

Software Advice<sup>TM</sup> 

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# Pricing Guide

Electronic Medical Records (EMRs)

# Here's What We'll cover



Pricing Models



Pricing Ranges



Unexpected Costs



Pricing of Popular Systems

# Three 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).



## Open Source

Licenses are usually free of charge, which reduces upfront costs. Implementation, integration and ongoing maintenance, however, can be major expenses.

# Comparing Costs by Pricing Model

	Upfront Costs	Recurring Costs	Other Costs
Perpetual License			
Subscription			
Open Source			

# 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.*

# Free & Open Source Costs



## Upfront Costs

- Customizations
- Installation/setup
- Integration with existing systems



## Recurring Costs

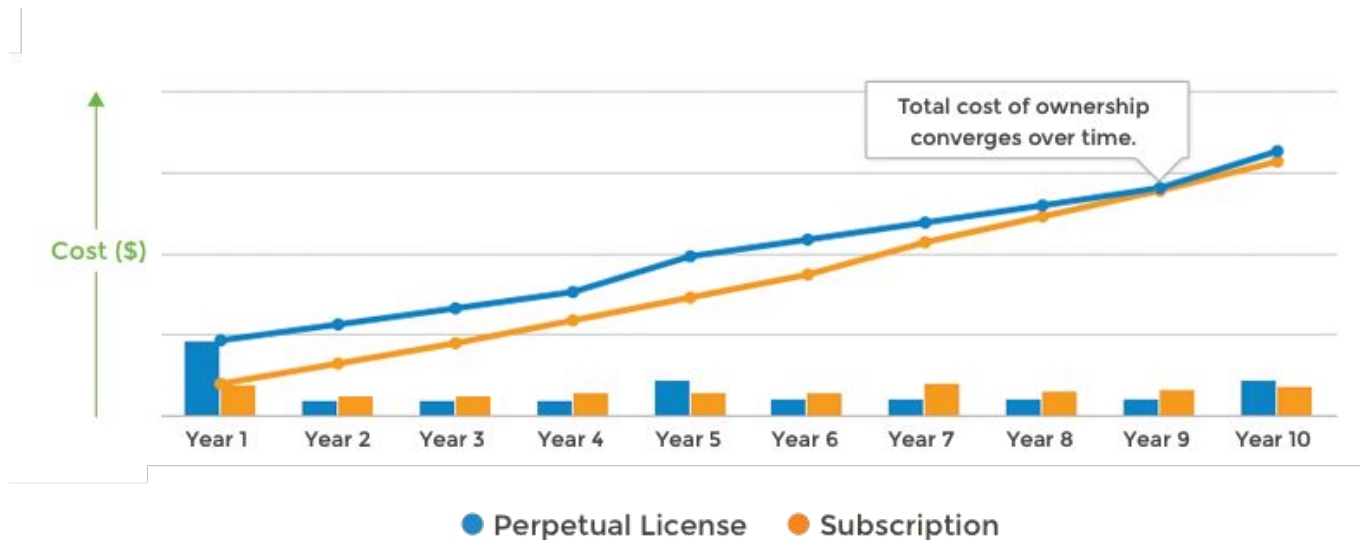
- Maintenance (updates, patches and upgrades)
- In-house or outsourced IT consultants



*Open-source software is typically free to download and develop. Customization, integrations, ongoing maintenance and upgrades, however, can incur major costs.*

