

- 1) What is the brand name of your company's middleware system?
- 2) What is the latest version of your middleware system; what year was this version released?
- 3) Which of the following functions or capabilities does your middleware system perform or support?
 - ☐ automated reflex/rerun testing
 - ☐ billing and reimbursement management
 - ☐ communications and data validation
 - ☐ data communication
 - ☐ data consolidation
 - ☐ orders management
 - ☐ physician communication
 - ☐ point-of-care data management
 - ☐ quality systems management
 - ☐ real-time information management
 - ☐ sample and results tracking
 - ☐ systems data integration
 - ☐ other
- 4) On what operating system is your middleware system based?
- 5) How does your middleware support user control and configuration?
- 6) Does your middleware include offline user control and/or configuration tools?
- 7) With which of the following systems or instruments is your middleware system able to interface?
 - ☐ bedside/handheld ID devices
 - ☐ blood banking systems
 - ☐ central data repositories
 - ☐ electronic medical records
 - ☐ hospital information systems
 - ☐ laboratory automation systems
 - ☐ laboratory information systems
 - ☐ microbiology systems
 - ☐ pharmacy systems
 - ☐ physician office management systems
 - ☐ point-of-care testing instruments
 - ☐ public health surveillance systems/registries
 - ☐ reference laboratories
 - ☐ reporting systems (administrative/financial/compliance/QA)
 - ☐ specimen-tracking systems
 - ☐ stand-alone automated instruments
 - ☐ other
- 8) What type of technical support is available?
- 9) How is the pricing of your middleware structured?
- 10) What capabilities, features, or accessories distinguish this product from others on the market?

Beckman Coulter Inc	Data Innovations LLC	Orchard Software Corp
Brea, Calif (800) 562-3821; www.beckmancoulter.com	Burlington, Vt (802) 658-2850; www.datainnovations.com	Carmel, Ind (800) 856-1948; www.orchardsoft.com
Remisol Advance data manager	Instrument Manager	Orchard Trellis
Version 1.7; 2013. Version 1.8 pending release 2015.	IM Version 8.13.02; December 2013	Version 1.5; October 2014
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Windows 7, 32- and 64-bit	Microsoft Windows	Windows 7 Pro SP1, 64-bit or later
User discrete menu access configuration is achievable and permits the establishment of unique passwords.	User-defined, rules-based functionality provides laboratorians the ability to optimize operations and customize as business dynamics change.	Plug and play within minimal user configuration.
Accomplished via the user interface and "Intranet" option, when activated.	Yes. Allows users to export configuration options and edit using common tools such as Microsoft Excel or Word and then import configuration.	No
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Application specialists are available for onsite support and 24/7 hotline support.	24/7/365 emergency support. Extended business hours (9 AM to 8 PM EST/EDT) for non-emergency support. Provided by telephone, email, and customer web portal, as well as documentation, knowledge-base, and videos.	Orchard offers three support options according to an organization's needs and budget. All options include software upgrades and installation.
Priced by lab configuration, including the number of instruments.	Licensed modules add functionality to base system. Connectivity and user access is based on concurrent licensing model and can be repurposed.	Applications require an initial investment and annual support agreement; systems are not subscription-based and require no monthly fees. Licenses are concurrent and purchased once. Additional licenses, interfaces, hardware, and modules may be purchased at any time after the initial investment.
End-to-end solution connects instrumentation and automation solutions across multiple sites; uses autoverification procedures to address inspection requirements; customized reporting capabilities; extended QC module monitors the quality of diagnostic system operation using patient-weighted moving average data.	Clinical laboratory solutions to standardize and optimize workflow for multiple lab disciplines. Scalable and affordable for small institutions. Laboratory Intelligence (business analytics) provides instant access to timely actionable performance metrics for laboratory operations.	Deployed via web services; easy to install, maintain, and upgrade. Software updates are installed by the system administrator in the manager module on the Harvest LIS server, and then pushed to Trellis, where they are automatically installed without the need for technical support.

Siemens Healthcare Diagnostics	Sysmex America Inc	Viewics Inc
Tarrytown, NY (800) 242-3233; http://tinyurl.com/n7kj5cg	Lincolnshire, Ill (800) 379-7639; www.sysmex.com	Sunnyvale, Calif (415) 439-0084; www.viewics.com
CentralLink data management system	Sysmex WAM	Viewics Health Insighter
v14; 2014	Sysmex WAM v5.0; October 2013	3.2.2; July 2014
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MS Server 2003 or MS Server 2008	Red Hat Linux	Windows
User privileges may be assigned by lab determination and functional use. All actions and configuration changes are tracked and stored in an audit log.	Has multisite and multi-LIS capabilities. Permits subsite rules where needed for added flexibility.	Built to enable end users to create, customize, and share actionable analytics.
May be controlled or configured remotely by an approved user.	Delivered to the customer preconfigured with customer-specific rules and settings, ready for customers to start verification and workflow testing with Sysmex analyzers and devices.	Access can be configured based on user needs.
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24/7/365; remote access is configured during implementation, based on customer permissions; historical data show 94% fix rate via remote connection.	WAM technical assistance center and customer resource center.	In addition to on-site training, users have access to online help, videos, and other on-demand resources.
Dependent on the scale of the solution and licensing required.	Configured and priced by hematology test volume, number of connections, and complexity of the automation line(s).	Monthly subscription with a very low upfront cost. Pricing is based on number of users, systems, and tests performed annually.
Integrated QC for both monitoring and AV rules, allowing QC rules-based outcomes to be automated. QC may also incorporate a patient moving average, which can be used for autoverification purposes in combination with commercial QC material.	The flexible intelligent rules engine is designed specifically for hematology, offering extensive rule-variable combinations to build rules for auto-validation, reflexing, add-on testing, generation of manual differential smears, sample routing, and more.	Laboratory-focused, easy-to-use, and able to aggregate data across disparate systems. Delivered SaaS, it is an end-to-end solution that is built for the laboratory's information systems, IT resource constraints, and budget.

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June

Molecular Diagnostic Probes, Reagents, & Assays

July

Point-of-Care Assays & Instruments

August

Molecular Diagnostic Instruments

September

Flu & Respiratory Virus Assays

October

Lab & Patient Safety Products

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