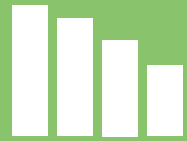


# Pricing Guide

## 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

Upfront costs

Recurring costs

Other costs

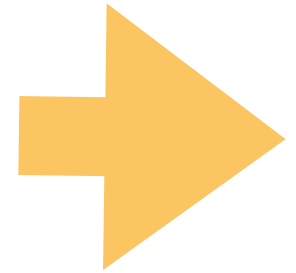
Perpetual License



HIGH



LOW



MEDIUM

Subscription



LOW



HIGH



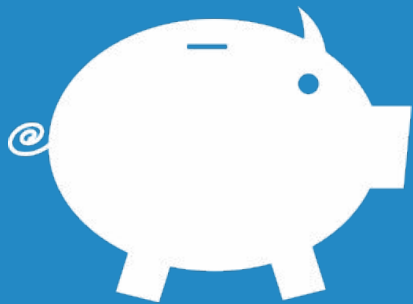
LOW

# 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

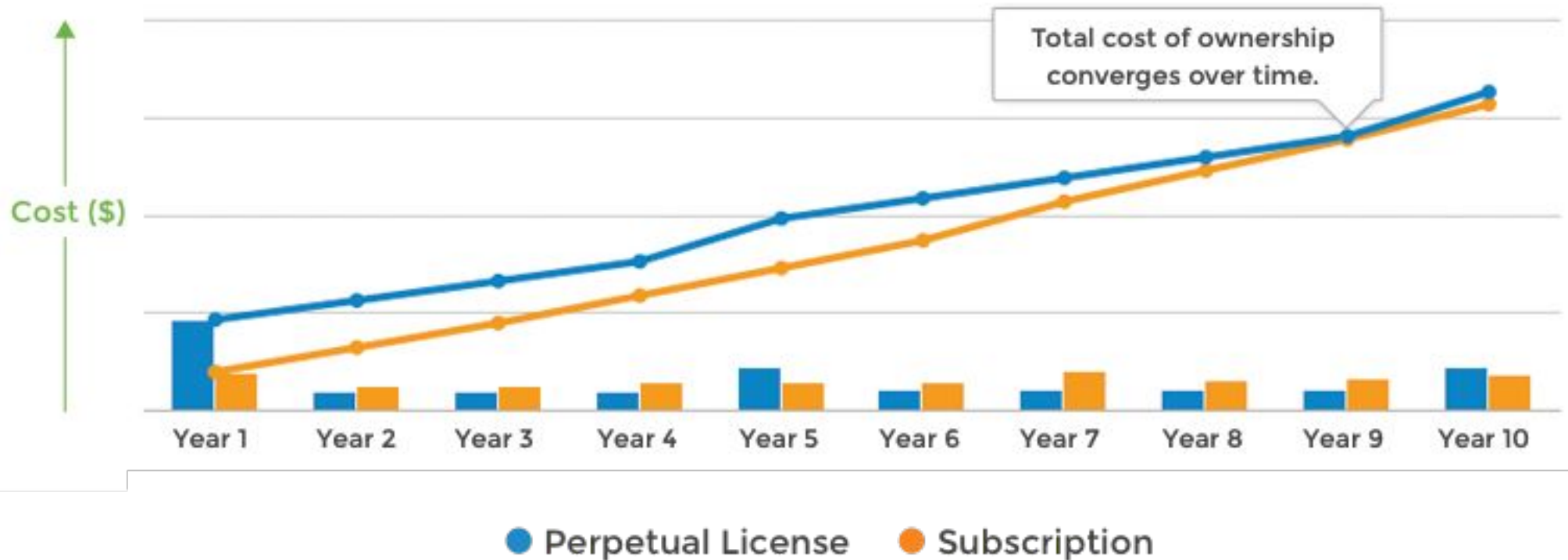
- Subscription fee
- Premium support services



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.

