Market Forecasts	ES-8

HOSPITAL INFORMATION LABORATORY SYSTEMS MARKET DESCRIPTION AND MARKET DYNAMICS

1. HOSPITAL INFORMATION LABORATORY SYSTEMS MARKET DESCRIPTION AND MARKET DYNAMICS	1-1
1.1 Healthcare Information Technology (HIT) Marketplace	1-1
1.1.1 The Healthcare and Healthcare IT Industry	1-1
1.1.2 Trends Toward Homecare	1-2
1.1.3 Policy Reforms	1-3
1.1.4 Private Sector Approaches	1-3
1.2 Healthcare Information Systems Vision of Automated Process for Healthcare Delivery	1-4
1.2.1 Connect the Person	1-4
1.2.2 Cerner Offers A Longitudinal, Person-Centric Electronic Medical Record	1-5
1.2.3 Structure the Knowledge	1-5
1.3 Healthcare Information Systems Strategy	1-5
1.3.1 Hospital Laboratory Information Systems Positioning	1-6
1.4 Information System Software Market Shifts	1-6
1.4.1 Characteristics Particular To The Laboratory Information System Market	1-9
1.4.2 Implementation Depends On Documentation Of Each Discipline Needs	1-10
1.4.3 Laboratory Services Billing Issues	1-10
1.4.4 Prospective Payment System (PPS)	1-12
1.4.5 Managed Care Requirements	1-12
1.4.6 Oasis Laboratory Health Agencies	1-15
1.5 Need For Automation Of Laboratory	1-15
1.6 Laboratory Information Technology Industry	1-16
1.6.1 History Of Low Investment In Healthcare Information Technology	1-17
1.6.2 Market Driving Forces For Worldwide Laboratory Information Systems	1-18
1.6.3 Treatment Trends	1-18
1.6.4 Laboratory Healthcare Delivery Industry	1-20
1.6.5 Competition Forms Basis Of U.S. Medical Care Services Delivery	1-20

HOSPITAL INFORMATION LABORATORY SYSTEMS MARKET SHARES AND FORECASTS

2. HOSPITAL INFORMATION LABORATORY SYSTEMS MARKET SHARES AND MARKET FORECASTS	2-1
2.1 Market For Healthcare Laboratory IT Solutions	2-1
2.2 Market Shares For Healthcare Laboratory IT Systems	2-4

WINTERGREEN RESEARCH, INC.

2.2.1	Hospital Information Laboratory Systems: Market Shares	2-5
2.2.2	Hospital Information Systems: Patient Laboratory Market Shares	2-6
2.2.3	Cerner	2-9
2.2.4	Misys Laboratory	2-10
2.2.5	SCC Soft Computer Products	2-10
2.2.6	SCC Soft Computer SoftLab	2-11
2.2.7	McKesson	2-11
2.2.8	CPSI System	2-12
2.2.9	Siemens	2-12
2.2.10	HMS Laboratory Solutions	2-13
2.3	Hospital Laboratory Systems Market Forecasts	2-13
2.4	Hospital Information Laboratory Systems (HIS) Regional Market Segments, 2006	2-17

