



LifePoint Informatics to Provide Clinical Data Tools to the American Medical

Association's New Web Platform

On December 16, 2009, LifePoint Informatics announced it is working with the American Medical Association (AMA) to offer physicians nationwide the Lifepoint.WEB clinical order entry and results reporting solutions through the AMA's new online health information solutions platform.

The new AMA platform will provide physicians access to information, products, services, and resources to help facilitate medical practice and ease adoption of health information technology. The platform is currently being beta tested in Michigan in collaboration with the Michigan State Medical Society.

"We are very excited about the collaboration with the AMA to facilitate wider adoption of the use of information technology to improve patient care and reduce unnecessary costs," said Jack Redding, president of LifePoint. "LifePoint is extensively used by health care systems across the U.S. and is trusted by thousands of doctors and healthcare professionals nationwide."

LifePoint.WEB is a secure on-line data storage area used by health care providers to quickly access their patients' clinical result reports. LifePoint.WEB helps physicians reduce billing errors, order appropriate clinical tests and medical procedures, and comply with medical necessity rules. The system helps to save time and improve patient care over traditional paper-based methods.

"Adopting new health information technologies like LifePoint.WEB can help physicians enhance care quality and practice efficiency," said AMA Immediate-past Board Chair Joseph M. Heyman, M.D. "The new AMA Web-based platform will provide tools and resources to improve patient care and reduce

administrative burdens. The AMA will partner with physicians and their practice staff from the initial selection of products and services through implementation to ensure meaningful results."

The AMA is working with Covisint, a subsidiary of the Compuware Corporation, to develop its new platform and aims to launch it in early 2010.

About the American Medical Association:

The American Medical Association helps doctors help patients by uniting physicians nationwide to work on the most important professional and public health issues. Working together, the AMA's quarter of a million physician and medical student members are playing an active role in shaping the future of medicine. For more information on the AMA, please visit www.ama-assn.org.

For more AMA news, follow them on Twitter at: <http://twitter.com/AmerMedicalAssn>.

Did you know... LifePoint has moved!

From: 140 Greenwood Ave
Midland Park, NJ 07432

To: 65 Harristown Road
Glen Rock, NJ 07452

The new facility is larger and was needed to accommodate the increase in staffing. It will also allow for future expansion. Our telephone number remains the same 201-447-9991.

ABN En Español

The option to print a Spanish ABN is now available. When this functionality is enabled the user will be presented with a choice for the ABN to print in English or Spanish.

Helpful Hint

When creating a user do not use special characters in the User Name (such as: ? () / \ = < > ' " # ^ |).



The screenshot shows a web form with a title bar that reads "User Name / Password". Below the title bar are three input fields. The first field is labeled "Client Number:" and is empty. The second field is labeled "User Name:" and is empty. The third field is labeled "Password:" and is empty. The form has a light gray background and a white border.



Two LifePoint Clients Win the 2009 Laboratory Sales Persons of the Year

Washington G-2 Reports' Advisory Services announced the 2009 Laboratory Sales Persons of the Year Award winners at the 2nd annual LabCompete: Laboratory Sales & Marketing Conference in Chandler, AZ. The 2009 award winners are: *Large Lab (\$10 mil. or more in sales)*: Jessica York-Perez, Sales Representative from New York Presbyterian Hospital, and *Small Lab (less than \$10 mil. in sales)*: Laura Schwaegerle, Lab Outreach Coordinator from Henry Ford Wyandotte Hospital

Congratulations to **Jessica York-Perez** and **Laura Schwaegerle**.

Management Information Tools and LifePoint Informatics Deliver First MITS Report Implementation Built on CACHÉ Database

MITS®, provider of Online Analytical Processing (OLAP) business intelligence and operational reporting solutions, and LifePoint Informatics, a healthcare IT company serving the specific needs of laboratories, hospitals and health networks, announced a new reseller agreement aimed at helping medical laboratories provide timely, accurate reporting services to their client health care providers.

