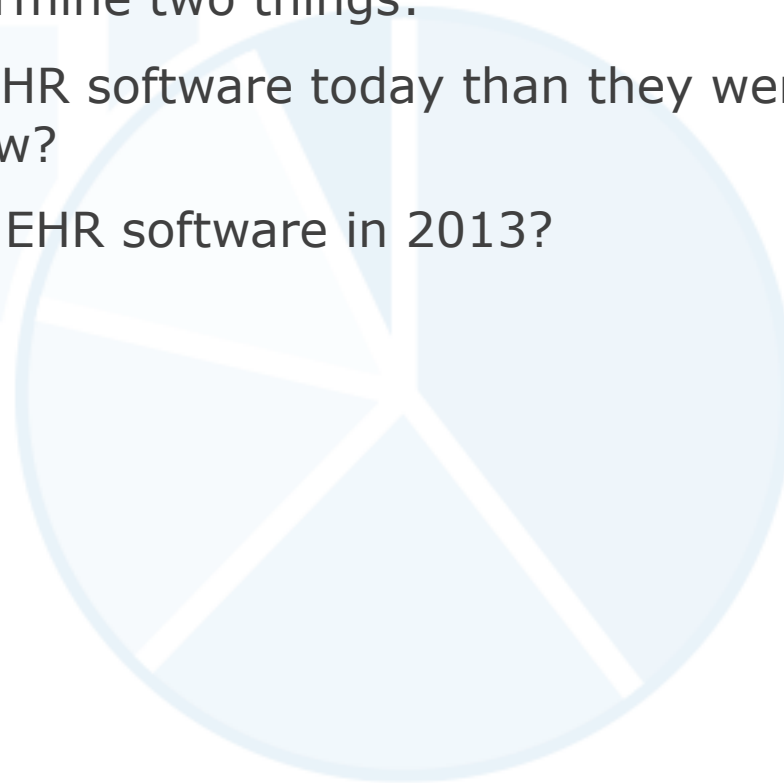


EHR Purchasing Post-HITECH IndustryView Report

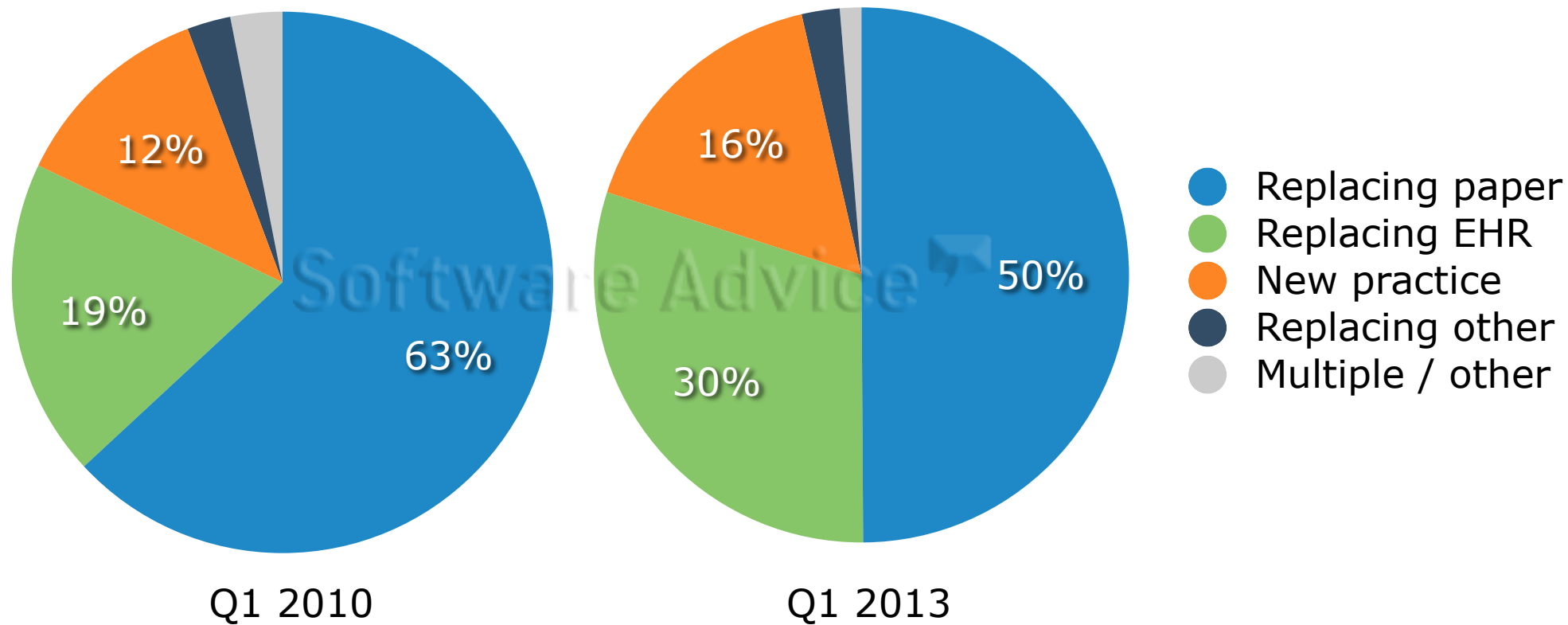
Abstract

From 2010 to 2013, Software Advice talked to tens of thousands of medical practices considering an electronic health records (EHR) purchase. We tapped into a subset of the data to determine two things:

- Are more practices replacing EHR software today than they were when the HITECH Act was signed into law?
- Why are practices buying new EHR software in 2013?

