



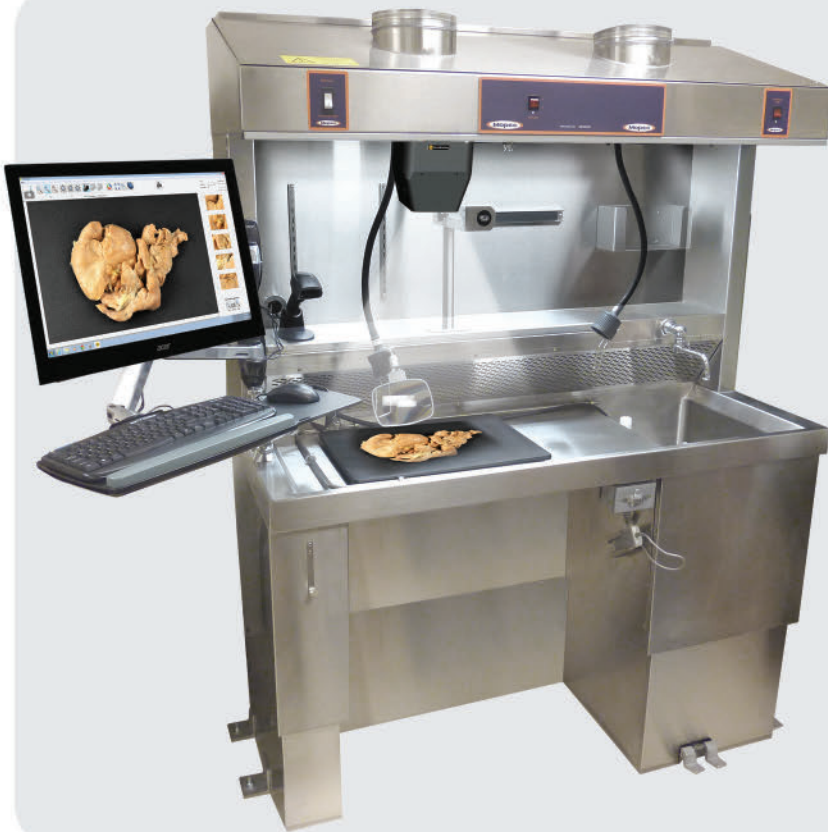
# Grossing Solutions

Telepathology and Image Archiving for Pathology



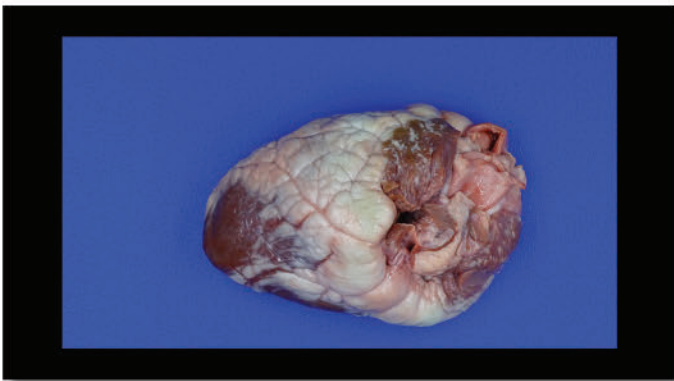
# PathStation™ | Fits Your Lab

**PathStation hood** Compact In-hood Imaging system. Supports in-process documentation



## PathStation Key Features

- 20 MP Image Capture
- Great HD Video
- 8.33X Optical zoom  
4X Digital zoom
- 34" x 28" Max FoV
- 0.50" x 0.38" Min FoV
- Auto Calibration
- Small Package
- Supports Your Workstation
- Foot Pedal Camera Control
- Auto Focus
- Auto Exposure
- Bar Code Auto Login
- One-Click Archive
- One-Click Telepathology Connection
- Pathology Optimized Intrace
- Easy Clean Design
- Washable Keyboard and Mouse



## 1080p HD Video Telepathology

### So Live it Seems Real!

Crisp, real time 1080p HD video communicates the smallest details for discussion, ensuring an easy, effective workflow during image preview and telepathology.

## 20 Megapixel Image Capture

### Stunning Image Detail!

20Mp image capture supports post acquisition cropping while maintaining the resolution necessary for publication. Additionally, the 20 Mp image capture easily exceeds the 10 Mp resolutions required for legal submissions.