HOSPITAL INFORMATION LABORATORY SYSTEMS SOFTWARE PRODUCT DESCRIPTION

3. HOSPITAL INFORMATION LABORATORY SYSTEMS PRODUCT DESCRIPTION	3-1
3.1 Cerner PathNet® Laboratory Information System	3-1
3.1.1 Cerner Clinical Laboratory Solutions	3-5
3.1.2 Cerner Anatomic Pathology Solutions	3-8
3.1.3 Cerner Streamlined Workflow	3-10
3.1.4 Cerner Genomics Solutions	3-15
3.1.5 Doctor and Microscope Cerner Laboratory Outreach Solutions	3-17
3.2 Misys Laboratory	3-19
3.2.1 Misys Microbiology	3-21
3.2.2 Misys Anatomic Pathology	3-21
3.2.3 Misys Specimen Collection	3-21
3.2.4 Misys Outreach	3-22
3.2.5 Misys Multi-facility Support	3-22
3.3 SCC Soft Computer Products	3-23
3.3.1 SCC Soft Computer Outreach Information Systems Suite	3-24
3.3.2 SCC Soft Computer Blood Service Information Systems Suite	3-25
3.3.3 SCC Soft Computer Pharmacy Information Systems Suite	3-25
3.3.4 SCC Soft Computer Radiology Information Systems Suite	3-26
3.3.5 SCC Soft Computer Workflow Assessment And Process Improvement	3-28
3.3.6 SCC Soft Computer SoftLab	3-29
3.4 CPSI Laboratory Information System	3-34
3.4.1 CPSI System - The Integrated EMR Solution	3-35
3.4.2 CPSI System - Laboratory Instrument Interfaces	3-35
3.5 iSOFT i.Laboratory	3-37
3.6 EpicCare Clinical Laboratory Information System	3-37
3.6.1 EpicCare Public Health Laboratory System	3-38
3.7 GE IDX Carecast Lab, Powered By SCC Soft Computer	3-39
3.8 QuadraMed Affinity Lab	3-39
3.9 McKesson Horizon Lab	3-40
3.10 Meditech Laboratory	3-42
3.10.1 Network-Wide Requisition Entry	3-44
3.10.2 MediTech Specimen Collection and Verification	3-46
3.10.3 MediTech Microbiology	3-53
3.10.4 MediTech Network-wide Requisition Entry	3-55
3.10.5 MediTech Workload Statistics	3-62
3.10.6 MediTech Anatomical Pathology	3-63
3.10.7 MediTech Blood Bank	3-70
3.10.8 MediTech Laboratory Inventory Tracking and Utilization	3-74
3.10.9 MediTech Outreach Laboratory	3-78

HOSPITAL INFORMATION LABORATORY SYSTEMS (HIS) TECHNOLOGY

4. HOSPITAL INFORMATION LABORATORY SYSTEMS (HIS) TECHNOLOGY	4-1
--	------------

REPORT # SH29821532	290 PAGES	108 TABLES AND FIGURES	2007	\$3,200
----------------------------	------------------	-------------------------------	-------------	----------------

4.1	Best Practices in Laboratory & Pathology	4-1
4.1.1	NCCLS Standards / Cerner Millennium PathNet	4-1
4.1.2	CAP Cancer Reporting Protocols & Synoptic Reporting—	4-1
4.1.3	Cerner DHT CoPathPlus Status and Development	4-2
4.1.4	Clinical Reporting & MRP	4-2
4.1.5	Clinical Reporting XR	4-2
4.1.6	Gajema® Specimen Transport And Tracking Solution	4-2
4.1.7	InfoMaker Reporting Capabilities in CoPathPlus	4-3
4.1.8	Blood Bank Donor Regional Medical Center Systems	4-4
4.1.9	Implementing And Managing Reference Lab	4-4
4.2	Molecular Diagnostic Laboratory	4-4
4.3	Pathology Informatics Play A Role Diagnosing Patients	4-6
4.3.1	Imaging Strategies in Pathology	4-6
4.3.2	Specimen Collections & Positive Patient Identification at the Patient Bedside	4-6
4.3.3	Automation in Pathology for Voice Recognition, Slide & Cassette Labeling, & Staining	4-7
4.3.4	Using Technology to Improve Processing in the Anatomic Laboratory	4-8
4.4	Streamlined Specimen Collections	4-8
4.5	Advanced Robotics	4-10
4.5.1	Streamlined Laboratory Solution Workflow	4-11
4.6	General Laboratory System Hardware	4-14
4.6.1	General Laboratory Communications	4-15
4.6.2	General Laboratory Peripheral Equipment	4-16
4.7	Open Systems	4-17
4.7.1	Open Web Services Technology	4-17
4.7.2	Open Standards To Define A Common Event	4-18
4.7.3	Open Systems Support Heterogeneous Computing Platforms	4-18
4.8	Service Oriented Architecture (SOA)	4-19
4.8.1	IBM Service Oriented Architecture (SOA)	4-21
4.8.2	SOA Business Challenge IT Imperative	4-21
4.8.3	Service-Oriented Architecture And Relevant Standards	4-22
4.9	Java	4-24
4.9.1	AI Vendor Commitment To Java	4-25
4.9.2	Advantages Of Java In Context Of Application Integration	4-25
4.10	J2EE (Java™ Platform)	4-26
4.10.1	Java Single Application Development	4-27
4.10.2	EAI Vendor Commitment To Java	4-28
4.10.3	Advantages Of Java In Context Of Application Integration	4-28
4.10.4	J2EE Standardization	4-29
4.11	Web Services Protocols	4-30
4.11.1	Web Services	4-31
4.11.2	Soap	4-31
4.11.3	Apache Soap	4-32
4.11.4	Load Balancer With SSL Support	4-32
4.11.5	Points Of Failure	4-33
4.11.6	Soap Limitations	4-34
4.11.7	WSDL	4-36
4.11.8	WSDL Service Descriptions	4-37
4.11.9	UDDI Registry	4-38
4.11.10	UDDI Test Registries	4-38
4.11.11	UDDI Distributed Web Service Discovery	4-39
4.11.12	UDDI Consortium	4-40
4.11.13	WS-Inspection Document Extensibility	4-40
4.11.14	XSLT	4-41
4.11.15	OASIS	4-42
4.11.16	ebXML	4-43

