



PathStand™ Stand Alone Grossing Solutions

Telepathology and Image Archiving for Pathology

PATHSTAND



PathStand™ | Routine

Complete stand-alone Imaging system. Supports in-process documentation.



PathStand Key Features

- 20 MP Image Capture
- 1080p Live Video
- 34X zoom
- Metal Construction
- All-in-one Computer
- LED Lights
- Washable Keyboard and Mouse
- Bar Code Scanner
- Footswitch
- Floating position background board
- Imaging Glass
- Custom Color Backgrounds



Superior Image Quality

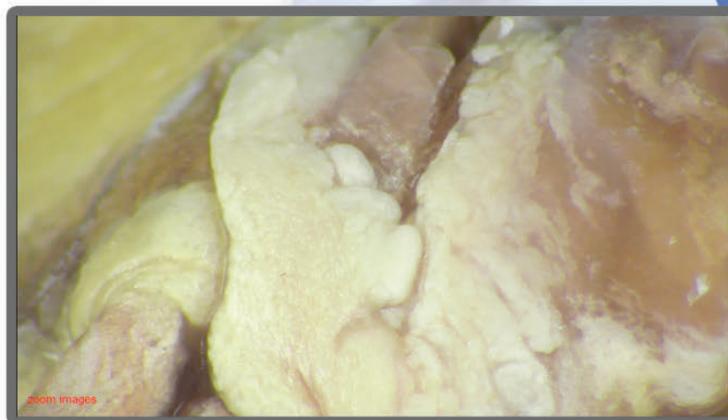
The PathStand provides HD resolution across a wide range of magnification by utilizing a highly corrected 34X zoom lens. The large zoom range accommodates large and small specimens as well as small details on large specimens.

- Max FOV: 86 cm
- Min FOV: 2.5 cm
- 1080p HD Resolution

1X Zoom



8.33X Zoom



34X
ZOOM

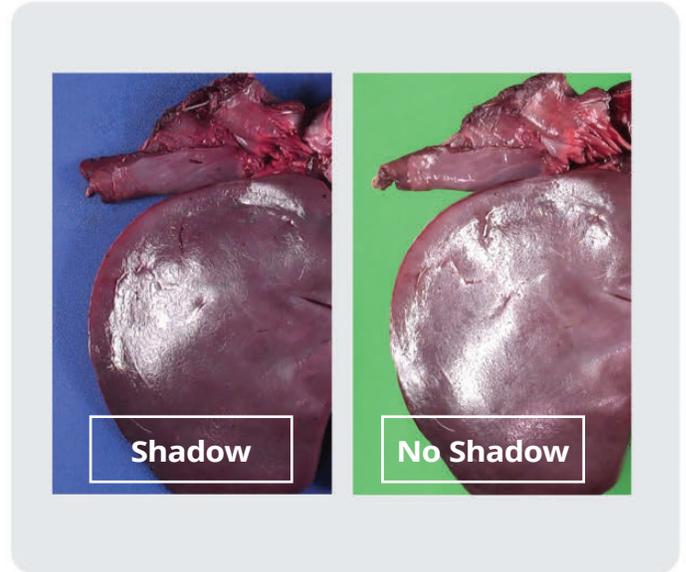
PathStand™ | Comprehensive

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.



HD Video

Crisp, real time 1080p HD video provides live viewing of your specimen for both local and remote telepathology users ensuring efficient and effective workflow.



No Shadow Glass

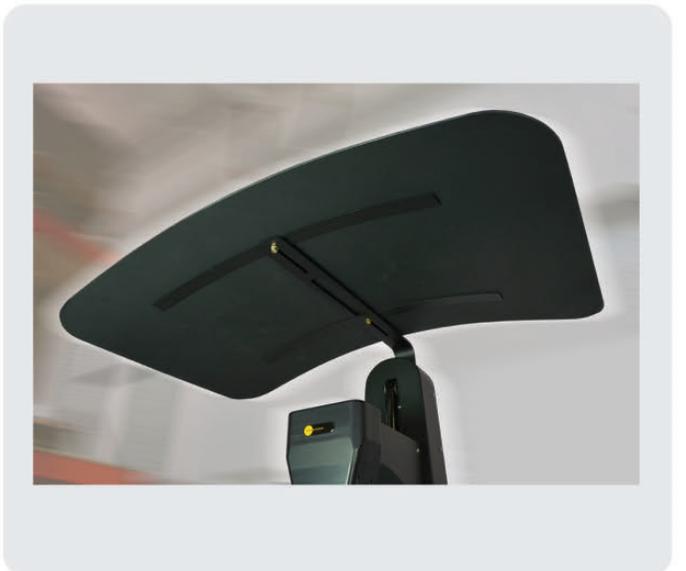
PathStand includes both a solid board that provides a traditional imaging background and a glass table to facilitate shadowless imaging by suspending your sample above the background. Publication quality images are a snap.