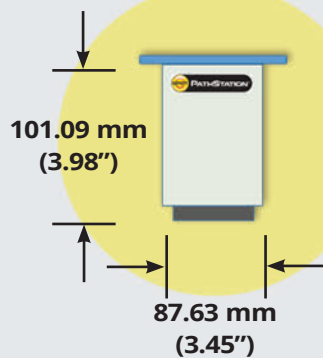


# PathStation™ | Makes it Easy

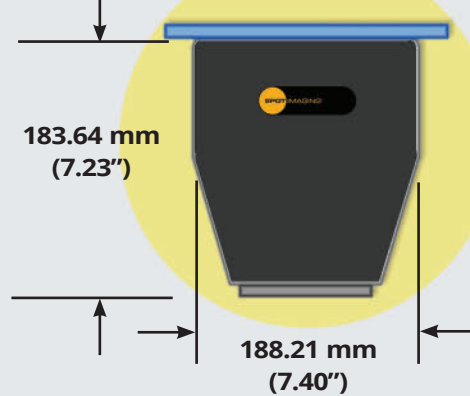
Fully integrated and completely scalable - integrating cameras, audio, barcode scanners and software. Our pathology imaging suite is designed to empower you from scanning to case sign-out.

## Compact!

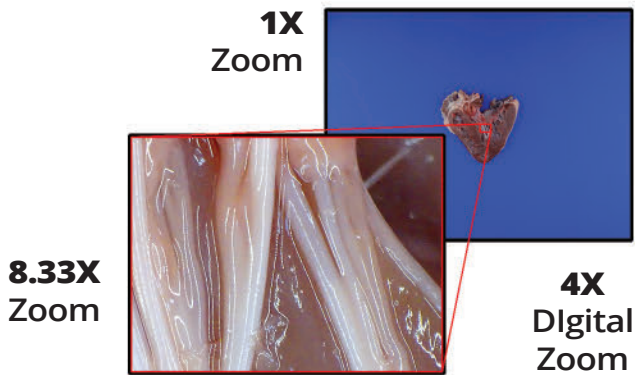
G2 Camera



G20 Camera



## Optical Zoom



## High Resolution Touch Screen



## Hands Free Imaging



## Washable Keyboard and Mouse



## Automated Workflow Saves Time!

- Barcode Auto Login
- Auto Exposure
- Auto Focus
- Auto Archiving



# PathStation™ | Easy to Learn - Easy to Use

PathSuite provides the user with a simple icon driven user interface with one click access to essential controls. This makes PathSuite intuitive to learn and a pleasure to use. PathSuite supports both gross and microscopy imaging with a common user interface.