HOSPITAL INFORMATION SYSTEM COMPANY PROFILES

5. HOSPITAL INFORMATION SYSTEM COMPANY PROFILES	5-1
5.1 Hospital Information System Companies	5-1
5.2 HIMSS Segments:	5-2
5.2.1 HIMSS Top Companies:	5-4
5.3 Cerner	5-5
5.3.1 Cerner Automates the Care Process	5-5
5.3.2 Cerner Structure the Knowledge	5-5
5.3.3 Cerner Strategy	5-6
5.3.4 Cerner Millennium 2007 Solution and Service Highlights	5-9
5.3.5 Cerner Lights On™ Network	5-9
5.3.6 Cerner Physician Practice Business, PowerWorks®, in 2006	5-10
5.3.7 Cerner Positioning for Continued Long-Term Growth	5-11
5.3.8 Cerner Device With Connectivity Architecture For Prescription Accuracy	5-13
5.3.9 Cerner Revenue Shows Organic Growth	5-14
5.3.10 Cerner Results Overview	5-15
5.3.11 Cerner Target Markets	5-17
5.3.12 Cerner Unified Architecture	5-19
5.3.13 Cerner Nursing Solutions	5-20
5.3.14 Cerner Healthcare Devices	5-20
5.3.15 Cerner Implementation and Support Services	5-21
5.3.16 Cerner Selected Differentiating Solutions	5-22
5.3.17 Cerner / Galt Associates	5-23
5.3.18 Cerner / VitalWorks	5-24
5.3.19 Cerner Regional Analysis	5-24
5.3.20 Cerner Segment Reporting	5-25
5.4 CostFlex Systems	5-26
5.4.1 CostFlex International	5-27
5.5 CPSI	5-27
5.5.1 CPSI System Product Development	5-29
5.5.2 CPSI Organizational Structure	5-29
5.5.3 Computer Programs and Systems Fourth Quarter and Year-End 2006 Revenue	5-30
5.6 Eclipsys	5-32
5.6.1 Eclipsys Revenue for Quarter Ended March 31, 2007	5-33
5.6.2 Eclipsys Revenues:	5-33
5.6.3 Eclipsys Business Overview	5-34
5.6.4 Eclipsys Target Markets	5-35
5.6.5 Eclipsys Services Oriented Architecture: Solutions Utilize The Same Architecture And Share Health Data Repository (HDR), While Being Customized For The Workflows Of Different Environments	5-36
5.6.6 Eclipsys Sunrise RIS Advanced Radiology Information System	5-37
5.6.7 Eclipsys Sunrise™ Clinical Manager with Physician Solutions	5-38
5.6.8 Eclipsys Software Offerings:	5-39
5.6.9 Eclipsys Order Entry	5-39
5.6.10 Eclipsys Clinical Decision Support	5-40
5.6.11 Eclipsys Laboratory, Surgery, And Critical Care Modules ·	5-41
5.6.12 Eclipsys Patient Scheduling And Resource Management Facilitates Scheduling Patient Appointments	5-41
5.6.13 Eclipsys Sunrise Decision Support Manager	5-42
5.6.14 Eclipsys Diagnostic Imaging Solutions	5-44
5.6.15 Eclipsys Consulting Services	5-44
5.6.16 Remote Hosting	5-45
5.6.17 Eclipsys Revenue Quarter Ended March 31, 2007	5-45
5.7 Epic	5-47
5.8 GE / IDX / Centricity	5-47
5.8.1 GE Healthcare Collective Knowledge	5-48
5.8.2 GE Healthcare Revenue Cycle Management	5-48
5.8.3 GE Healthcare:	5-48

WINTERGREEN RESEARCH, INC.