# Total Cost of Ownership

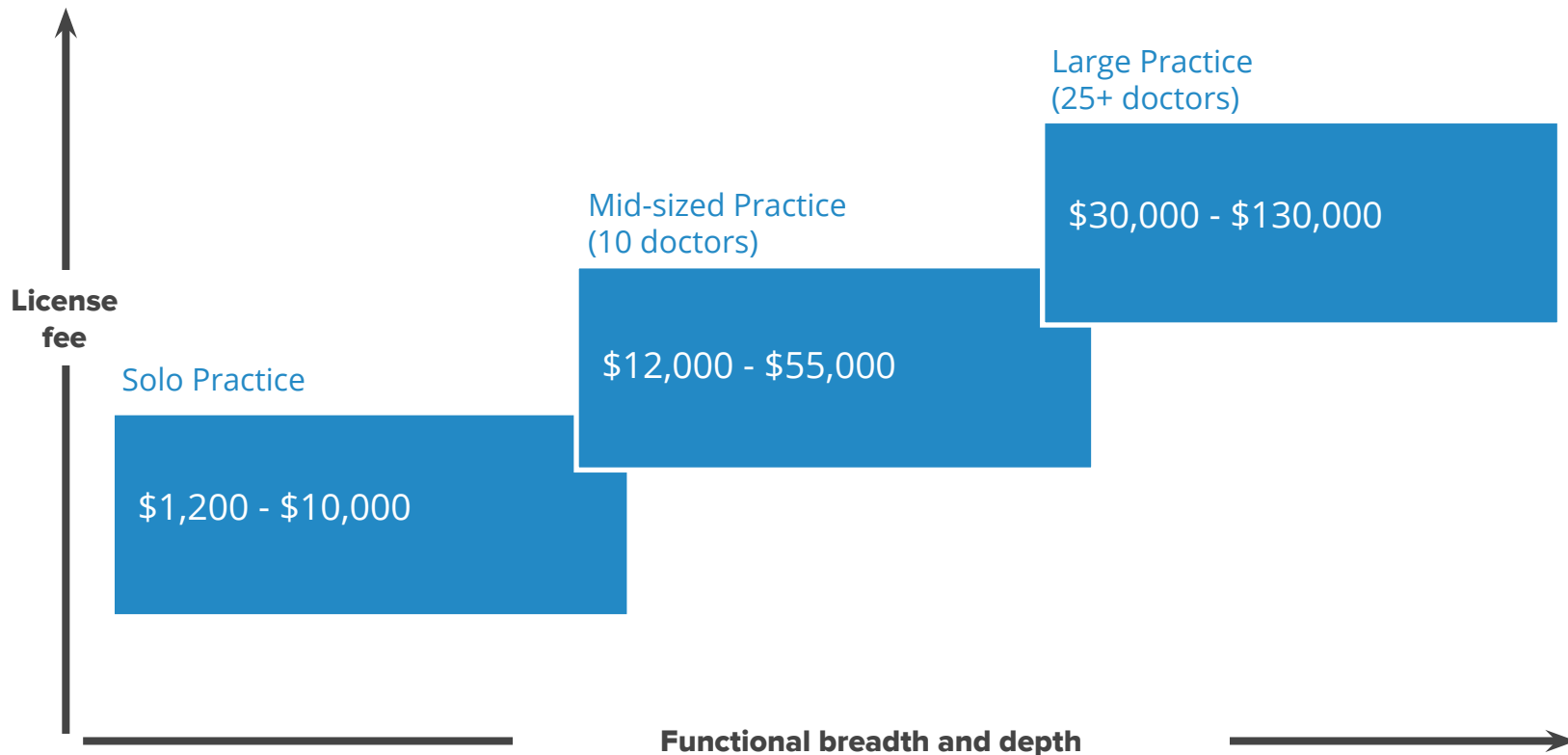
While a perpetual license may cost more upfront, the total cost of ownership typically converges with subscription packages in about 7-10 years.



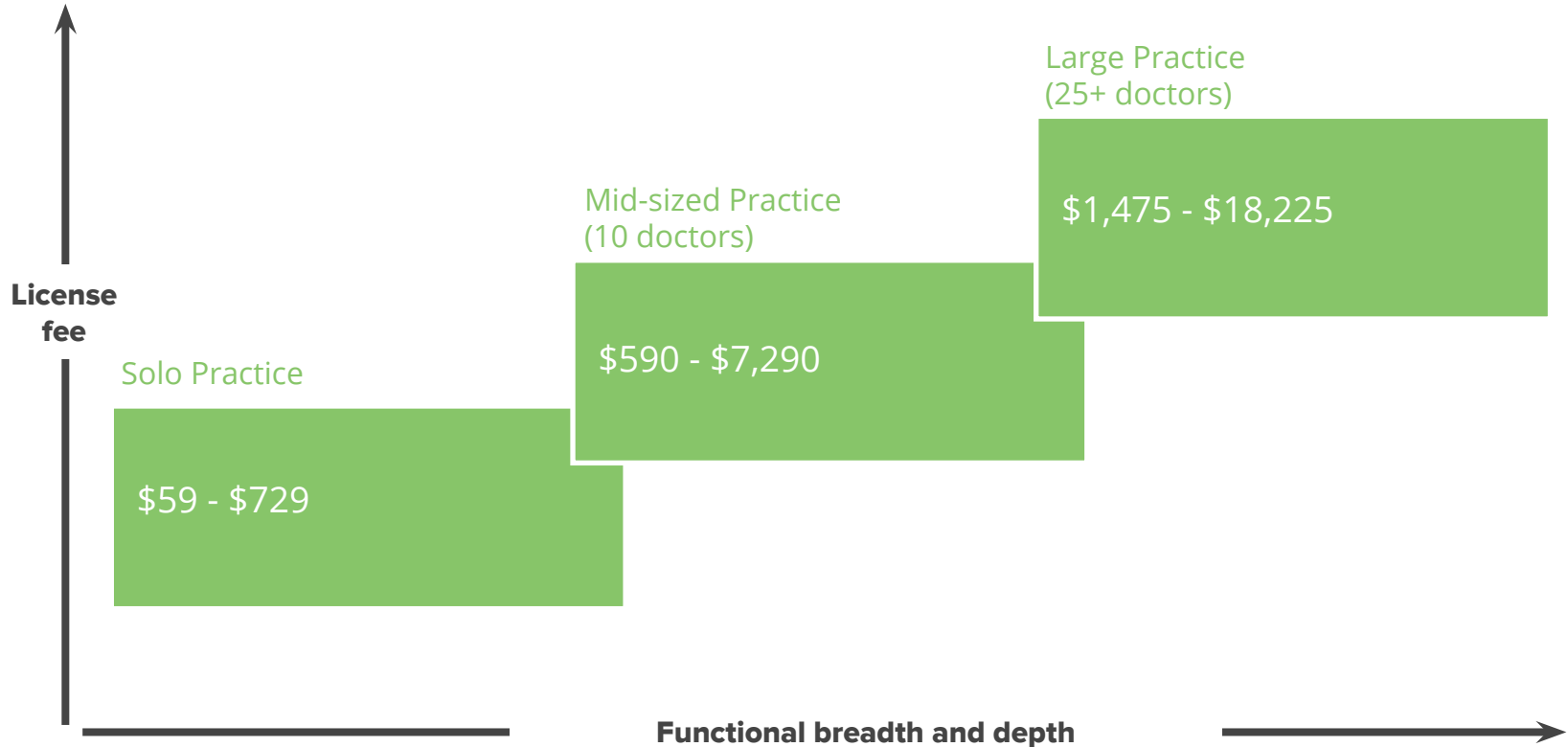
Visit our [Total Cost of Ownership Calculator](#) for a more detailed estimate.



