



Grossing Solutions

Telepathology and Image Archiving for Pathology



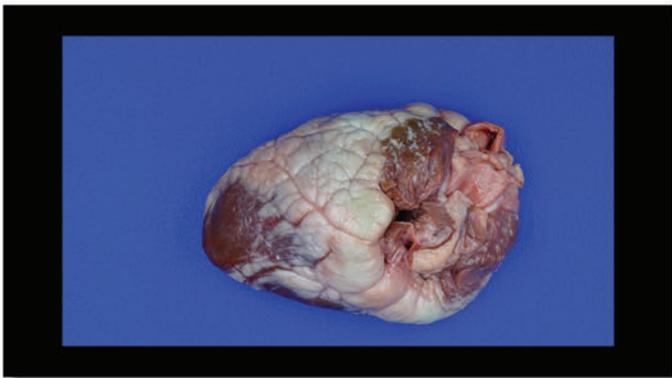
PathStation™ | Fits Your Lab

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.

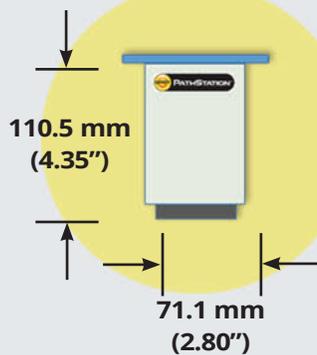


PathStation™ | Makes it Easy

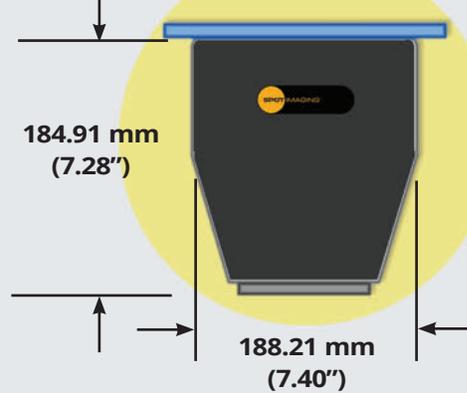
Fully integrated and completely scalable - integrating cameras, audio, barcode scanners and software. Our pathology imaging suite is designed to empower you from scanning to case sign-out.

Compact!

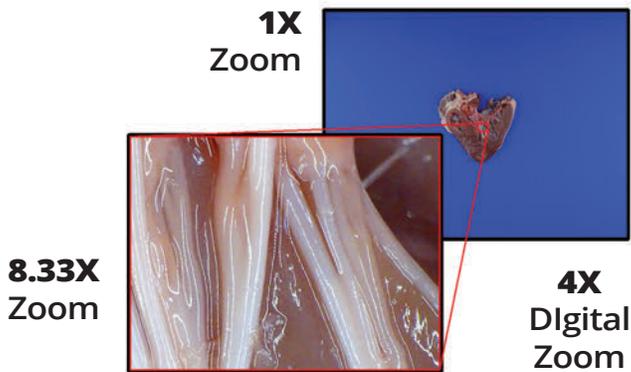
G2 Camera



G20 Camera



Optical Zoom



High Resolution Touch Screen



Hands Free Imaging



Washable Keyboard and Mouse



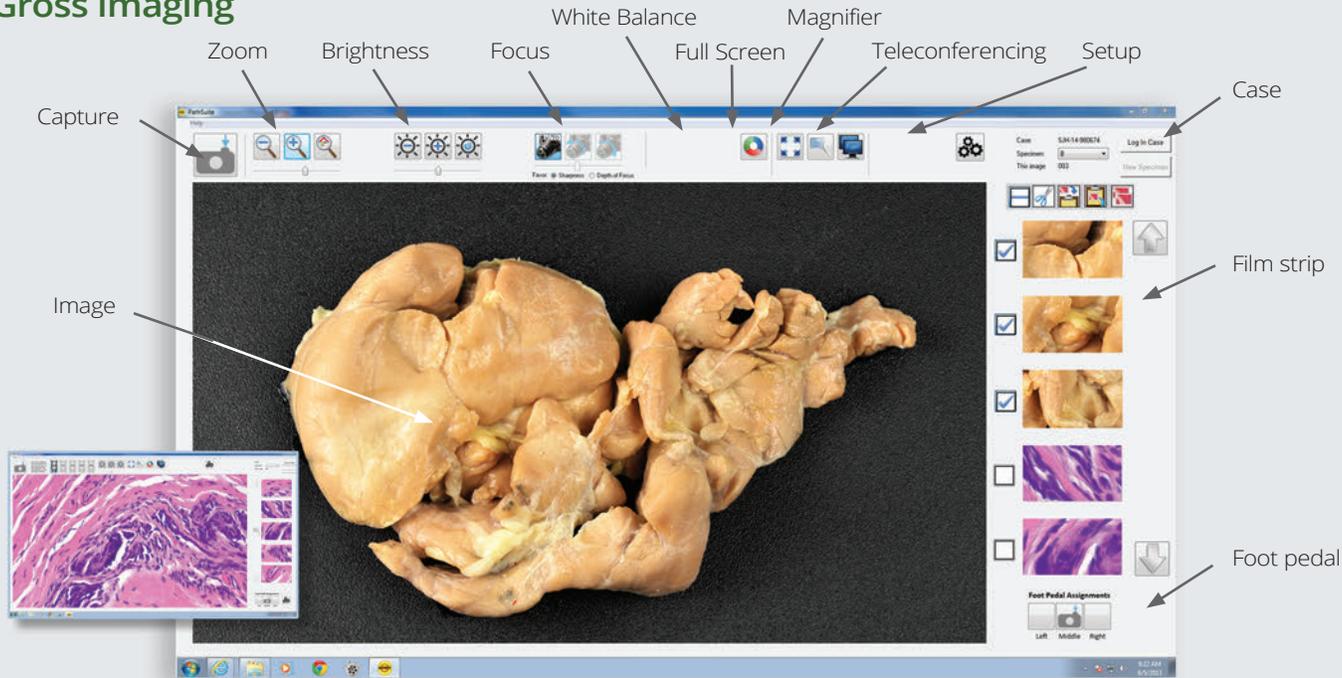
Automated Workflow Saves Time!