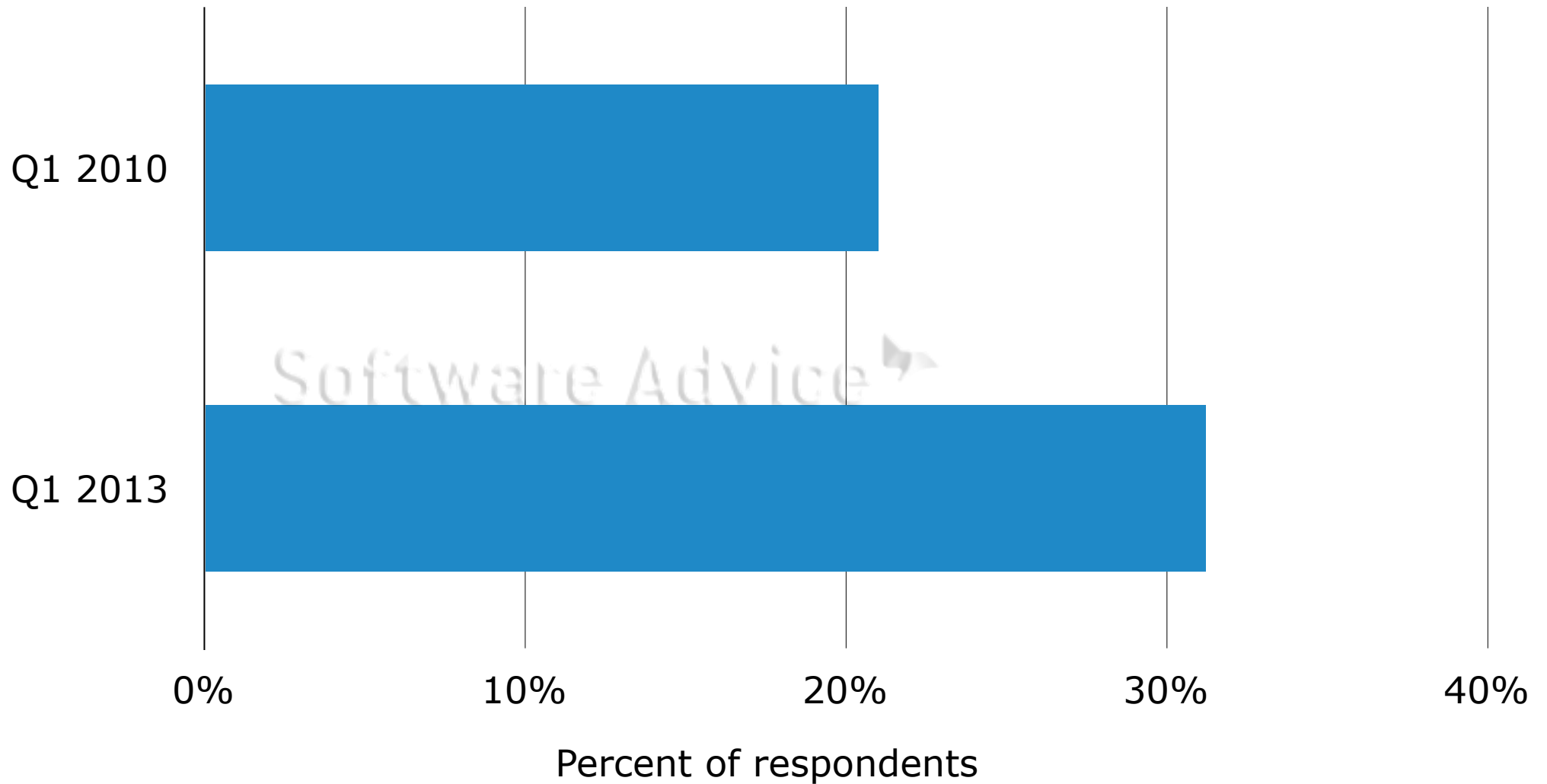


Reasons for Purchasing an EHR



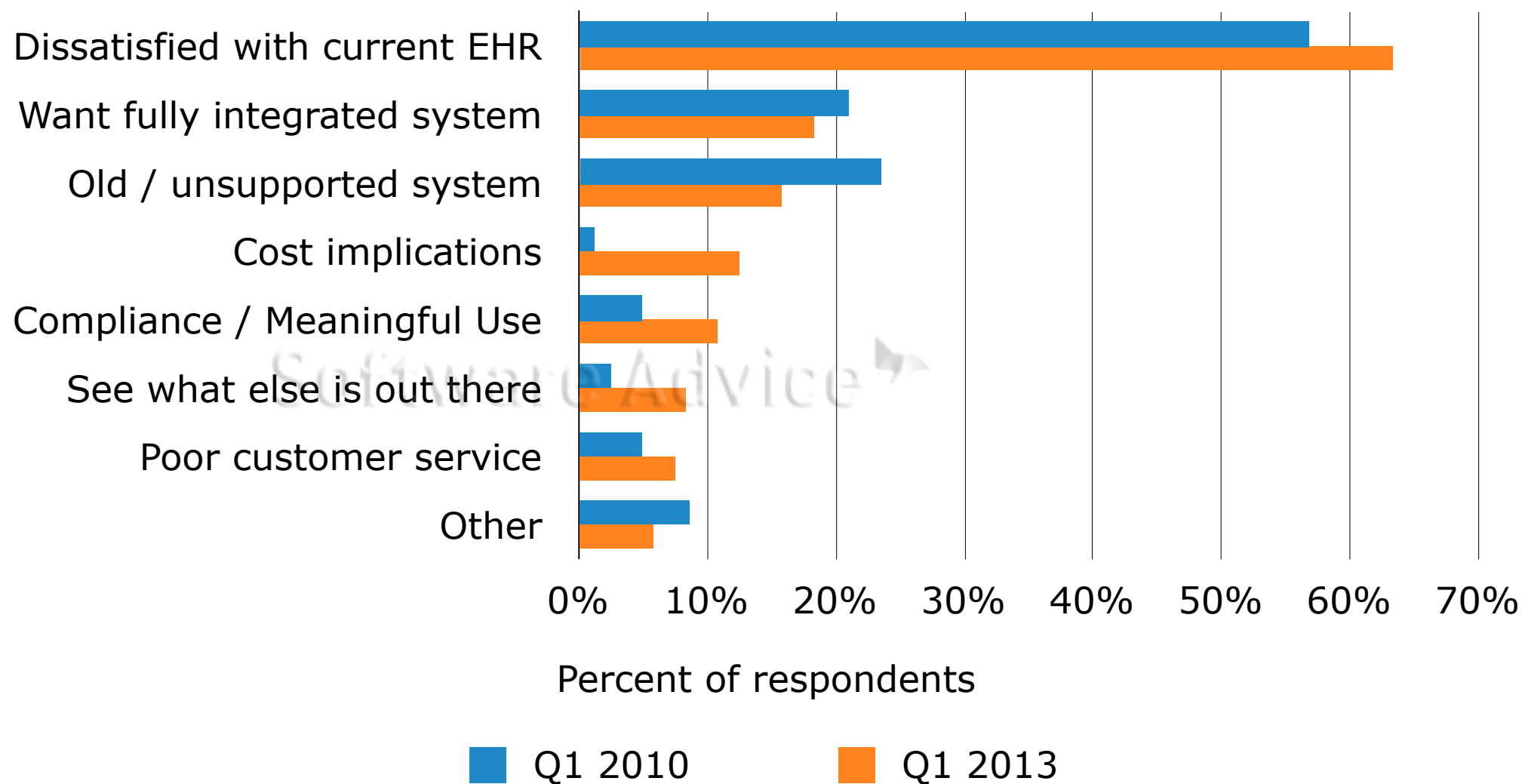
Our data show fewer first-time EHR buyers and more buyers replacing existing EHR software. We saw some dissatisfaction with previous implementations.