>12 Year Life!

LED Lighting

Great images result from great lighting and the PathStand provides adjustable, color balanced, LED light stalks. These lights are bright, energy efficient and have a 50,000 hour life (>12 years at 70 hrs per week). Right and left banks are individually switched to provide directional lighting.



Lab Hardened

Labs are harsh environments for instruments and PathStand was designed to survive the rigors of cleaning and disinfecting agents. Components are powder coated, anodized aluminum or stainless steel to ensure carefree operation over the system life.

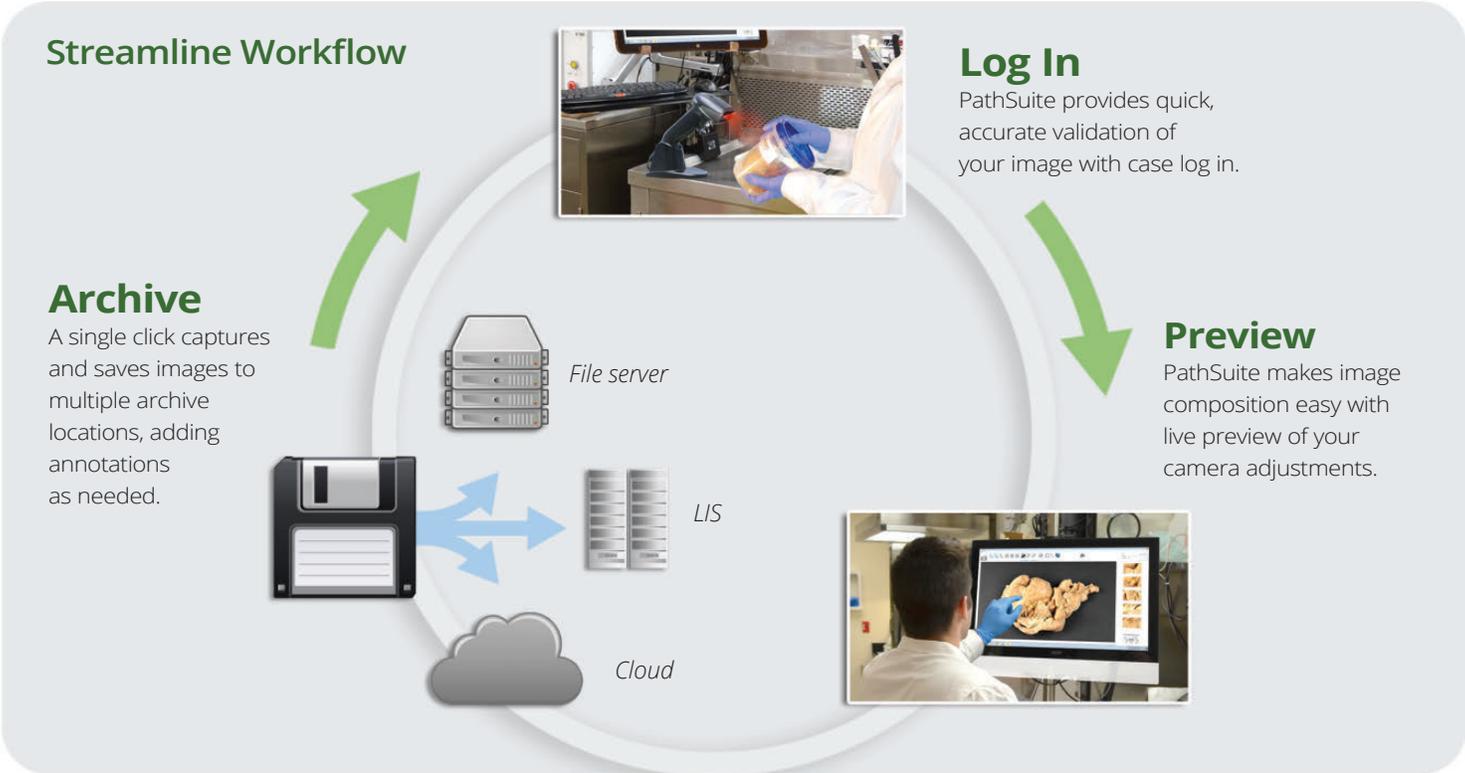
PathStand™ | Easy to Learn - Easy to Use

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

Labels in the screenshot:

- Capture
- Zoom
- Brightness
- Focus
- White Balance
- Full Screen
- Magnifier
- Teleconferencing
- Setup
- Image
- Case
- Case Management Tools
- Film Strip
- Foot Pedal



PathStand™ | 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

Calibration marks and case numbers add visual reference to your image.