- 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.



File server



LIS



Cloud

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

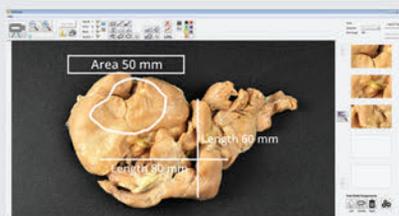
Measurement and Annotate

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



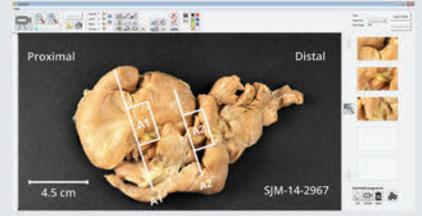
Auto Imprints

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

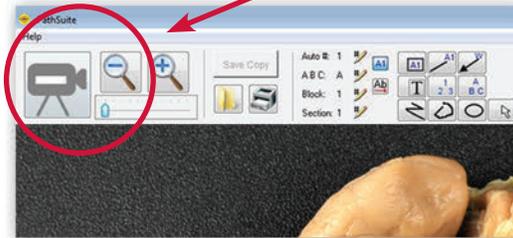
PathSuite provides simple, secure connections and fully interactive live consults in a practical and affordable format.

Connect



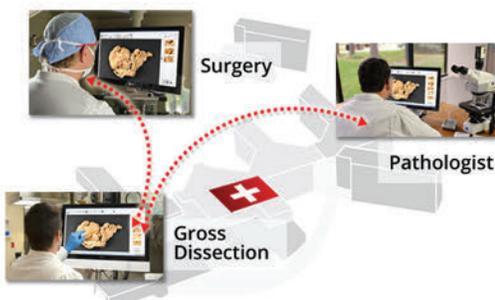
Colleague meetings are initiated by selecting the team member from the connection menu. The colleague receives an invitation prompt on their screen and joins the meeting with a simple click. Non-colleague attendees are easily added to meetings via e-mail invites. Once accepted, meetings are secured using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

Document



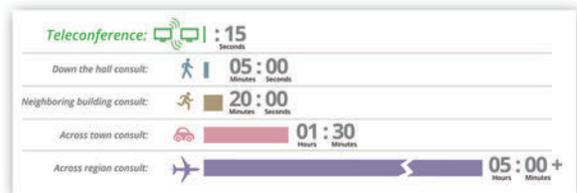
PathSuite ensures a rich collaborative consult allowing colleagues to easily clarify orientation, discuss dissection and verify margins.

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** × 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

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Special Vice President, Strategic Planning & Business Development
HealthQuest

2013 CONGRESS ON HEALTHCARE LEADERSHIP

In the Spotlight: Health Care Reform and Provider Reimbursement

The Affordable Care Act (ACA) seeks to improve health care delivery in many ways, from access to quality to cost. Providers play a major role in these changes; we have already explored the ways that **quantity, quality, and quality of care** will be affected. This paper will dig in to the way that reimbursement will change for providers. Reimbursement is the payment for services administered, that health care providers receive from payers, which include both private and public insurance programs. Changing the reimbursement structure for providers has the potential to alter the entire health care system. Most of the payment reforms begin in 2011 and 2012; however, the changes will continue through 2018. The ACA alters the way that providers are reimbursed from government insurance specified below. These reimbursement changes will likely also influence the reimbursement mechanisms over the long term, as well. The ACA includes:

- Hospital Acquired Condition Payment Adjustment for Medicare: states will no longer be reimbursed conditions identified by HEDIS that are required at a hospital (2011)
- Develops a plan for Home Health and Ambulatory Surgical Center Value-Based Purchasing to (2011)
- Publishes Value-Based Payment Modifier under Medicare Physician Fee Schedule: adjusts to Medicare physicians to base on quality and cost of care (2012)
- Performance Adjustment and Relative Payable for Medicare Advantage Plans: ties the relative Medicare Advantage plan's quality performance, so that high-performing plans will be reimbursed at higher rates (2012)
- Payments based on performance quality measures for acute-care hospitals beginning in Oct. Medicare (2012)
- Authorizes adjustments of Medicare hospital payments to encourage hospitals to undertake or avoid preventable readmissions beginning in October (2012)
- Hospital Value-Based Purchasing Program: Inclusion of Efficiency Measures for Medicare will efficiency measures on which to base payments in acute-care hospitals (2014)
- Disproportionate Share Hospital payment program to reimburse hospitals for care for uninsured Medicare Physician Fee Schedule (application in 2015)

Performance-Based Bundled Payments

Potential Benefits and Burdens

By David J. Bates, MD, and Justin M. Mays

Editor's note: This is a part of an ongoing series of articles on healthcare reform issues.

ABSTRACT

Performance-based bundled payments have emerged as the most recent iteration of pay-for-performance. These programs to which providers are paid a single fee for a set of related medical services related to a diagnosis. The new models are typically tied to outcomes, as well as other quality measures. This paper reviews how performance-based payment programs—PROS, HEDIS, and Patient-Centered Outcomes Research Institute (PCORI)—and discusses their potential.

INTRODUCTION

In his September 9 address to a joint session of Congress, President Barack Obama specifically called for greater financial accountability, quality, and efficiency within the American health care system. He and his administration have repeatedly alluded to pay-for-performance (P4P) and other quality-based incentive programs to improve such by achieving these goals.

The new models need to P4P in health care systems, due to the high price of imaging, interoperative, risk-based contracting, and other business models. In this article, we explore this new iteration of P4P by describing the concept of performance-based bundled payments and the issues being designed in this

area. This, we discuss two prominent models of bundled payment programs, PROS (HEDIS) and Longitudinal Health System Performance. Finally, we present five potential pitfalls of performance-based bundled payments.

The Concept

The central goal of P4P programs was to promote quality by aligning physician compensation with individualized care. More recently, the concept has been expanded to include care coordination as an additional goal. Although the United States has more than 100 P4P programs, it is introducing new ones on a volume that would have been unimaginable just a few years ago. The program is designed to control health care costs. This has prompted the development of diverse performance-based payment programs.

In performance-based bundled payment programs, the average cost of an appropriately care patient for a given condition is determined and then guaranteed. It is introducing new ones on a volume that would have been unimaginable just a few years ago. The program is designed to control health care costs. This has prompted the development of diverse performance-based payment programs.

Two Prominent Models

Nominally, PROS (HEDIS) and Longitudinal Health System Performance are the two most widely used performance-based bundled payment programs. These two models have been designed and work

in Minnesota, the "Bundles of Care" approach adopted by the legislature in 2008 represents a performance-based bundled payment model. By December 31, 2009, the commissioner of health care services received data on the program. The program was designed to bundle care for patients who are hospitalized for a procedure or service. The program is designed to control health care costs. This has prompted the development of diverse performance-based payment programs.

PROMISING

PROS (HEDIS) is one of the bundles program. Refers to the Chronic Disease Management Transparency Health Information Exchange Underlicensability and Reimbursement for the most well-known of the

Presscott Associates, Ltd.

2012 Fall Managed Care Forum
November 8-9, 2012

Operationalizing Performance-Based Reimbursement:
Preparing for Bundled Payment Programs

November 9, 2012

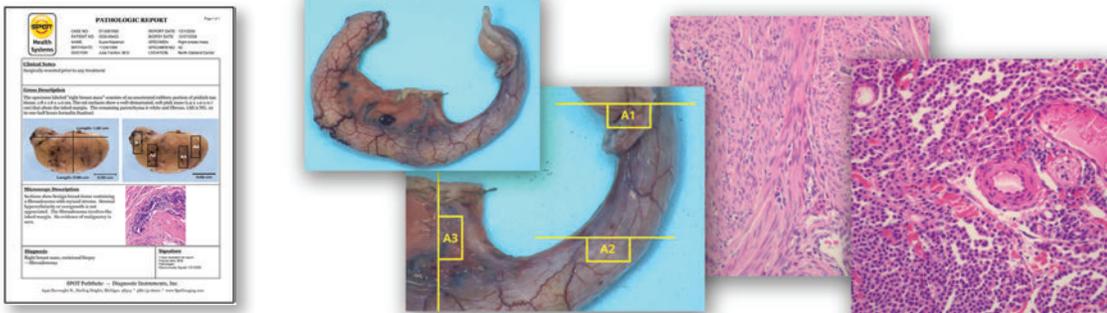
Presented by: David A. Gregory, FACHE

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PathStation™ | The Smart Choice

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.



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

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

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Broward Health	The University of Florida	Nycom Inc.
California Pacific Medical Center	Reading Hospital	Virginia Hospital Center
Orlando Regional Health Systems	Defense Finance & Acct. Service/DFAS Rome	University of Pittsburgh Medical Center
Texas Children's Hospital	Children's Healthcare of Atlanta	University of Pennsylvania Health System
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Children's Hospital LA		

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