Percent of Respondents Replacing an Existing EHR



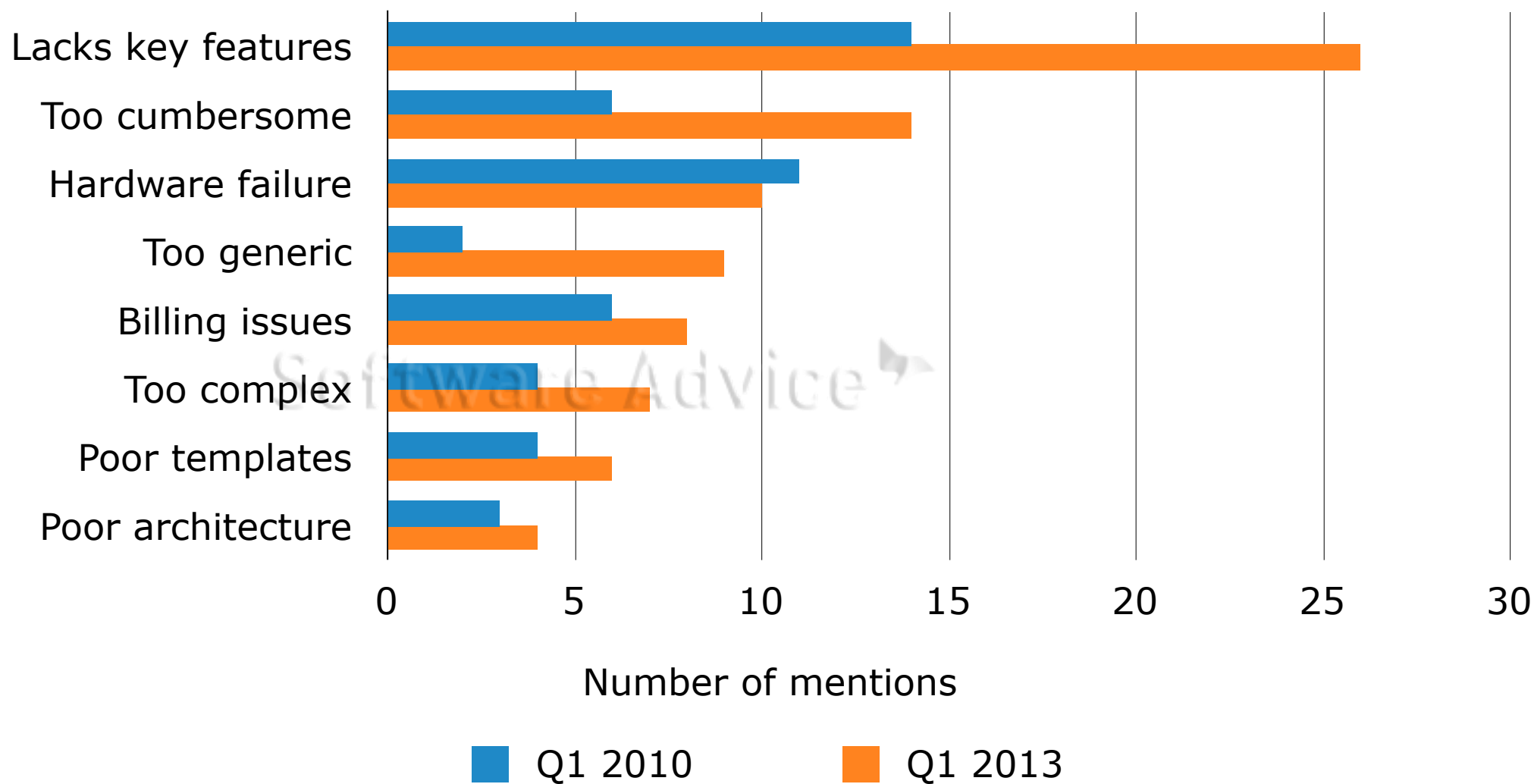
Practices replacing existing software grew by nearly half, supporting our hypothesis that stimulus incentives may have sparked hasty purchasing.

