Pricing Guide

Electronic Health Records (EHRs)
Here’s What We’ll Cover

- Pricing models
- Pricing ranges
- Unexpected costs
- Pricing of popular systems
Two Common Pricing Models

**Perpetual License**

An upfront sum for the license to own the software and use it in perpetuity. This is the more traditional model and is most common with on-premise applications.

**Subscription**

A monthly fee to use the software for a specific amount of time. Subscription pricing became popular with the advent of Software as a Service (SaaS).
Comparing Costs by Pricing Model

<table>
<thead>
<tr>
<th></th>
<th>Upfront costs</th>
<th>Recurring costs</th>
<th>Other costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Perpetual License</td>
<td>HIGH</td>
<td>LOW</td>
<td>MEDIUM</td>
</tr>
<tr>
<td>Subscription</td>
<td>LOW</td>
<td>HIGH</td>
<td>LOW</td>
</tr>
</tbody>
</table>
Perpetual License Costs

**Upfront costs**
- Perpetual license fee
- Customizations
- Installation/setup
- Integration with existing systems

**Recurring costs**
- Maintenance (updates, patches & upgrades)
- Premium support services

Customization and integration costs can be significant—often as much or more than the software—if you choose to change the software substantially.
Subscription Costs

**Upfront costs**
- Customizations
- Installation/setup
- Integration with existing systems

**Recurring costs**
- Subscription fee
- Premium support services

Customization and integration costs are often less costly simply because SaaS systems have not provided as much flexibility in this area. Although that is changing as SaaS systems evolve.
Total Cost of Ownership

While a perpetual license may cost more upfront, the total cost of ownership typically converges with subscription packages over time.

Visit our Total Cost of Ownership Calculator for a more detailed estimate.
**Perpetual License Price Ranges**

- **Solo Practice**
  - License fee: $1,200-$12,500

- **Mid-sized Practice (~10 doctors)**
  - License fee: $12,000-$125,000

- **Large Practice (25+ doctors)**
  - License fee: $30,000-$312,500
Subscription Price Ranges

- **Solo Practice**
  - Monthly fee: $49-$729

- **Mid-sized Practice (~10 doctors)**
  - Monthly fee: $490-$7,290

- **Large Practice (25+ doctors)**
  - Monthly fee: $1,225-$18,225
Often Overlooked Costs

- **Data migration**: While this can be done in-house, most will want to pay the vendor to transfer data.

- **Training**: Often web-based training is included, but vendors will charge for in-person training.

- **Hardware & IT**: This can be a major expense for on-premise software buyers that need their own servers.
### Pricing for Popular Packages - EMR Only*

<table>
<thead>
<tr>
<th>Product</th>
<th>Pricing Model</th>
<th>Solo Practice</th>
<th>Mid-Sized</th>
<th>Large Practice</th>
</tr>
</thead>
<tbody>
<tr>
<td>drchronoEHR¹</td>
<td>Subscription (per month)</td>
<td>$199</td>
<td>$1,990</td>
<td>$4,975</td>
</tr>
<tr>
<td>Kareo²</td>
<td>Subscription (per month)</td>
<td>$300</td>
<td>$3,000</td>
<td>$7,500</td>
</tr>
<tr>
<td>WebPT³</td>
<td>Subscription (per month)</td>
<td>$49</td>
<td>$490</td>
<td>$1,225</td>
</tr>
<tr>
<td>CareCloud⁶</td>
<td>Subscription (per month)</td>
<td>$379</td>
<td>$3,790</td>
<td>$9,475</td>
</tr>
<tr>
<td>Practice Fusion⁵</td>
<td>Subscription (per month)</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Amazing Charts⁶</td>
<td>Perpetual License Fee (+ $1,195 support fee/year)</td>
<td>$1,200</td>
<td>$12,000</td>
<td>$30,000</td>
</tr>
<tr>
<td></td>
<td>Subscription (per month) for cloud hosting</td>
<td>$39 (+ perpetual license and support fees)</td>
<td>$390 (+ perpetual license and support fees)</td>
<td>$975 (+ perpetual license and support fees)</td>
</tr>
<tr>
<td>GE Centricity⁷</td>
<td>Subscription (per month)</td>
<td>$635</td>
<td>$6,350</td>
<td>$15,875</td>
</tr>
</tbody>
</table>

*The products listed here are stand-alone EMRs or EMRs with basic scheduling/patient portal functionalities.
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<th>Product</th>
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<th>Mid-Sized</th>
<th>Large Practice</th>
</tr>
</thead>
<tbody>
<tr>
<td>eClinicalWorks⁸</td>
<td>Perpetual License Fee</td>
<td>$10,000</td>
<td>$55,000</td>
<td>$130,000</td>
</tr>
<tr>
<td></td>
<td>Subscription (per month)</td>
<td>$550</td>
<td>$5,500</td>
<td>$13,750</td>
</tr>
<tr>
<td>PrognoCIS by Bizmatics⁹</td>
<td>Perpetual License Fee</td>
<td>$8,850</td>
<td>$49,350</td>
<td>$116,850</td>
</tr>
<tr>
<td></td>
<td>Subscription (per month)</td>
<td>$250-$350</td>
<td>$2,500-$3,500</td>
<td>$6,250-$8,750</td>
</tr>
<tr>
<td>Greenway PrimeSUITE¹⁰</td>
<td>Perpetual License Fee</td>
<td>$12,500</td>
<td>$125,000</td>
<td>$312,500</td>
</tr>
<tr>
<td></td>
<td>Subscription (per month)</td>
<td>$625</td>
<td>$6,250</td>
<td>$15,625</td>
</tr>
<tr>
<td>AdvancedMD¹¹</td>
<td>Subscription (per month)</td>
<td>$729</td>
<td>$7,290</td>
<td>$18,225</td>
</tr>
<tr>
<td>Allscripts Professional EHR¹²</td>
<td>Subscription (per month)</td>
<td>$700</td>
<td>$7,000</td>
<td>$17,500</td>
</tr>
<tr>
<td>McKesson Practice Choice¹³</td>
<td>Subscription (per month)</td>
<td>$349-$499</td>
<td>$3,490-$4,990</td>
<td>$8,725-$12,475</td>
</tr>
</tbody>
</table>

*The products listed here are software suites with integrated EMR and Practice Management applications.*
Sources of Pricing Data

The pricing information included in this presentation was collected from the following websites in January 2017. Software Advice is not in a position to provide detailed price quotes on behalf of these vendors, and this data should not be considered as such. The information is simply a compilation of what is publicly available online. Buyers should contact the software vendor for actual pricing. Below is a list of sources for where this information was collected.

To create pricing ranges for this guide, we considered a “solo practice” to be a practice with a single user, a “mid-sized” practice to be one with 10 users and a “large” practice to be one with 25 users.

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