LifePoint's clients, who include more than 150 medical testing laboratories, some 16,000 health care providers and more than 30,000 individual doctors, use its services to transmit lab test results and related data through

Software-as-a-Service (SaaS) solutions developed and hosted by LifePoint. These Web-based solutions are built on the InterSystems Caché® database, an object database designed for high-performance transaction processing.

Now, LifePoint has added MITS Report, an operational and ad hoc reporting solution designed for a wide range of MultiValue and relational databases, to its solution suite. MITS and LifePoint will share revenues as individual labs and healthcare providers opt into the new reporting capabilities now offered with LifePoint's SaaS solutions.

"LifePoint serves both medical providers and clinical medical laboratories," explains LifePoint Chief Technical Officer Preston Law. "We're in the business of exposing test results data, produced by the labs, to the health care providers." Thanks to LifePoint, providers who once relied on fax and mail can now quickly obtain test results online.

In addition to individual test results, however, both labs and providers need to analyze and report aggregated test and test results data, for a range of reasons, from trend analysis to Medicare reimbursement reporting. "That's why we've added the MITS Report capabilities to our offerings," says Law. "And we're encouraged by early reaction to the new offerings."

MITS President Fred Owen shares Law's optimism. "LifePoint's large, expanding client base presents significant revenue opportunities for both sides of this partnership," he points out.

The agreement brings to fruition the recent addition of the Caché database to the long list of MITS Report-compatible database engines. "This is our first sizable Caché-based sale," explains Owen. "And because it will serve a large user base via the SaaS model, we think other Caché users will follow in short order."

Owen explains the importance of Caché to the MITS long-term strategy. "As an object database, Caché® runs SQL five times faster than relational databases. There

are thousands of companies using it, because it's great for Web applications, it scales extremely well, and it's ideal for transaction processing and queries against transactional data. People need Business Intelligence (BI) solutions for large data volumes like these, so the large Caché installed base represents a significant market for MITS report."

According to Owen, the new LifePoint implementation also demonstrates two key strengths of MITS Report: the ease with which it can be private-labeled for resale and integration into other software solutions, and its high suitability for use in the SaaS solution delivery model.

For more details on MITS software solutions, contact a MITS representative at info@mits.com or visit the MITS Web site at www.mits.com.

About MITS

MITS® is the leading developer of Advanced Reporting and Business Intelligence for the MultiValue database market. The MITS product line contains both the MITS Discover® OLAP Business Intelligence suite as well as the new report tool, MITS Report®. Founded in 1996 and headquartered in Seattle, Washington, the company's

technologies are used by organizations, resellers, and systems integrators worldwide. MITS products are firmly entrenched in a wide range of business areas, including manufacturing, distribution, retail sales and services, education, government, healthcare, and insurance as well as in many other industries.

About InterSystems

InterSystems Corporation is a global software technology leader with headquarters in Cambridge, Massachusetts, and offices in 21 countries. InterSystems provides innovative products that enable fast development, deployment, and integration of enterprise-class applications. InterSystems Caché® is a high-performance object database that makes applications faster and more scalable. InterSystems is the world's #1 vendor of database and integration technologies for healthcare applications. The company's products are used by thousands of hospitals and labs, including all 19 hospitals on the Honor Roll of America's Best Hospitals as rated by U.S. News and World Report.



LifePoint Informatics Endorses DocSite PQRI Enterprise

On October 26, 2009, LifePoint Informatics announced the endorsement of DocSite®, a leader in point-of-care decision support, quality performance management and health information exchange services to the healthcare market, to allow physicians and hospitals to easily and cost effectively take advantage of the PQRI initiative for 2009.

Under the Centers for Medicare and Medicaid Services (CMS) 2009 Physician's Quality Reporting Initiative (PQRI), physicians and hospitals can qualify for incentive payments up to two percent of their total allowed Physician Fee Schedule charges for Medicare Part B covered services. For example, if a physician has \$200,000 in allowed Part B charges, the incentive under PQRI would be \$4,000.