Reasons for Replacing EHRs



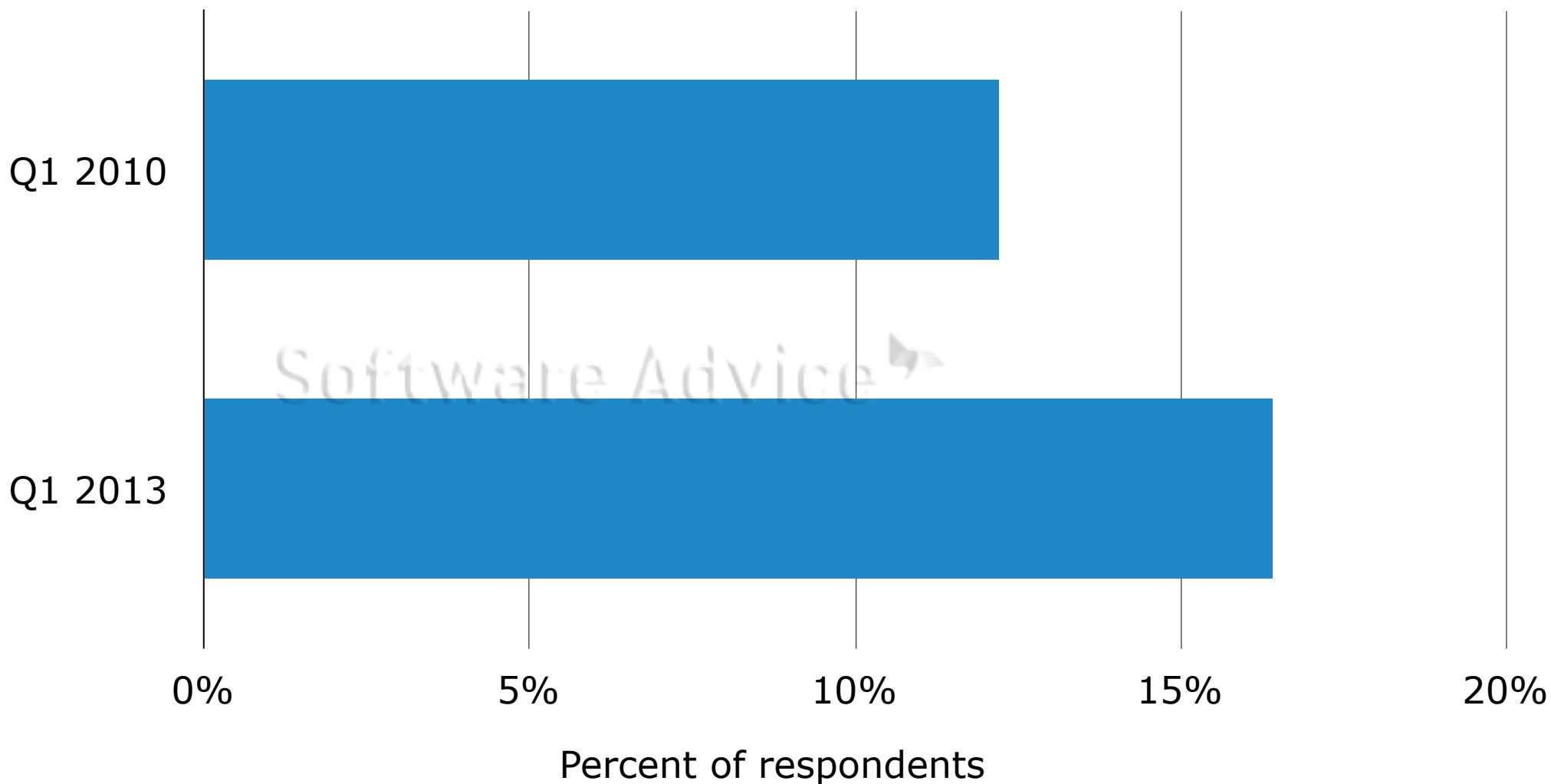
For buyers replacing an existing EHR, dissatisfaction with their current software is by far the predominant reason for making the switch.