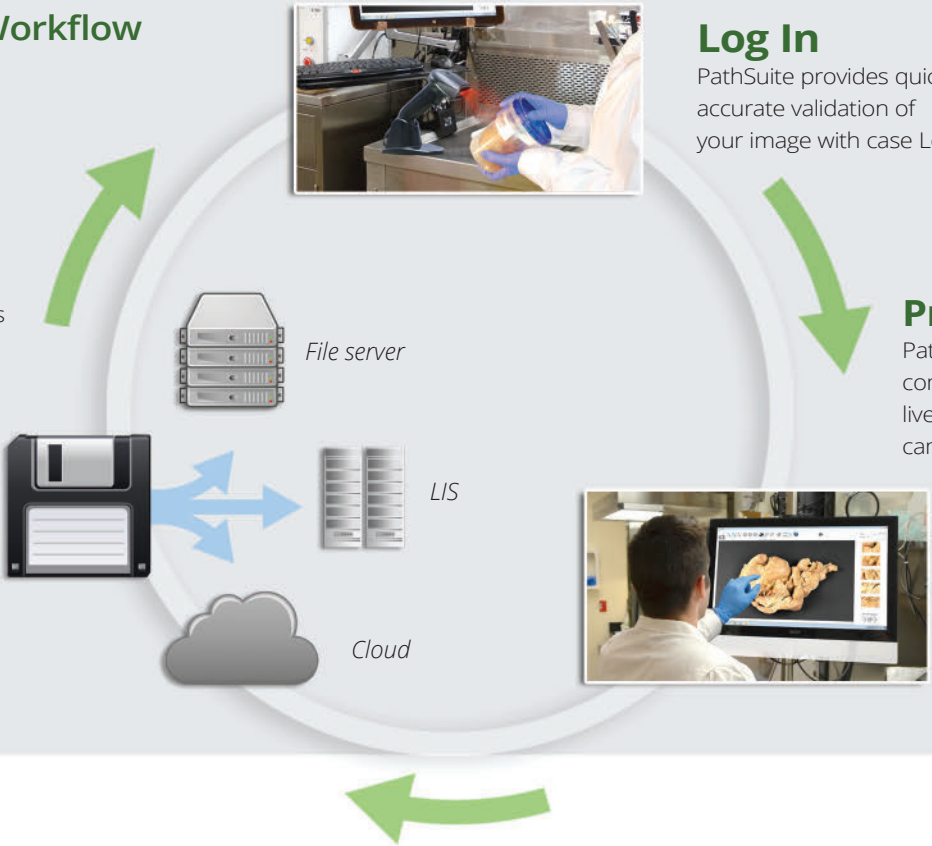
## Gross Imaging



## Streamline Workflow

### Archive

A single click captures and saves images to multiple archive locations, adding annotations as needed.



### Log In

PathSuite provides quick, accurate validation of your image with case Log in.

### Preview

PathSuite makes image composition easy with live preview of your camera adjustments.

# PathStation™ | Optimized Interface

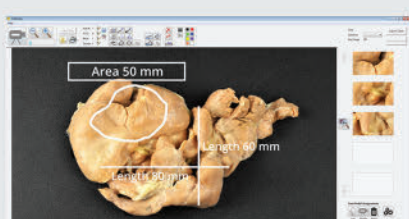
## Measurement and Annotate

PathSuite provides a full suite of annotation and measurement tools for detailing your images without transferring images between programs or computers.



### Auto Imprints

Imprint marks add a dimensional reference to your image.



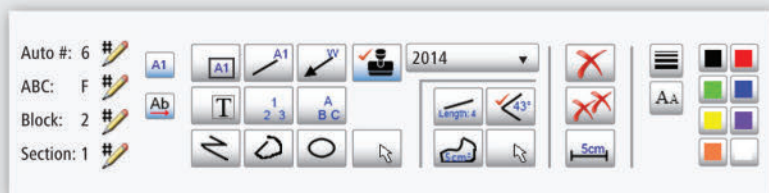
### Measurement

PathSuite's pre-calibrated images allow for easy measurement of length, area & angle.



### Custom Annotations

A full set of text and drawing tools ensure you have the arrow text or oval to quickly and fully detail your images for consultation, publication or standard reporting.



### Style

Annotation style preferences are easily set or changed with control over numbering protocol, font, size, color, fill, etc...

## Telepathology

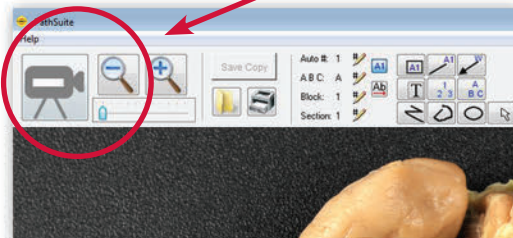
PathSuite provides simple, secure connections and fully interactive live consults in a practical and affordable format.

### Connect



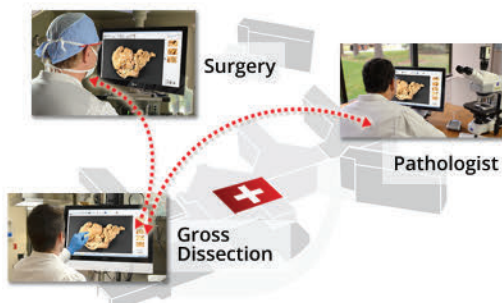
Colleague meetings are initiated by selecting the team member from the connection menu. The colleague receives an invitation prompt on their screen and joins the meeting with a simple click. Non-colleague attendees are easily added to meetings via e-mail invites. Once accepted, meetings are secured using guest passwords and data encryption, supporting HIPPA requirements.