DocSite is a 2009 CMS-certified Registry that provides a simple, effective way for physicians to submit their data to qualify for their PQRI incentive, ultimately improving patient care and lowering costs. Physicians can utilize the power and flexibility of DocSite through two different services: DocSite PQRIsm and DocSite PQRI Enterprisesm.

With DocSite PQRI, physician offices can collect and enter data themselves through the simple, intuitive DocSite web interface. Physicians ask a series of questions to 30 consecutive patients, two of whom must be Medicare Part B patients, at the point-of-care and enter their data online. DocSite takes it from there, verifying that all required information is included and submitting to CMS on behalf of the physician. The DocSite PQRI process can be completed in as few as three days and is a cost effective, simple way to earn the two percent bonus from CMS.

DocSite PQRI Enterprise is designed to offer larger physician organizations the ease of submitting clinical or claims data to CMS without the need for complex G Codes. DocSite PQRI Enterprise takes advantage of the "Registry-Based Reporting of Individual Measures" path which allows CMS-certified Registries, like DocSite, to submit relevant clinical data, as defined by CMS, for a subset of a provider's Medicare patients, making the provider eligible for the PQRI bonus. DocSite can determine if a provider is eligible for the PQRI bonus by evaluating common data to determine which CMS measures are available, calculating measure distribution on a provider-by-provider basis and electronically submitting eligible provider data to CMS. "We are extremely pleased to partner with LifePoint Informatics, an organization that is paving the way for healthcare IT

adoption," said Paul Sheils, DocSite CEO. "By offering DocSite PQRI to its hospitals and physicians, LifePoint Informatics is providing its customers with easy and affordable access to a very attractive CMS pay-for-performance program."

Information regarding DocSite may be obtained by visiting www.DocSite.com, e-mail info@docsite.com, or call 919-256-9500 ext.35 during normal business hours.

LifePoint Informatics offers several physician connectivity systems exclusively to the healthcare industry across the US and Canada. LifePoint's Healthcare Integration Experts provide a complete turnkey suite of healthcare IT connectivity products. Lab-focused LifePoint.Web helps hospital-based and commercial labs enhance their brands and reputation and decrease bad debt, delivery costs, medical errors and compliance risks associated with traditional paper based systems. All of our solutions may be private-labeled and are available in a variety of models including web-based, windows based, ASP, and lab-hosted.

About DocSite, LLC

DocSite (www.docsite.com) provides physicians and clinical decision-makers technology that frees them to be more productive, efficient and able to focus on what truly matters - improving patient care. DocSite offers modular, upgradeable, affordable, Web-based tools tied to evidence-based guidelines that reduce practice variation, enhance communication and support patient self-care

initiatives. Thousands of physicians across the nation have already embraced DocSite products as the solution of choice for over 3 million patients. DocSite is endorsed by the Texas Medical Association and has been highlighted as a leader in chronic disease management systems/registries by the Physicians' Foundation for Health Systems Excellence. DocSite® is a registered trademark and DocSite PQRIsm and DocSite PQRI Enterprisesm are service marks of DocSite, LLC.

Attention LifePoint Customers

It's not too late to submit for PQRI 2009. The link to the DocSite PQRI website is www.docsite.com/pqri. Use CODE: LPPQRI09

With DocSite PQRI, physician offices can collect and enter data themselves through the simple, intuitive DocSite web interface. Physicians simply ask a series of questions to 30 consecutive patients, two of whom must be Medicare Part B patients, at the point-of-care and enter their data online. DocSite takes it from there, verifying that all required information is included and submitting to CMS on behalf of the physician. Physicians have until February 28, 2010 to submit their 2009 PQRI data through the web interface. However, data submitted must have been collected during CY2009 office visits.

Follow DocSite on Twitter <http://twitter.com/DocSite>

Sneak Preview

ePrescribe is Available Now!

1. Selecting the functionality for the first time will allow the physician to register with ePrescribe.
2. The physician will then be able to register a patient and access ePrescribe for the patient.

No registration information found for client, please verify the following information and click Submit below to register with ePrescribe.