Reasons for Dissatisfaction with Current EHR



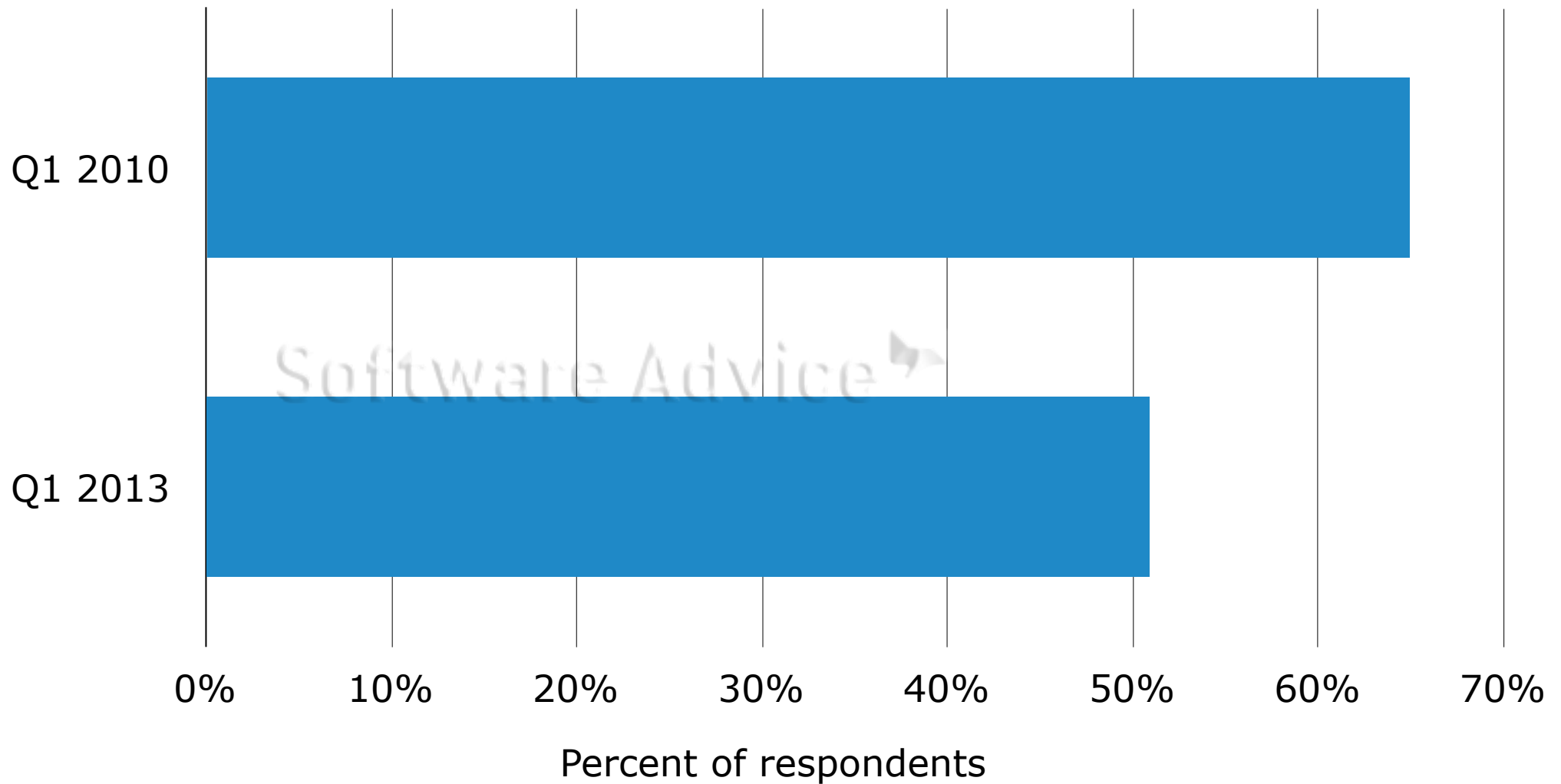
Key reasons for EHR dissatisfaction include the software being too cumbersome, too complex, too generic, or a lack of customizability.

