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, integration and maintenance 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: $2,500-$10,000

- **Mid-sized Practice (~10 doctors)**
  - License fee: $37,500-$150,000

- **Large Practice (25+ doctors)**
  - License fee: $150,000-$500,000
Subscription Price Ranges

- **Solo Practice**
  - Monthly fee: $250-$700

- **Mid-sized Practice (~10 doctors)**
  - Monthly fee: $3,750-$10,000

- **Large Practice (25+ doctors)**
  - Monthly fee: $12,500-$35,000
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

<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>Allscripts Professional EHR¹²</td>
<td>Perpetual License Fee</td>
<td>$8,000</td>
<td>$120,000</td>
<td>$400,000</td>
</tr>
<tr>
<td>athenaClinicals by athenahealth³</td>
<td>Subscription (per month)</td>
<td>$229</td>
<td>$3,450</td>
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<tr>
<td>McKesson Practice Choice⁷</td>
<td>Subscription (per month)</td>
<td>$650</td>
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<td>Cerner⁵</td>
<td>Subscription (per month)</td>
<td>$595</td>
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<tr>
<td>Epic Ambulatory EMR⁶</td>
<td>Perpetual License Fee</td>
<td>$10,000</td>
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<td>McKesson Practice Choice⁷</td>
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<td>$3,700-$6,000</td>
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<tr>
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<td>Practice Fusion⁹</td>
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<td>AmazingCharts EHR¹⁰</td>
<td>Perpetual License Fee</td>
<td>$2,395</td>
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<td>Subscription (per month)</td>
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<td>$3,600</td>
<td>$12,000</td>
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<tbody>
<tr>
<td>e-MDs Chart</td>
<td>Perpetual License Fee</td>
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<tr>
<td></td>
<td>Subscription (per month)</td>
<td>$649</td>
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<td>eClinicalWorks EMR</td>
<td>Perpetual License Fee</td>
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<td>$142,500</td>
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<tr>
<td></td>
<td>Subscription (per month)</td>
<td>$449</td>
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<td>$22,450</td>
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<tr>
<td>e-MDs Chart</td>
<td>Subscription (per month)</td>
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<td>$81,000</td>
<td>$270,000</td>
</tr>
<tr>
<td></td>
<td>Perpetual License Fee</td>
<td>$250</td>
<td>$3,750</td>
<td>$12,500</td>
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<tr>
<td>Greenway PrimeSUITE</td>
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<tr>
<td></td>
<td>Perpetual License Fee</td>
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<td>Vitera Intergy EHR</td>
<td>Perpetual License Fee</td>
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<td>$525,000</td>
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<tr>
<td></td>
<td>Subscription (per month)</td>
<td>$699</td>
<td>$10,500</td>
<td>$34,950</td>
</tr>
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</table>
Sources of Pricing Data

The pricing information included in this presentation was collected from the following websites in February 2014. 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 15 users and a “large” practice to be one with 50 users.

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