Register With ePrescribe

Practice Name:

*Physician First Name:

Physician Middle Name:

*Physician Last Name:

*Suffix:

*Address 1:

Address 2:

*City:

*State:

*Zip Code:

*Country:

*Work Phone 1:

Work Phone 2:

*Fax:

*Specialization:

*DEA Number:

*NPI Number:

*License Number:

LIFEPOINT **New Prescription**

Patient Search:

Person Profile:

Prescription Report:

New Prescription | **Benefits Service History** | **Allergies** | **Saved Prescriptions** | **Favorite Drugs** | **Medications History**

Please enter your current location address

Drug Search:

Delivery:

Quantity:

Primary Care:

Pharmacy:

MITS Reports are Available Now!

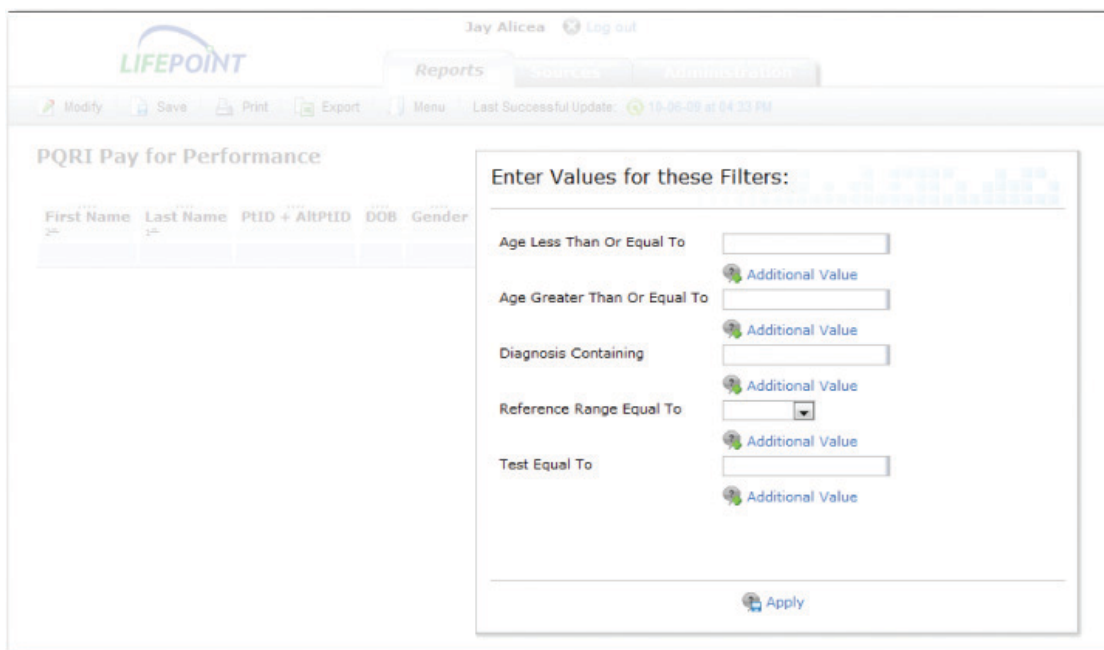
- MITS Reports allows the user to create customized reports simply by clicking buttons and selecting user-friendly options from drop-down lists.
- It allows the user to retrieve data from within the LifePoint application, access existing reports, and customize standard reports. The user will be able to create new reports by filtering, sorting, adding/removing columns, totaling, and more.
- An example of a report that can be created is the "PQRI Pay for Performance Report" below:



The screenshot shows the LifePoint Reports interface. At the top, there are tabs for "Reports", "Sources", and "Administration". Below the tabs, there are buttons for "New Report", "Change Report Library" (set to "Demo Library"), "Tools", "Auto-Refresh", and "Refresh Now". The main content is a table with three columns: "Report Title", "Source Info", and "Actions".

Report Title	Source Info	Actions
 Clinical Report	 Clinical Data (Demo) (10-06-09 at 04:33 PM)	 View  Export  Delete
 PQRI Pay for Performance	 Clinical Data (Demo) (10-06-09 at 04:33 PM)	 View  Export  Delete

Once the report has been created the filter values can be entered and the report generated whenever needed.