5.8.4	GE Healthcare Revenue	5-49
5.8.5	GE Healthcare Primary Business Units	5-49
5.9	Hyperion Solutions:	5-51
5.9.1	Hyperion System 9	5-52
5.9.2	Hyperion / UpStream Software	5-52
5.9.3	Hyperion Business Performance Management Demand Drivers	5-52
5.9.4	Hyperion Strategy	5-54
5.9.5	Key elements Hyperion System 9 Products	5-57
5.9.6	Hyperion System 9 Applications+	5-58
5.9.7	Hyperion System 9 BI+	5-59
5.10	iSoft:	5-60
5.10.1	iSoft Supporting Reform In Healthcare	5-62
5.10.2	Working With Professionals	5-63
5.11	Kodak Health Group	5-64
5.12	Lawson	5-65
5.12.1	Lawson Healthcare Organization Customer Base	5-66
5.12.2	Lawson S3 Enterprise Performance Management Suite	5-67
5.12.3	Lawson S3 Supply Chain Management Suite	5-68
5.12.4	Lawson S3 Human Capital Management Suite	5-69
5.12.5	Lawson S3 Enterprise Financial Management Suite	5-70
5.12.6	Lawson S3 Business Process Management Suite	5-70
5.12.7	Lawson Vertical Market and Customer Focus	5-74
5.12.8	Lawson Technology Platform	5-74
5.12.9	Lawson Application Architecture	5-75
5.12.10	Lawson Products And Solutions	5-76
5.12.11	Lawson M3 Product Benefits of Solutions	5-77
5.12.12	Lawson Software Third Quarter Fiscal 2007 Revenue	5-81
5.12.13	Lawson Third Quarter Fiscal 2007 Key Metrics and Highlights	5-81
5.12.14	Lawson Software and Intentia	5-83
5.13	Misys Healthcare Systems:	5-84
5.13.1	Misys plc	5-85
5.13.2	Misys Healthcare Systems Solutions	5-86
5.13.3	Misys Product Pricing	5-89
5.13.4	Misys Marketing	5-89
5.13.5	Misys Healthcare Systems Partners With mTuitive To Better Ensure The Accuracy Of Cancer Diagnosis	5-90
5.14	Meditech	5-91
5.14.1	Meditech / Acquire Patient Care Technologies (PtCT)	5-91
5.14.2	Patient Care Technologies (PtCT) Maestro Enterprise Software	5-92
5.14.3	Meditech Revenue	5-92
5.14.4	Meditech Hospital Software	5-93
5.14.5	Meditech Computer Hardware	5-93
5.14.6	Meditech Licensed Software	5-94
5.14.7	Meditech Corporate Partner For Physician and Practice Management software LSS Improvements Focus on Quality, Integration	5-95
5.14.8	LSS Data Systems Integration is Key	5-96
5.14.9	e-Prescribing	5-96
5.14.10	Meditech Authorization and Referral Management	5-97
5.15	mTuitive	5-99
5.16	QuadraMed	5-99
5.16.1	QuadraMed Q1 2007 Revenue	5-99
5.16.2	QuadraMed Revenue	5-100
5.16.3	QuadraMed Major Customers	5-103
5.16.4	QuadraMed Revenue	5-103
5.17	SCC Soft Computer:	5-108
5.18	Siemens:	5-109
5.18.1	Siemens In-Vitro Diagnostics Market	5-112
5.18.2	Siemens Geographic Presence	5-112
5.18.3	Siemens Principal Competitors	5-113

List of Tables and Figures**HOSPITAL INFORMATION LABORATORY SYSTEMS EXECUTIVE SUMMARY**

