

EMR COST COMPARISON INFORMATION SHEET AND TEMPLATE

Choosing to implement an EMR is a major business decision for a physician, and costs can play a significant role in the decision making process. In the early days of EMR adoption, several physicians had negative experiences from discovering that the total cost of their EMR was far higher than expected once the dust settled.

PITO recognizes the importance of keeping physician costs down, and has done a great deal to assist with this, above and beyond the 70% funding.

The contracts with the six vendors selected for reimbursement through PITO include several very important points:

- The fixed prices quoted by the vendors through PITO include:
 - Licenses and maintenance
 - Extremely high minimum service levels for system availability, response time, helpdesk, service, etc.
 - Servers and storage
 - Backups and backup testing
 - Interfaces and many standard forms and templates
 - 3rd party licenses for drug databases and similar items
 - Configuration, implementation, training
 - Conversion of demographic data
 - Future upgrades and training related to upgrades
 - Ongoing support
- The prices are fixed for 2 years and after that can go up no more than a small fixed cost of living factor (max 2.5% per year)
- Pricing is on a per-physician FTE basis ('eligible physician unit') to avoid additional costs for substitutes, locums, residents, etc.

From the CMA's `FUTURE Practice` April 8, 2008



SP - The rule of thumb is that an EMR will cost you \$600 a month for the rest of your career. If you're paying a lot less, you've got to wonder why, and you may be cutting corners. If you're paying a lot more, you shouldn't be.

The idea is not to get out of that \$600 a month in a few years and tell yourself you've paid it off. If you commit to paying for your EMR just as you pay rent and you pay salaries, you're probably always going to be well-equipped and properly supported by your technology.

PITO Note: Monthly EMR costs under PITO model are \$272 - \$520 per month for EMR license & services (varies by EMR selected).

The protections listed above go a long way to avoid escalating and unexpected costs. When comparing the prices to your current situation or other alternatives, it is important to factor in all costs to achieve an 'apples to apples' comparison – i.e. factor in all costs for servers, interfaces, upgrades, the very high service levels, your time for backups and backup testing, etc. **All those costs are already included in the ASP pricing quoted under PITO.**

The table on the reverse of this page is provided to assist you in comparing the costs of the various options.

Three year Total Cost of Ownership (TCO) Comparison Worksheet for EMR

	PITO ASP EMR	Other EMR	
			Enter EMR name
One-Time EMR Vendor Costs			
One-Time License & Implementation fees	\$	\$	
Additional Interfaces (e.g. lab results, CDM)	<i>N/A – Included*</i>	\$	<i>* as defined by RFP</i>
Additional Forms, Templates, Tools	<i>N/A – Included*</i>	\$	<i>* as defined by RFP</i>
Data conversion of demographic data	<i>N/A – Included*</i>	\$	<i>* as defined by RFP</i>
EMR Configuration and Implementation	<i>N/A – Included*</i>	\$	<i>* as defined by RFP</i>
Training	<i>N/A – Included*</i>	\$	<i>* as defined by RFP</i>
Go-Live Support	<i>N/A – Included*</i>	\$	<i>* as defined by RFP</i>
Servers and Server Installation	<i>N/A – Included</i>	\$	
Backup devices	<i>N/A – Included</i>	\$	
Uninterruptable Power Supply (UPS) for servers	<i>N/A – Included</i>	\$	
SUBTOTAL	\$	\$	
Recurring EMR Vendor Monthly Costs			
Monthly License & Services Contract – Year 1	\$	\$	<i>X 12 months</i>
Monthly License & Services Contract – Year 2	\$	\$	<i>X 12 months</i>
Monthly License & Services Contract – Year 3	\$	\$	<i>X 12 months</i>
SUBTOTAL (For 3 Years)	\$	\$	
Other Recurring EMR Vendor Monthly Costs			
Hosting <i>or server depreciation for local EMR</i>	<i>N/A – Included</i>	\$	
Additional Server Memory and Storage	<i>N/A – Included</i>	\$	
Regular Backups and Backup Testing	<i>N/A – Included</i>	\$	<i>Include MD/staff time</i>
Upgrades	<i>N/A – Included</i>	\$	<i>Include MD/staff time</i>
Training for Upgrades	<i>N/A – Included</i>	\$	
Ongoing helpdesk and service support	<i>N/A – Included*</i>	\$	<i>* as defined by RFP</i>
SUBTOTAL (For 3 Years – i.e. X 36 months)	\$	\$	
Other One-Time Costs of EMR Implementation			
Computers, printers, scanners	\$	\$	
Conversion of patient data (electronic or paper)	\$	\$	
Local Area Network (LAN)	\$	\$	
Uninterr. Power Supply (UPS) for LAN and PCs	\$	\$	
eFax System	\$	\$	
Hardware and network installation	\$	\$	
Other software (e.g. MS Word, dictation, etc.)	\$	\$	
Other	\$	\$	
SUBTOTAL	\$	\$	
GRAND TOTAL (3 years TCO)			<i>Sum of all blue rows</i>
PITO Funding over 3 years		N/A	
Net physician cost after PITO funding		As above	

* Pricing per the PITO EMR RFP includes items such as Excelleris lab interface, MSP billing interface, chronic disease management interface, several BC-specific pre-built forms and templates, a minimum number of help desk calls, etc.