# Perpetual 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

Web-based training is often 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.



## Maintenance & Upgrades

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 (10 DOCTORS)	LARGE PRACTICE (25+ DOCTORS)
drchronoEHR <sup>1</sup>	Subscription /mo	\$199	\$1,990	\$4,975
Kareo <sup>2</sup>	Subscription /mo	\$300	\$3,000	\$7,500
WebPT <sup>3</sup>	Subscription /mo	\$59	\$590	\$1,475
CareCloud <sup>4</sup>	Subscription /mo	\$379	\$3,790	\$9,475
Practice Fusion <sup>5**</sup>	Subscription /mo	\$100	\$1,000	\$2,500
GE Centricity <sup>6</sup>	Subscription /mo	\$635	\$6,350	\$15,875
RxNT <sup>7</sup>	Subscription /mo	\$85	\$850	\$2,125
Sevocity <sup>8</sup>	Subscription /mo	\$369	\$3,690	\$9,225
	Perpetual License Fee	\$1,995	\$13,650	\$33,075
Amazing Charts <sup>9</sup>	Perpetual License Fee (+\$1,195 yearly support fee)	\$1,200	\$12,000	\$30,000

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

\*\*The product is free of cost to users; however, the vendor may charge for services such as billing.

# Pricing for Popular Packages- EMR & PM\*

PRODUCT	PRICING MODEL	SOLO PRACTICE	MID-SIZED (10 DOCTORS)	LARGE PRACTICE (25+ DOCTORS)
eClinicalWorks <sup>10</sup>	Subscription /mo	\$550	\$5,500	\$13,750
	Perpetual License Fee	\$10,000	\$55,000	\$130,000
Prognosis by Bizmatics <sup>11</sup>	Subscription /mo	\$250 - \$350	\$2,500 - \$3,500	\$6,250 - \$8,750
	Perpetual License Fee	\$8,850	\$49,350	\$116,850
AdvancedMD <sup>12</sup>	Subscription /mo	\$729	\$7,290	\$18,225
McKesson Practice Choice <sup>13</sup>	Subscription /mo	\$349	\$3,490	\$8,725
Cerner <sup>14</sup>	Subscription /mo	\$250	\$2,500	\$6,250
GE Centricity <sup>15</sup>	Subscription /mo	\$650	\$6,500	\$16,250
RxNT <sup>16</sup>	Subscription /mo	\$230	\$2,300	\$5,750

*\*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 vendors' websites in September 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.1](https://www.webpt.com/pricing?wpt_v=2&utm_expId=41800995-35.BQ6paFDxROa-66eX2pKFPA.1)
4. <http://www.carecloud.com/pricing/>
5. <http://www.practicefusion.com/how-does-practice-fusion-make-money/>
6. <http://vowhs.com/plans-pricing/>
7. <http://www.rxnt.com/solutions/pricing/>
8. <http://www.sevocity.com/custom-ehr-solutions/pricing/>
9. <http://amazingcharts.com/ehr-solutions/transparent-pricing/>
10. <http://www.grouponehealthsource.com/ehr-and-billing-pricing>
11. <http://www.revenuexl.com/cost/package-emr-billing-solution>
12. <https://www.itqlick.com/adp-advancedm-d-ehr>
13. <http://www.microwize.com/practice-choice/>
14. <https://www.topadvisor.com/electronic-medical-record/cerner-profile>
15. <http://vowhs.com/plans-pricing/>
16. <http://www.rxnt.com/solutions/pricing/>

# Learn More About EMR Software



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