Table ES-1	ES-2
Healthcare Laboratory IT Solution Market Driving Forces	
Table ES-2	ES-4
Laboratory Information System Target Markets	
Figure ES-3	ES-7
Worldwide Hospital Information Systems: Laboratory Market Shares, Licenses and Services, 2006	
Figure ES-4	ES-9
Laboratory Information Systems: License and Services Fees, Market Forecasts 2007 - 2013	

HOSPITAL INFORMATION LABORATORY SYSTEMS MARKET DESCRIPTION AND MARKET DYNAMICS

Table 1-1	1-7
Laboratory Information System Software Characteristics	
Table 1-2	1-9
Market Characteristics For Evaluation of Laboratory Information System Software Vendors	
Table 1-3	1-11
Laboratory Services Billing Issues	
Table 1-4	1-13
JCAHO ORYX Requirements	
Table 1-5	1-19
Factors Relating To Value Of Laboratory Health Care	

HOSPITAL INFORMATION LABORATORY SYSTEMS MARKET SHARES AND FORECASTS

Table 2-1	2-2
Healthcare Laboratory IT Solution Market Driving Forces	
Table 2-2	2-4
Laboratory Information System Target Markets	
Figure 2-3	2-7
Worldwide Hospital Information Systems: Laboratory Market Shares, Licenses and Services, 2006	
Figure 2-4	2-8
Worldwide Hospital Information Systems: Laboratory Information Systems, Licenses and Services, 2006	
Figure 2-5	2-14
Laboratory Information Systems: Number Of Units Shipped, Market Forecasts 2007 - 2013	
Figure 2-6	2-15
Laboratory Information Systems: License and Services Fees, Market Forecasts 2007 - 2013	
Figure 2-7	2-16
Worldwide Hospital Information Laboratory Systems, Market Forecasts 2007 – 2013	
Figure 2-8	2-18
Hospital Information Laboratory Systems (HIS) Regional Market Segments, 2006	
Table 2-9	2-19
Hospital Information Laboratory Systems (HIS) Regional Market Segments, 2006	

HOSPITAL INFORMATION LABORATORY SYSTEMS SOFTWARE PRODUCT DESCRIPTION

Table 3-1	3-2
Cerner PathNet® Laboratory Information System Functions	
Table 3-2	3-3
Cerner PathNet® Laboratory Information System Target Markets	
Table 3-3	3-4
Cerner Laboratory Solutions	
Table 3-4	3-5
Cerner Laboratory Solutions Key Benefits:	
Table 3-5	3-6
Cerner Clinical Laboratory Solutions	
Table 3-6	3-8
Cerner Anatomic Pathology Solutions Components	
Table 3-7	3-10
Cerner Streamlined Workflow	
Table 3-8	3-12
Cerner Millennium PathNet General Laboratory Key Benefits	
Table 3-9	3-13
Cerner Millennium PathNet General Laboratory Key Features:	
Table 3-10	3-14
Cerner Anatomic Pathology AP Solutions:	
Table 3-11	3-15
Cerner Genomics Laboratory Solutions Key Benefits:	
Table 3-12	3-16
Cerner Genomic Solutions	
Table 3-13	3-17
Cerner GeneExplorer Modules	
Table 3-14	3-18
Doctor and Microscope Cerner Laboratory Outreach Solutions Key Benefits:	
Table 3-15	3-19
Cerner Laboratory Outreach Solutions	
Table 3-16	3-20
Misys Laboratory Key Features	
Table 3-17	3-23
SCC Soft Computer Laboratory Information Systems Suite	
Table 3-18	3-24
SCC Soft Computer Outreach Information Systems Suite	
Table 3-19	3-25
SCC Soft Computer Blood Service Information Systems Suite Components	
Table 3-20	3-26
SCC Soft Computer Pharmacy Information Systems Suite Components	
Table 3-21	3-27
SCC Soft Computer Radiology Information Systems Suite Components	
Table 3-22	3-28
SCC Soft Computer Soft Workflow Process Improvement Functions	
Table 3-23	3-30
SCC Soft Computer Soft Workflow Assessment Functions	
Table 3-24	3-31
SCC Soft Computer SoftMic Managing Microbiology Features	
Table 3-25	3-33
SCC Soft Computer SoftPath Advanced, Integrated Pathology Solutions Components	