### Document



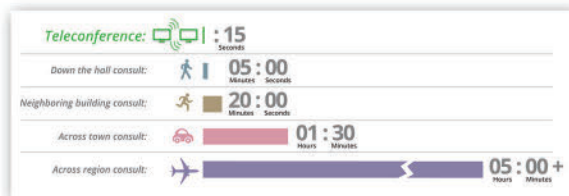
PathSuite ensures a rich collaborative consult allowing colleagues to easily clarify orientation, discuss dissection and verify margins.

### Consult



Discussion images are easily saved to the case with a click of a button preserving results for later reference and follow up.

### Save Time



PathSuite telepathology solutions save you time on each trip you make whether it be down the hall, down the street or across the world. It eliminates the time and frustration associated with the trip and the unaccounted for impromptu interactions that occur with each trip. Telepathology lets you connect, consult and return to work without leaving your desk, it's that simple.

## Return on Your Investment

Our install base has garnered dramatic time savings on image acquisition across multiple pathology work tasks resulting in impressively short ROI periods, followed by ongoing savings year after year.



### Routine Gross Dissection



Time Saved per Specimen

**10 Min**

X

Specimens per Day

**12**

=

Time Saved per Day

**2 Hrs**

or

Time Saved per Year

**520 Hrs**

## Increase Consultations

Increasing intraoperative and needle biopsy adequacy consultations provides savings for the organization and the physician by eliminating unreimbursed secondary procedures and increasing patient satisfaction. Pathologists and Pathologist Assistants benefit from the increased efficiency of providing their consults virtually, avoiding the unproductive trip otherwise required.

### Bundled Rate Programs: Planning for Performance-Based Reimbursement

Neil Prosser, FACHE  
President  
Presscott Associates, a Division of Philips

David Pong  
Senior Vice President, Strategic Planning  
HealthQuest

### Performance-Based Bundled Payments

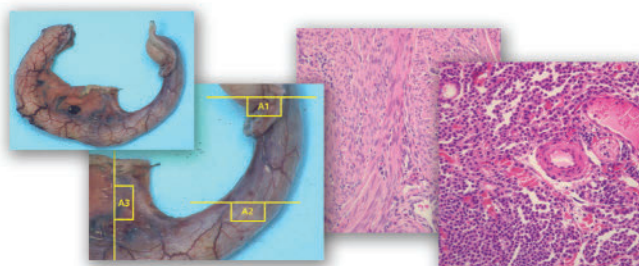
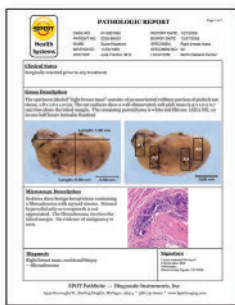
Potential Benefits and Burdens

Richard J. Sidel, MD, and Justin Smith

Abstract: This paper explores the potential benefits and burdens of performance-based bundled payments. It discusses the current landscape, the role of payers and providers, and the impact on patient care and organizational performance. It also addresses the challenges of implementation and the need for a multi-stakeholder approach.

## Professional Documentation

Consistent documentation of your work provides the foundation for quality assurance and process improvement. It is also the basis of how you are perceived by your patients, referring physicians and by the legal establishment.



### In the Spotlight: Health Care Reform and Provider Reimbursement

The Affordable Care Act (ACA) made it impossible for many health care providers to continue to rely on volume-based reimbursement. This paper will explore the impact of the ACA on reimbursement and provide strategies for providers to navigate the changes. It covers the transition from volume-based to value-based care, the role of payers, and the importance of quality improvement initiatives. The ACA also offers the hope that providers can be rewarded for performance through various programs, as outlined below. These reimbursement changes will likely also influence the reimbursement methods of private insurers over the long term, as well. The ACA includes:

- Repeal of the Medicare Sustainable Growth Rate (SGR) formula, which was set to sunset in 2012.
- Repeal of the Medicare Value-Based Purchasing Program, which was set to sunset in 2012.
- Repeal of the Medicare Shared Savings Program, which was set to sunset in 2012.
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**Presscott Associates, Ltd.**

2012 Fall Managed Care Forum  
November 8-9, 2012

Operationalizing Performance-Based Reimbursement:  
Preparing for Bundled Payment Programs

November 9, 2012

Presented by: David A. Gregory, FACHE



# PathStation™ | The Smart Choice

## Easy to Implement

SPOT Imaging Solutions has developed turnkey solutions with configuration options to support your facility's unique hardware and software infrastructure. The result is an optimized work environment that is easily implemented into your existing infrastructure.