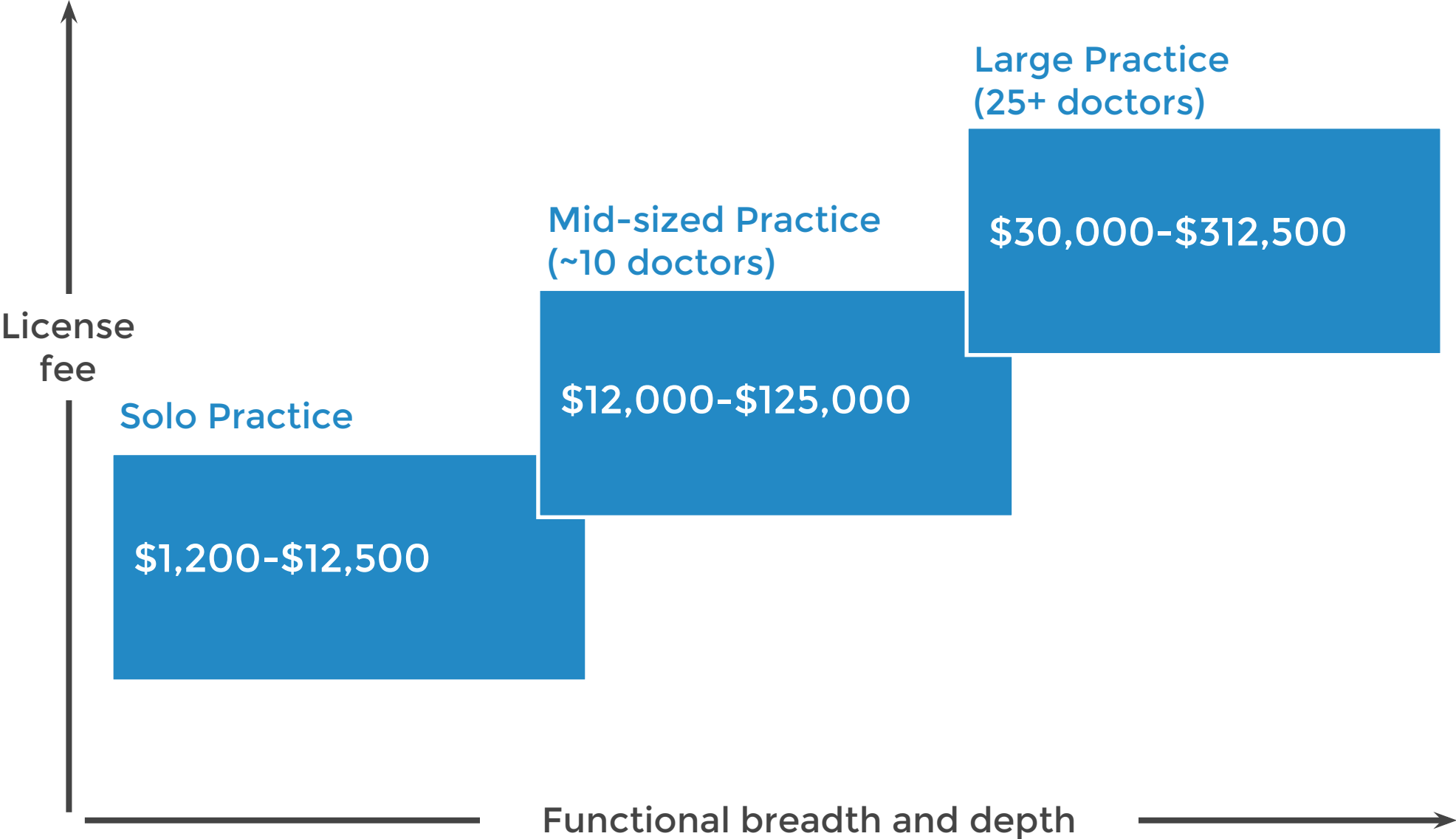
# Total Cost of Ownership

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