Measurement

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



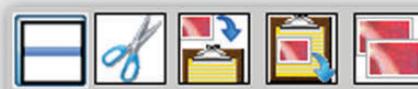
Custom Annotations

A full set of text and drawing tools ensure fully detailed images.



Style

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



Case Management Tools

Easily select, duplicate and move images to support your "after hours" and case management work.

Telepathology

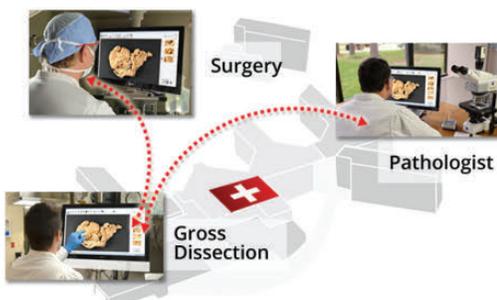
PathSuite provides simple, secure connections and fully interactive live consults in a practical and affordable format.

Connect



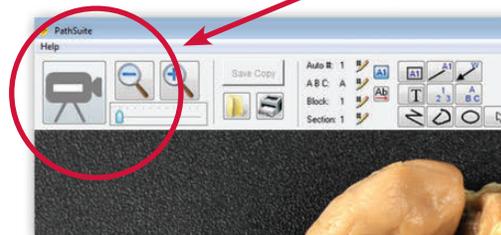
Colleague meetings are initiated by selecting the team member from the connection menu. The colleague receives an invitation prompt on their screen and joins the meeting with a simple click. Non-colleague attendees are easily added to meetings via e-mail invites. Once accepted, meetings are secured using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

Consult



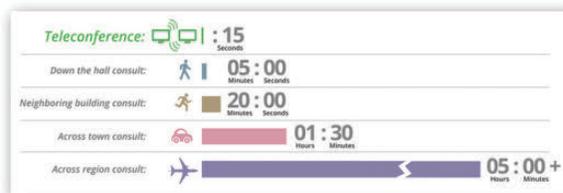
PathSuite ensures a rich collaborative consult allowing colleagues to easily clarify orientation, discuss dissection and verify margins.

Document



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.

PathStand™ | Practical

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

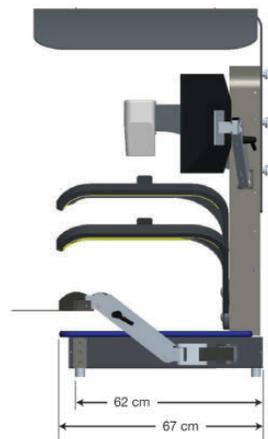
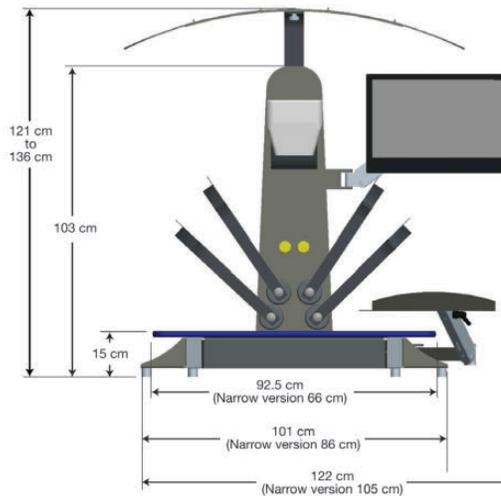
Time Saved per Year

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.