"The installation was quick and we were imaging the next day!"

*Satisfied Pathology Assistant,  
Canada*

## We Support You!

You are never alone with PathSuite. InSpect™ technical service. Our 47 year tradition of standing behind our equipment ensures your uptime performance with on-line, on-phone or on-site assistance.



"We had a different system that was sitting in a box because we couldn't use it, PathSuite is so easy to use... Thanks SPOT Imaging!"

*Medical Center, MI*

## Pathology Solutions to Support Your Team

### Microscope Imaging

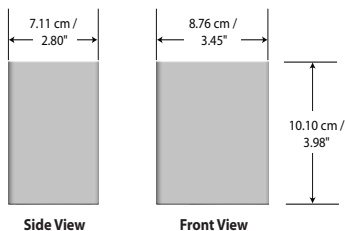
- Routine Anatomical Pathology
- Frozen Section Consults
- Needle Biopsy Consults
- Tumor Board Presentations
- Teaching and Training

### Macro Imaging

- Routine Gross Dissection
- Frozen Section Consults
- Teaching and Training

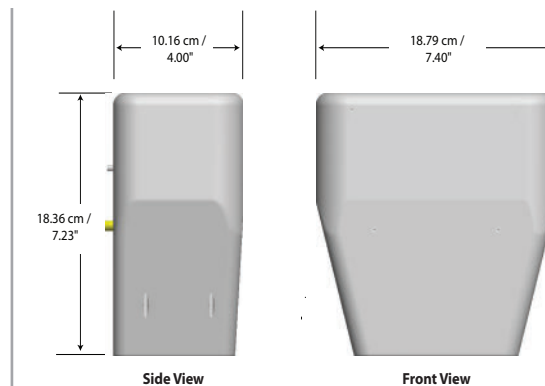
#### G2 Dimensions

##### Camera Head

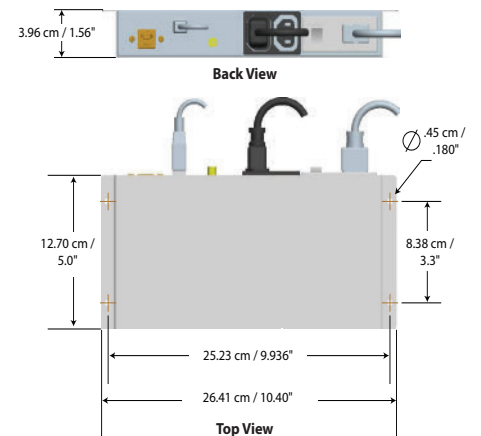


#### G20 Dimensions

##### Camera Head



##### Control Box



# PathStation™ | Industry Leading Performance

## Administrators...

"...the savings we achieve with the PathSuite software makes it a no brainer investment justification. We feel that we are now a state of the art pathology operation..."

*University, NC*

## User's...

"So intuitive and easy to use! ... now that we have SPOT, we get our work done quickly and without frustration! It works great!"

*University, GA*

## IT/Technical Support...

"...SPOT stands behind their products with on line support, repair services and reliable products ... They've been there for us!"

*Medical Center, PA*

## Some of our Customer Locations...

University of Miami	Children's Hospital LA	Appalachian Reg Healthcare System
West Virginia University Hospital	Carillion Canada	Tricore Reference Laboratories
University of Georgia	Central Hospitals of Montreal	Temple University Hospital
Laval University-Eastern Quebec Telepathology	Cedars-Sinai Medical Center	Duke University
Broward Health	Maine Medical Center	Kaiser Hospital
California Pacific Medical Center	The University of Florida	Novant Health
Carolinas HealthCare System	Reading Hospital	Nycom Inc.
Orlando Regional Health Systems	Defense Finance & Acct. Service/DFAS Rome	Virginia Hospital Center
Texas Children's Hospital	Children's Healthcare of Atlanta	University of Pittsburgh Medical Center
Engineering Systems Inc.	Presbyterian Healthcare Services of NM	University of Pennsylvania Health System
Michigan State University	Robert Wood Johnson University Hospital	Alberta Provincial Healthcare

Call SPOT Imaging Solutions for experienced advice on how to dramatically improve your pathology lab with SPOT imaging and telepathology



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