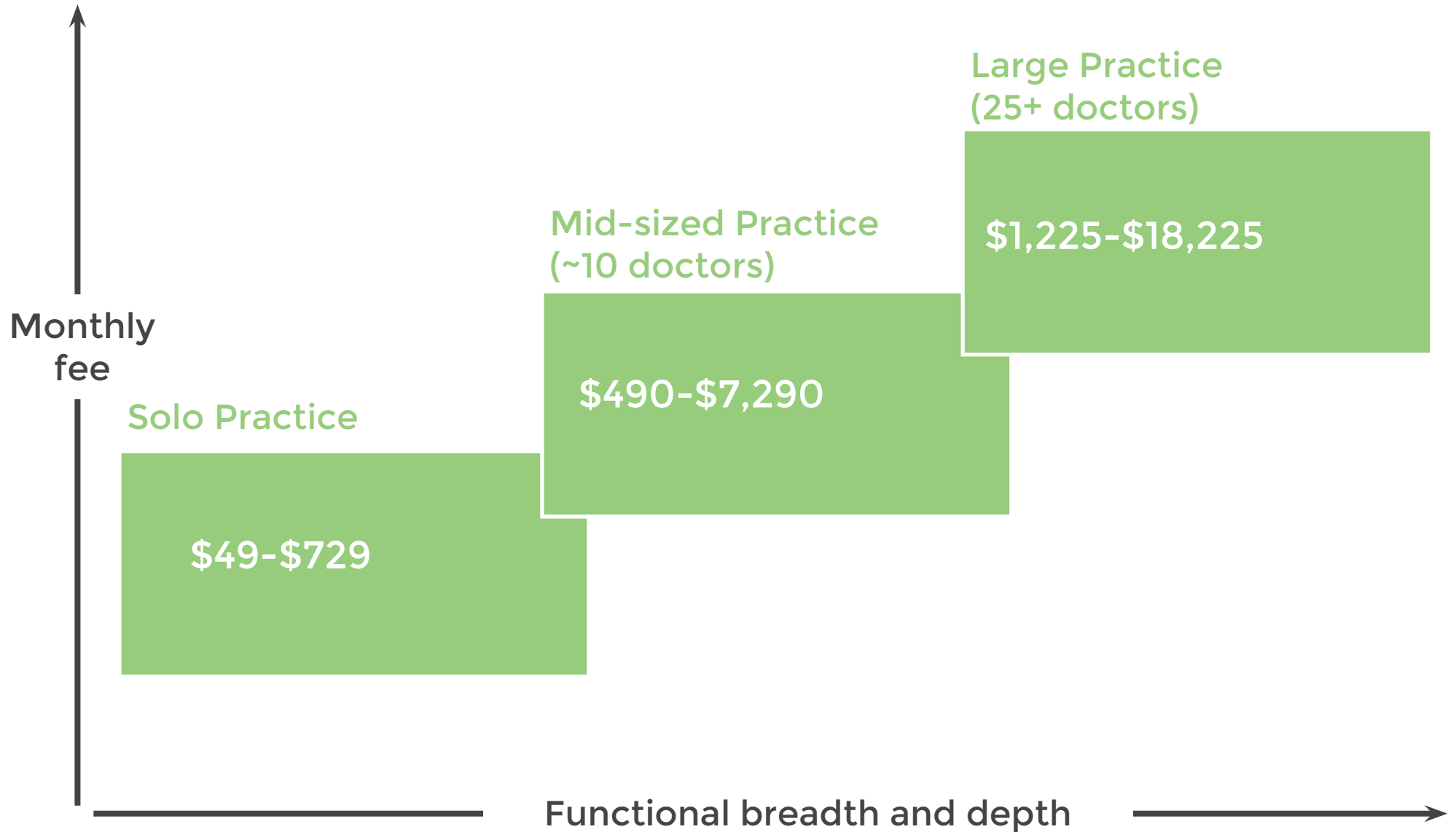
Visit our [Total Cost of Ownership Calculator](#) for a more detailed estimate.