Table 3-26	3-41
McKesson Horizon Lab Benefits	
Table 3-27	3-43
Meditech Laboratory Functions:	
Table 3-28	3-44
Meditech Laboratory Standard Features	
Table 3-29	3-45
Laboratory Systems Functions To Perform Several Tasks From One Screen	
Table 3-30	3-46
Meditech's Laboratory Application Streamlining Functions	
Table 3-31	3-47
MediTech Laboratory Application Streamlines Specimen Processing Screens	
Table 3-32	3-48
MediTech Laboratory Application Streamlines Result Entry	
Table 3-33	3-49
MediTech Laboratory Application Streamlines Result Verification	
Table 3-34	3-50
MediTech Laboratory Result Inquiry	
Table 3-35	3-50
MediTech Laboratory Patient Reports	
Table 3-36	3-51
MediTech Laboratory Management Reports	
Table 3-37	3-52
MediTech Laboratory Quality Control	
Table 3-38	3-53
MediTech Workload and Result Statistics	
Table 3-39	3-54
MediTech Microbiology Application Functions	
Table 3-40	3-55
MediTech Standard Features	
Table 3-41	3-56
MediTech Collection Lists	
Table 3-42	3-57
MediTech Batch Processing	
Table 3-43	3-58
MediTech Result Entry	
Table 3-44	3-59
MediTech Result Inquiry	
Table 3-45	3-60
MediTech Epidemiology and Statistical Reports	
Table 3-46	3-61
MediTech Management Reports	
Table 3-47	3-62
MediTech Integration Features	
Table 3-48	3-63
MediTech Anatomical Pathology Functions	
Table 3-49	3-64
MediTech Anatomical Pathology Standard Features	
Table 3-50	3-65
MediTech Laboratory Result Entry	
Table 3-51	3-67
MediTech Laboratory Sign-out and Routines	

WINTERGREEN RESEARCH, INC.

Table 3-52	3-68
MediTech Management Reports	
Table 3-53	3-71
MediTech Blood Bank Functions	
Table 3-54	3-72
MediTech Blood Bank Standard Features	
Table 3-55	3-73
MediTech Donor Recruitment and Management Features	
Table 3-56	3-74
MediTech Blood Bank Application Features	
Table 3-57	3-75
MediTech Multiple Specimen Processing	
Table 3-58	3-76
MediTech Blood Bank Application Patient Reports Features	
Table 3-59	3-77
MediTech Reporting Capabilities	
Table 3-60	3-78
MediTech Lab staff	
Table 3-61	3-79
MediTech Streamlined Requisitioning Standard Features	
Table 3-62	3-80
MediTech Flexible Lab Billing Procedures	
Table 3-63	3-81
MediTech Call Back Determination Aspects	
Table 3-64	3-82
MediTech Laboratory Future Orders Database	
Table 3-65	3-83
MediTech Comprehensive Lab Reporting Options	

HOSPITAL INFORMATION LABORATORY SYSTEMS (HIS) TECHNOLOGY

Table 4-1	4-5
Clinical Bioinformatics Ontology™ (CBO) systems	
Table 4-2	4-9
Streamlined Specimen Collections Functions	
Table 4-3	4-11
Streamlined Laboratory Solution Workflow Functions	
Table 4-4	4-13
General Laboratory Information Systems Key Benefits	
Table 4-5	4-15
General Laboratory Servers Features:	
Table 4-6	4-20
Service Oriented Architecture (SOA) Functions	
Table 4-7	4-30
Web Services Protocols	
Table 4-8	4-35
Soap-Based Web Service Production Environment Testing	
Table 4-9	4-42
XSLT Transformation Of XML	