The screenshot shows the LifePoint PQRI Pay for Performance report filter interface. At the top, there are tabs for "Reports", "Sources", and "Administration". Below the tabs, there are buttons for "Modify", "Save", "Print", "Export", "Menu", and "Last Successful Update" (10-06-09 at 04:33 PM). The main content is a form titled "Enter Values for these Filters:" with several filter options:

- Age Less Than Or Equal To:
- Age Greater Than Or Equal To: [Additional Value](#)
- Diagnosis Containing: [Additional Value](#)
- Reference Range Equal To: [Additional Value](#)
- Test Equal To: [Additional Value](#)

At the bottom of the form, there is an "Apply" button.



LifePoint Informatics finalized an agreement with Wixom, Michigan based H2H Solutions to provide its thousands of physician clients across the country with

access to the state of the art e-Prescribing Digital Rx™ product. LifePoint's mission is to assist and enable healthcare systems, hospitals and physician groups to offer convenient, timely and interactive results to electronic medical record systems, and receive pre-validated electronic orders from their physician clients to satisfy the physician's need to save time and improve patient satisfaction. LifePoint considered a number of

potential partners relative to adding electronic prescribing to its portal, and after an extensive review, choose to closely integrate H2H Digital Rx. "Digital Rx will provide any LifePoint client with access to cutting edge services that includes integration with SureScripts® for real-time determination of prescription drug benefits, access to formularies covering over 200,000,000 privately insured lives across the country, as well as access to patient's medication histories, regardless of where their prescriptions were issued" according to Milan Popovich, Chief Marketing Officer for H2H Solutions. "In addition, Digital Rx provides physicians with the ability to send their electronically prepared prescriptions to virtually any pharmacy in the country with the click of their mouse."

Digital Rx is delivered in an ASP model, and fits seamlessly into the LifePoint InfoHub, requiring only Internet access and appropriate authorizations/passwords for physician use. The system will provide physicians with decision support notifications pertaining to any potentially negative drug-drug, drug-food, or drug-allergy warnings that could affect their patients; all of which are designed to improve patient care, and delivers legible electronic prescriptions to pharmacists, thereby eliminating the potential complications associated with illegible handwriting that have occurred in the past. H2H and LifePoint have closely integrated Digital Rx into the

LifePoint InfoHub in order to insure that information resident on the practice management system, or EMR application, can be passed seamlessly back and forth between the two platforms. "Providers will never be asked to perform double entry of data as the result of the new partnership" according to Jack Redding, LifePoint President. "Physicians will be able to access Digital Rx capabilities through their existing InfoPortal connectivity with minimal disruption to their practices, and will begin to enjoy the benefits of electronic prescribing almost immediately, without having to acquire any new hardware or software in order to do so."

About H2H Solutions:

H2H Solutions, Inc., headquartered in Wixom, MI, has been providing IT resources, consulting services, and state of the art health care IT products to large national payers since 2000. H2H employs over 190 health care professionals, and is supporting clients in over 20 states. H2H is a Certified Minority Owned company, and was named by INC. Magazine as being the 113th fastest growing privately held company in the United States in 2006. H2H has expanded its client base to include many BCBS affiliates, as well as numerous Medicaid Managed Care health plan clients across the country. Learn more about H2H at www.h2hsolutions.com.

Mission Statement

The LifePoint mission is to assist and enable healthcare systems to offer convenient, timely and interactive results to electronic medical record systems, and receive pre-validated orders from their physician clients to satisfy the physician's need to save time and improve patient satisfaction.



Contact Information

Support Department

support@lifepoint.com

201-447-9991

Support Pager

<https://www.skytel.com/servlet/SendMessage>

800-759-8352 (SKYTEL2) PIN# 1154854

QUESTIONS, COMMENTS, OR TO REMOVE YOUR NAME FROM OUR MAILING LIST, E-MAIL US AT JPIRRONE@LIFEPOINT.COM