Dimensions



Bundled Rate Programs: Planning for Performance-Based Reimbursement

Nail Prossman, FACHE
President
Presscott Associates, a division of ParenteBeard

Changing Healthcare BY Design

health care reform | special report

Performance-Based Bundled Payments

Potential Benefits and Burdens

By Donald J. Natta, M.D., and Justin Mitta

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, and have always explored the ways that quantity, quality, and quality of life 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 began in 2011 and 2012; however, the changes will continue through 2014. The ACA alters the way that providers are reimbursed from government insurance programs, as specified below. These reimbursement changes will likely also influence the reimbursement methods of private insurers over the long term, as well. The ACA includes:

- Hospital Acquired Condition Payment Adjustment for Medicare: states will no longer be reimbursed for conditions identified by HHS that are acquired at a hospital (2011)
- Develops a plan for Home Health and Ambulatory Surgical Center Value-Based Purchasing for Medicare (2011)
- Publishes Value-Based Payment Modifier under Medicare Physician Fee Schedule: adjusts reimbursement to Medicare physicians to base on quality and cost of care (2012)
- Performance Adjustment and Relative Payment for Medicare Advantage Plans: sets the relative percentage of the Medicare Advantage plan's quality performance, so that high-performing plans will be reimbursed at a higher rate (2012)
- Payment based on performance quality measures for acute-care hospitals beginning in October for Medicare (2012)
- Authorizes adjustments of Medicare hospital payments to encourage hospitals to undertake reforms that would reduce preventable readmissions beginning in October (2012)
- Hospital Value-Based Purchasing Program: inclusion of Efficiency Measures for Medicare will include efficiency measures in which to base payments in acute-care hospitals (2014)
- Disproportionate Share Hospital payment program to reimburse hospitals for care for uninsured will be cut by 25 percent (2014)
- Value-Based Payment Modifier under Medicare Physician Fee Schedule (application in 2014, all physicians and physician groups in 2017)
- Payments to hospitals with high rates of hospital-acquired conditions will be reduced beginning in October for Medicare (2014)
- Pay for Performance for Select Medicare Providers: payment rewards for providers who meet certain quality and efficiency goals (2016)

These payment reforms will have reverberating effects across the industry on payment issues, as well as consolidation.

What's to be gained?
Changing the way providers are reimbursed certainly has implications beyond the Medicaid, Medicare, and CHIP programs. Cuts to the Disproportionate Share Hospital program, as well as the public insurance programs, may result in some cost shifting to private insured individuals. Clearly, this is not the result that supporters of reform hope to have. ACA's goal is to create a movement of payment reforms, in which private insurance companies

2012 Fall Managed Care Forum

November 8-9, 2012

Operationalizing Performance-Based Reimbursement: Preparing for Bundled Payment Programs

November 9, 2012

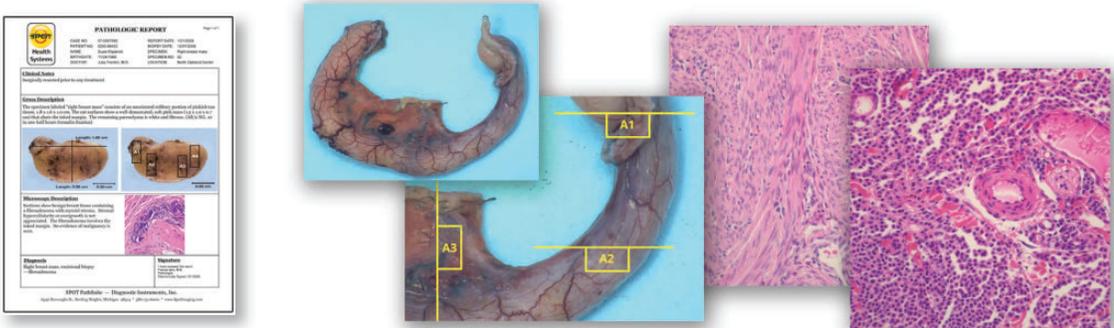
Presented by: David A. Gregory, FACHE

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214 Arts Center Court, Avon, CT 06001
860-527-7899
www.presscott.com

PathStand™ | 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 Whole 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

PathStand™ | 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

Users...

"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	Carillion Canada	Tricare Reference Laboratories
West Virginia University Hospital	Central Hospitals of Montreal	Temple University Hospital
University of Georgia	Cedars-Sinai Medical Center	Duke University
Laval University-Eastern Quebec Telepathology	Maine Medical Center	Kaiser Hospital
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
Engineering Systems Inc.	Presbyterian Healthcare Services of NM	Alberta Provincial Healthcare
Michigan State University	Appalachian Reg Healthcare System	
Children's Hospital LA		

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



SPOT Imaging Solutions™

A division of Diagnostic Instruments, Inc.

6540 Burroughs Avenue • Sterling Heights • Michigan 48314-2133 USA
Toll Free USA: **1-866-604-SPOT** • Phone: **+1 586-731-6000** • Fax: **+1 586-731-6469**
Web: **www.spotimaging.com**