HOSPITAL INFORMATION SYSTEM COMPANY PROFILES

Table 5-1	5-2
HIMSS Segments	
Table 5-2	5-4
HIMSS Top Companies:	
Table 5-3	5-6
Key Elements Of Cerner Business Strategy	
Table 5-4	5-8
Key Elements Of Cerner Market Functions	
Table 5-5	5-11
Cerner Elements of Positioning for Continued Long-Term Growth	
Table 5-6	5-18
Cerner Electronic Positioning	
Table 5-7	5-53
Hyperion Business Performance Management Key Market Dynamics	
Table 5-8	5-55
Hyperion Strategy Key Elements	
Table 5-9	5-67
Lawson S3 Enterprise Performance Management Applications	
Table 5-10	5-68
Lawson S3 Supply Chain Management Applications	
Table 5-11	5-69
Lawson S3 Human Capital Management Applications Include	
Table 5-12	5-71
Lawson S3 Business Process Management Applications	
Table 5-13	5-78
Lawson M3 Product Benefits of Solutions	
Table 5-14	5-87
Misys Product Set	
Table 5-15	5-98
Meditech Authorization and Referral Management Highlights:	
Table 5-16	5-110
Siemens Medical Solutions offerings:	

ABOUT THE COMPANY

WINTERGREEN RESEARCH, HAS A UNIQUE RESEARCH STRATEGY THAT RELATES TO IDENTIFYING MARKET TRENDS THROUGH READING AND INTERVIEWING OPINION LEADERS. BY READING THE ELECTRONIC EQUIVALENT OF 40 FEET OF PAPER, WINTERGREEN RESEARCH SENIOR ANALYSTS CAN LEARN A LOT MORE ABOUT MARKETS, A LOT FASTER THAN CAN BE LEARNED THROUGH EXPENSIVE SURVEYS AND FOCUS GROUPS. THINKING ABOUT MARKET TRENDS IS A HIGH PRIORITY AT WINTERGREEN RESEARCH. AS WITH ALL RESEARCH, THE VALUE PROPOSITION FOR COMPETITIVE ANALYSIS COMES FROM INTELLECTUAL INPUT.

IT IS A LUXURY REALLY, AVAILABLE TO ONLY A VERY FEW PEOPLE, TO BE ABLE TO GATHER INFORMATION, LOTS OF INFORMATION FROM READING MASSIVE AMOUNTS OF CONTENT, AND THEN TRYING TO MAKE SENSE OF THAT CONTENT. THE ABILITY TO THINK ABOUT MARKET TRENDS IS ENHANCED BY DOING IT OVER AND OVER FOR MANY DIFFERENT MARKETS. THAT IS WHAT WINTERGREEN RESEARCH IS ALL ABOUT: READING AND THINKING IS AN ESSENTIAL ASPECT OF COMPETITIVE ANALYSIS. TALKING TO OPINION LEADERS IS THE THIRD ESSENTIAL ASPECT OF PRODUCING GOOD, RELIABLE DATA.

WINTERGREEN RESEARCH, FOUNDED IN 1985, PROVIDES STRATEGIC MARKET ASSESSMENTS IN TELECOMMUNICATIONS, COMMUNICATIONS EQUIPMENT, HEALTH CARE, INTERNET AND ADVANCED COMPUTER TECHNOLOGY. INDUSTRY REPORTS FOCUS ON OPPORTUNITIES THAT EXPAND EXISTING MARKETS OR DEVELOP MAJOR NEW MARKETS. THE REPORTS ASSESS NEW PRODUCT AND SERVICE POSITIONING STRATEGIES, NEW AND EVOLVING TECHNOLOGIES, AND TECHNOLOGICAL IMPACT ON PRODUCTS, SERVICES, AND MARKETS. MARKET SHARES ARE PROVIDED. LEADING MARKET PARTICIPANTS ARE PROFILED, AND THEIR MARKETING STRATEGIES, ACQUISITIONS, AND STRATEGIC ALLIANCES ARE DISCUSSED. THE PRINCIPALS OF WINTERGREEN RESEARCH HAVE BEEN INVOLVED IN ANALYSIS AND FORECASTING OF INTERNATIONAL BUSINESS OPPORTUNITIES IN TELECOMMUNICATIONS AND ADVANCED COMPUTER TECHNOLOGY MARKETS FOR OVER 30 YEARS.