# Perpetual License Price Ranges

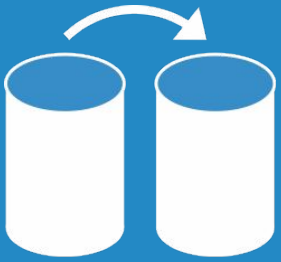




# Subscription Price Ranges



# 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\*

Product	Pricing Model	Solo Practice	Mid-Sized	Large Practice
drchronoEHR <sup>1</sup>	Subscription (per month)	\$199	\$1,990	\$4,975
Kareo <sup>2</sup>	Subscription (per month)	\$300	\$3,000	\$7,500
WebPT <sup>3</sup>	Subscription (per month)	\$49	\$490	\$1,225
CareCloud <sup>4</sup>	Subscription (per month)	\$379	\$3,790	\$9,475
Practice Fusion <sup>5</sup>	Subscription (per month)	\$0	\$0	\$0
Amazing Charts <sup>6</sup>	Perpetual License Fee (+ \$1,195 support fee/year)	\$1,200	\$12,000	\$30,000
	Subscription (per month) for cloud hosting	\$39 (+ perpetual license and support fees)	\$390 (+ perpetual license and support fees)	\$975 (+ perpetual license and support fees)
GE Centricity <sup>7</sup>	Subscription (per month)	\$635	\$6,350	\$15,875

\*The products listed here are stand-alone EMRs or EMRs with basic scheduling/patient portal functionalities.

# Pricing for Popular Packages - EMR & PM\*

Product	Pricing Model	Solo Practice	Mid-Sized	Large Practice
eClinicalWorks <sup>8</sup>	Perpetual License Fee	\$10,000	\$55,000	\$130,000
	Subscription (per month)	\$550	\$5,500	\$13,750
Prognosis by Bizmatics <sup>9</sup>	Perpetual License Fee	\$8,850	\$49,350	\$116,850
	Subscription (per month)	\$250-\$350	\$2,500-\$3,500	\$6,250-\$8,750
Greenway PrimeSUITE <sup>10</sup>	Perpetual License Fee	\$12,500	\$125,000	\$312,500
	Subscription (per month)	\$625	\$6,250	\$15,625
AdvancedMD <sup>11</sup>	Subscription (per month)	\$729	\$7,290	\$18,225
Allscripts Professional EHR <sup>12</sup>	Subscription (per month)	\$700	\$7,000	\$17,500
McKesson Practice Choice <sup>13</sup>	Subscription (per month)	\$349-\$499	\$3,490-\$4,990	\$8,725-\$12,475

\*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.

1. <https://www.drchrono.com/pricing/>
2. <http://www.kareo.com/pricing-ehr>
3. [https://www.webpt.com/pricing?wpt\\_v=2&utm\\_expid=41800995-35.BQ6paFDxROa-66eX2pKFPA.I](https://www.webpt.com/pricing?wpt_v=2&utm_expid=41800995-35.BQ6paFDxROa-66eX2pKFPA.I)
4. <http://www.carecloud.com/pricing/>
5. <http://www.practicefusion.com/how-does-practice-fusion-make-money/>
6. <http://amazingcharts.com/ehr-solutions/transparent-pricing/>
7. <http://vowhs.com/plans-pricing/>
8. <http://www.grouponehealthsource.com/ehr-and-billing-pricing>
9. <http://www.revenuexl.com/cost/packaged-emr-billing-solution>
10. <http://www.greenwaymedical.com/wp-content/uploads/2013/04/cost-avoidance-response-greenway-medical.pdf>
11. <https://www.advancedmd.com/pricing/>
12. <http://www.practicefusion.com/ehr-compare-vendors/>
13. <http://www.microwize.com/practice-choice/>

# Learn More About EHR Software



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