Percent of Respondents Opening a New Practice



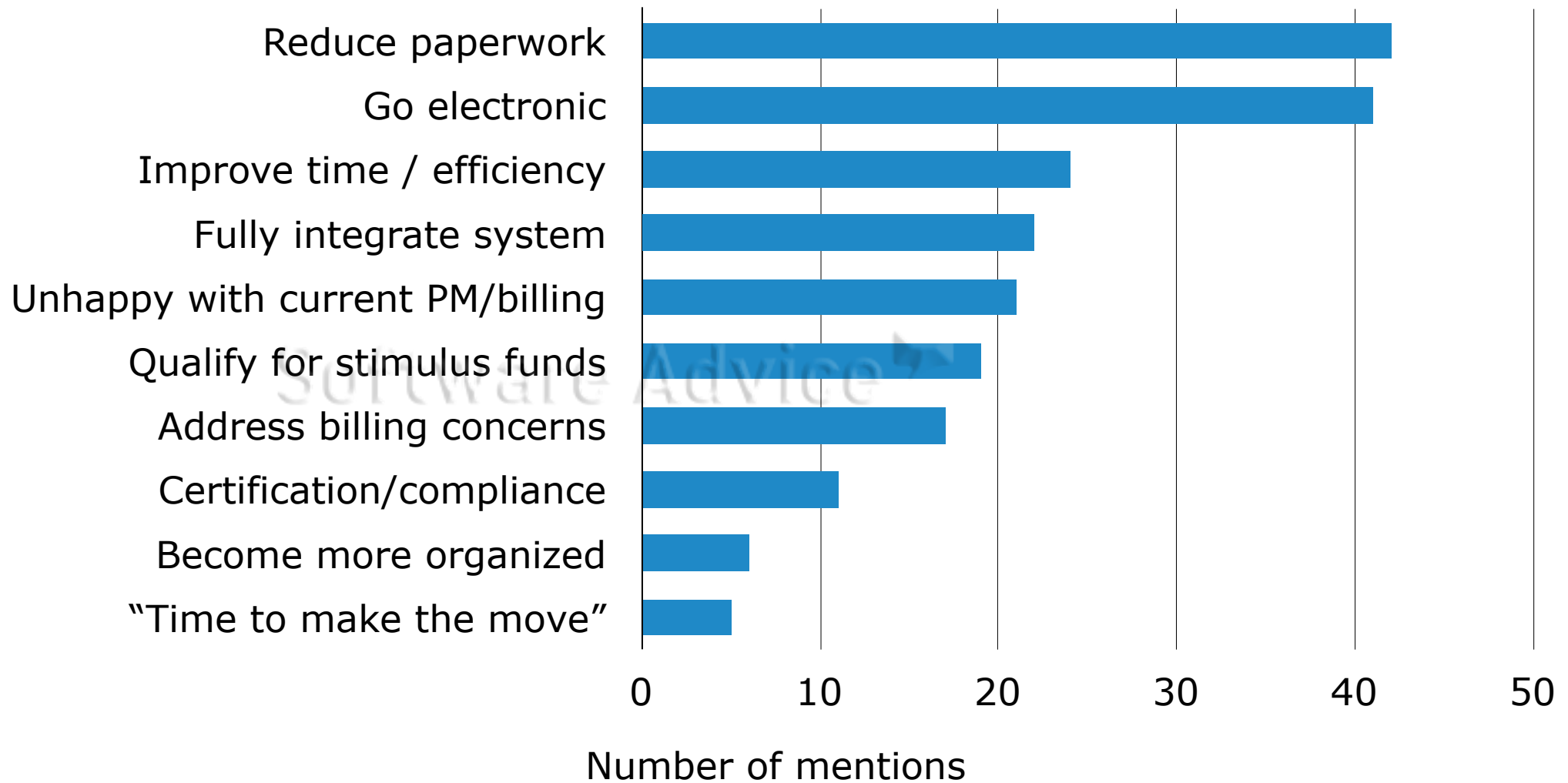
Practices starting out with electronic (vs. paper) records grew, consistent with what we'd expect from a market increasingly embracing medical software.

Percent of Respondents Replacing Paper Records



Practices switching from paper to electronic records declined sharply, whereas a growing proportion of practices are switching from one EHR to another.

Reasons for Replacing Paper Charts - 2010



In 2010, reasons given for replacing paper records suggested physicians wanted more than just incentives; they wanted the benefits of a paperless practice.

Reasons for Replacing Paper Charts - 2013



In 2013, more than three-quarters of respondents mentioned wanting to reduce paperwork and/or improve time, efficiency, or organization.

Learn More About EHR Software



Read Report

Read the full report



Get Free Quotes

Get free price quotes on top EHR software



Get Free Demos

Get unbiased reviews & free demos on top EHR software



@SoftwareAdvice



/company/software-advice



/SoftwareAdvice



@SoftwareAdvice

Software Advice

Software Advice is a trusted resource for software buyers. The company's website, www.softwareadvice.com, provides detailed reviews, comparisons and research to help organizations choose the right software. Meanwhile, the company's team of software analysts provide free telephone consultations to help each software buyer identify systems that best fit their needs. In the process, Software Advice connects software buyers and sellers, generating high-quality opportunities for software vendors.