ABOUT THE PRINCIPAL AUTHORS

ELLEN T. CURTISS, TECHNICAL DIRECTOR, CO-FOUNDER OF WINTERGREEN RESEARCH, CONDUCTS STRATEGIC AND MARKET ASSESSMENTS IN TECHNOLOGY-BASED INDUSTRIES. PREVIOUSLY SHE WAS A MEMBER OF THE STAFF OF ARTHUR D. LITTLE, INC., FOR 23 YEARS, MOST RECENTLY AS VICE PRESIDENT OF ARTHUR D. LITTLE DECISION RESOURCES, SPECIALIZING IN STRATEGIC PLANNING AND MARKET DEVELOPMENT SERVICES. SHE IS A GRADUATE OF BOSTON UNIVERSITY AND THE PROGRAM FOR MANAGEMENT DEVELOPMENT AT HARVARD GRADUATE SCHOOL OF BUSINESS ADMINISTRATION. SHE IS THE AUTHOR OF RECENT STUDIES ON WORLDWIDE TELECOMMUNICATIONS MARKETS, THE TOP TEN INTERNET EQUIPMENT COMPANIES, THE TOP TEN CONTRACT MANUFACTURING COMPANIES, AND THE TOP TEN TELECOMMUNICATIONS MARKET ANALYSIS AND FORECASTS.

SUSAN EUSTIS, PRESIDENT, CO-FOUNDER OF WINTERGREEN RESEARCH, HAS DONE RESEARCH IN COMMUNICATIONS AND COMPUTER MARKETS AND APPLICATIONS. SHE HOLDS SEVERAL PATENTS IN MICROCOMPUTING AND PARALLEL PROCESSING. SHE HAS THE ORIGINAL PATENTS IN ELECTRONIC VOTING MACHINES. SHE HAS NEW PATENT APPLICATIONS IN FORMAT VARYING, MULTIPROCESSING, AND ELECTRONIC VOTING. SHE IS THE AUTHOR OF RECENT STUDIES OF THE REGIONAL BELL OPERATING COMPANIES' MARKETING STRATEGIES, INTERNET EQUIPMENT, BIOMETRICS, A STUDY OF INTERNET EQUIPMENT, WORLDWIDE TELECOMMUNICATIONS EQUIPMENT, TOP TEN TELECOMMUNICATIONS, DIGITAL LOOP CARRIER, WEB HOSTING, WEB SERVICES, AND APPLICATION INTEGRATION MARKETS. MS. EUSTIS IS A GRADUATE OF BARNARD COLLEGE.

WINTERGREEN RESEARCH, INC.

ORDER FORM

Return To: WinterGreen Research, Inc.
6 Raymond Street
Lexington, MA 02421 USA
Phone: (781) 863-5078 --- Fax: (781) 863-1235 or (781) 860-0897

PLEASE ENTER MY ORDER FOR:

**Hospital Information Laboratory Systems
Strategies and Forecasts 2007-2013**

-ALL REPORTS ARE AVAILABLE IN EITHER PRINT OR PDF-

PDF PRINT

____ ENCLOSED IS MY CHECK FOR \$2,800 FOR SINGLE COPY, \$3,800 FOR WEB SITE POSTING

____ PLEASE BILL MY COMPANY USING P.O. NUMBER _____

____ PLEASE CHARGE MY MASTERCARD/VISA/AMERICAN EXPRESS ____

CARD NUMBER _____ EXP. DATE _____

If charging to a Credit card you may e-mail the order form, but not the card information

Fax or Call with credit card information - Do not send card number as e-mail - You may send the order as e-mail

____ ADDITIONAL COPIES, @ \$375 (EXTRA COPY PRICE IN EFFECT ONLY WITH INITIAL ORDER)

NAME _____ TITLE _____

SIGNATURE _____

COMPANY _____ DIVISION _____

ADDRESS _____

CITY _____ STATE / ZIP _____

TELEPHONE _____

FAX _____

EMAIL _____

PLEASE NOTE: RESIDENTS OF MASSACHUSETTS AND CONNECTICUT MUST INCLUDE APPROPRIATE SALES TAX

SUBSCRIBERS OUTSIDE THE UNITED STATES MUST PROVIDE PREPAYMENT IN U.S. FUNDS

REPORT # SH29821532 290 PAGES 108 TABLES AND FIGURES 2007 \$3,200