# Solo-Physician Practice

## Getting Started

### Software/license (base product, 1st yr)
- **Allscripts Professional EHR Version 10.10**: $13,000 PM/EHR Suite ($8,000 EHR only)
- **eClinicalWorks V7/D**: $599/month/provider
- **e-MDs Solution Series 8.0**: $449/month* - e-MDs Chart, subscription model. License pricing and terms are also available.
- **GE Healthcare Centricity Practice Solution Version 11**: $11,175
- **Greenway Medical PrimeSuite 2014**: $12,500
- **NextGen Ambulatory EHR Version 8.8**: $10,000 to $12,750

### Implementation and Training (vendor's charge) *
- **Allscripts Professional EHR Version 10.10**: $12,800-$19,200 ($160 per hr. - Estimate 80-120 hrs)
- **eClinicalWorks V7/D**: Included in monthly cost. Airfare not included.
- **e-MDs Solution Series 8.0**: $7,195* - *Quoted for Online Training and GoLive Assistance
- **GE Healthcare Centricity Practice Solution Version 11**: $20,200
- **Greenway Medical PrimeSuite 2014**: $33,000 ($150/hour - Estimate 220 hours)
- **NextGen Ambulatory EHR Version 8.8**: $18,000 to $22,000

### Practice Management (interface or additional software/license costs) *
- **Allscripts Professional EHR Version 10.10**: $4,000
- **eClinicalWorks V7/D**: Interface to 3rd party PM system onetime fee $5,000 plus 18% annual maintenance.
- **e-MDs Solution Series 8.0**: $100/month
- **GE Healthcare Centricity Practice Solution Version 11**: $600 incl. as PM only
- **Greenway Medical PrimeSuite 2014**: Included
- **NextGen Ambulatory EHR Version 8.8**: $5,000 to $6,000

### E-prescribing (module and/or interfaces)
- **Allscripts Professional EHR Version 10.10**: Included
- **eClinicalWorks V7/D**: Included
- **e-MDs Solution Series 8.0**: Included
- **GE Healthcare Centricity Practice Solution Version 11**: Included
- **Greenway Medical PrimeSuite 2014**: Included
- **NextGen Ambulatory EHR Version 8.8**: Included

### Technical Support
- **Allscripts Professional EHR Version 10.10**: Included
- **eClinicalWorks V7/D**: Included
- **e-MDs Solution Series 8.0**: Included
- **GE Healthcare Centricity Practice Solution Version 11**: Included in maintenance and support
- **Greenway Medical PrimeSuite 2014**: $2,750 (22% of Software)
- **NextGen Ambulatory EHR Version 8.8**: Included

### Other Required Costs (hosting fees, required interfaces...)
- **Allscripts Professional EHR Version 10.10**: $150/month non-hosted; $2,100/hosted
- **eClinicalWorks V7/D**: N/A
- **e-MDs Solution Series 8.0**: Also includes: Hosting, AMA CPT, Microsoft SQL Server, EDI Setup, nMotion iPad App
- **GE Healthcare Centricity Practice Solution Version 11**: No response
- **Greenway Medical PrimeSuite 2014**: None
- **NextGen Ambulatory EHR Version 8.8**: Shipping and travel-related costs during implementation

### Hardware

<table>
<thead>
<tr>
<th>Pricing Reviewed and Verified by Vendors November 2014</th>
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<tbody>
<tr>
<td><strong>Total Getting Started</strong></td>
</tr>
<tr>
<td><strong>Hardware not included</strong></td>
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<tr>
<td><strong>Data conversion</strong></td>
</tr>
<tr>
<td><strong>Basic Interfaces (lab, radiology and dictation) Price is a per interface charge</strong></td>
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<tr>
<td><strong>Eligibility Verification (module and/or interfaces)</strong></td>
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<tr>
<td><strong>Patient Portal</strong></td>
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<tr>
<td><strong>Secure Messaging</strong></td>
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<tr>
<td><strong>Reporting tools, software, databases</strong></td>
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<tr>
<td><strong>Scanning software</strong></td>
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<tr>
<td><strong>Voice recognition software</strong></td>
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<tr>
<td><strong>Additional costs to accommodate ICD-10 codes</strong></td>
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<tr>
<td><strong>Additional fees for remote locations</strong></td>
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<tr>
<td><strong>Total Other Costs</strong></td>
</tr>
<tr>
<td><strong>Ongoing Annual Costs (annual license, support and other ongoing fees or costs)</strong></td>
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</tbody>
</table>

*No update from this vendor since 2013

Please visit the vendor-specific TMA Web pages for details on hardware requirements for each vendor.

Hardware is not included in vendor software pricing.
Other training costs (computer-based tutorials, hired trainers...)
Office staff back fill costs (while staff are in training, assisting with design, development and/or implementation)
Temporary labor (initial EHR data entry; scanning the paper-based medical records)
Self-service kiosks including software and services (Note: some EHR vendors provide this at an additional cost)
Temporarily reduced income (reduced schedule at EHR go-live; amount is variable and dependent primarily on the practice and EHR functionalities installed)
Office construction and furniture (shelves, counters, wall mounts, power outlets, chairs, carts, tables...)
Technical upgrade of office infrastructure (i.e. wireless network, upgraded network connectivity)
Additional hardware and devices including networking devices, scanners, printers or kiosk devices
Consultants or project manager to facilitate the implementation (large practices in particular should strongly consider using a consultant to help manage the EHR selection, implementation and post-implementation phases)
Other technical services

This table represents vendor costs only in an effort to provide a vendor product comparison. Physicians will encounter additional implementation costs. The TMA therefore advises physicians to consider performing a detailed cost analysis to determine their actual EHR implementation costs. These total costs can sometimes exceed 2-3 times the vendor’s initial estimate. The TMA provides more information on EHR implementations at www.texmed.org. Common examples of additional costs and options are:

1. Other training costs (computer-based tutorials, hired trainers...)
2. Office staff back fill costs (while staff are in training, assisting with design, development and/or implementation)
3. Temporary labor (initial EHR data entry, scanning the paper-based medical records)
4. Self-service kiosks including software and services (Note: some EHR vendors provide this at an additional cost)
5. Temporarily reduced income (reduced schedule at EHR go-live; amount is variable and dependent primarily on the practice and EHR functionalities installed)
6. Office construction and furniture (shelves, counters, wall mounts, power outlets, chairs, carts, tables...)
7. Technical upgrade of office infrastructure (i.e. wireless network, upgraded network connectivity)
8. Additional hardware and devices including networking devices, scanners, printers or kiosk devices
9. Consultants or project manager to facilitate the implementation (large practices in particular should strongly consider using a consultant to help manage the EHR selection, implementation and post-implementation phases)
10. Other technical services

The TMA recommends that physicians implement the EHR's practice management system if one is available; alternatively, the EHR should be interfaced to the physician's practice management system in order to optimize their office's work flow.