

## Vendor Pricing Template

**Presented By:** The National Learning Consortium (NLC)

**Developed By:** Health Information Technology Research Center (HITRC)  
Vendor Selection and Management Community of Practice

**Version:** 1.0

**Date:** October 21, 2011

**Description:** The Vendor Pricing Template focuses on defining line item costs used in electronic health record (EHR) software purchase, implementation, training and support for both vendor licensing models and vendor SAAS models so RECs/practices can produce a cost comparison between candidate vendors.

**Table of Contents:** [Vendor Pricing Template](#)

*The National Learning Consortium (NLC) is a virtual and evolving body of knowledge and tools designed to support healthcare providers and health IT professionals working towards the implementation, adoption and meaningful use of certified EHR systems.*

*The NLC represents the collective EHR implementation experiences and knowledge gained directly from the field of ONC's outreach programs (REC, Beacon, State HIE) and through the Health Information Technology Research Center (HITRC) Communities of Practice (CoPs).*

*The following resource is a tool used in the field today and recommended by "boots-on-the-ground" professionals for use by others who have made the commitment to implement or upgrade to certified EHR systems.*

## Vendor Pricing Template

**Instructions:** Please ask the vendor you are evaluating to fill out \$\$\$ values in each of the cells in the appropriate row. If vendor does not have a price for a particular item, then just leave a \$0 for calculation purposes.

In terms of implementation and training costs for the main EHR/PM, there are two scenarios:

- 1) Fixed fee for a specific number of providers. We display 1,5,10 provider levels as a base to work from. A practice needs to substitute the actual number of providers for the particular practice.
- 2) Hourly rate which then can be used in a calculation based on # of hours specified for the particular practice.

**Descriptions:**

\* Licensing Model - There is a one time licensing purchase fee paid up front for perpetual use of the software.

Vendor Name											
Vendor Licensing Model *	License Fee/Provider	License Fee/PT Provider	License Fee/Mid-level	Portal Activation Fee	Portal/Provider/Month	Portal Implementation/Practice	Portal Training/Practice	Mobile Phone Fee/Month	Meaningful Use Analytics Dash Board	1 Provider Implementation/Practice	1 Provider Training/Practice
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Vendor SAAS Model **	Provider/Month	PT Provider/Month	Mid-level/Month	Portal Activation Fee	Portal/Provider/Month	Portal Implementation/Practice	Portal Training/Practice	Mobile Phone Fee/Month	Meaningful Use Analytics Dash Board	1 Provider Implementation	1 Provider Training/Practice
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>NOTES</b>											
Note 1 - Implementation hours and number of training days needed varies by practice and should be discussed with the vendor											
Note 2 - Prices reflected are Base fees only; additional fees for other required and optional features may apply											
Note 3 - Training is On-Site											
Note 4 - Training is Remote											
Note 5 - Additional Information or Comments May Be Placed in the Boxes to the Right											



5 Provider Implementation/Practice	5 Provider Training/Practice	10 Provider Implementation/Practice	10 Provider Training/Practice	Implementation/Hourly Rate	# of Implementation Hours	Training/Hourly Rate	# of Training Hours	Lab Interface Fee	Lab Interface Implementation	Lab Interface Training	HIE Connection Fee	HIE Connection Implementation	HIE Connection Training
\$0	\$0	\$0	\$0	\$0		\$0		\$0	\$0	\$0	\$0	\$0	\$0
5 Provider Implementation	5 Provider Training/Practice	10 Provider Implementation/Practice	10 Provider Training/Practice	Implementation/Hourly Rate	# of Implementation Hours	Training/Hourly Rate	# of Training Hours	Lab Interface Fee	Lab Interface Implementation	Lab Interface Training	HIE Connection Fee	HIE Connection Implementation	HIE Connection Training
\$0	\$0	\$0	\$0	\$0		\$0		\$0	\$0	\$0	\$0	\$0	\$0



State Immunization Registry Fee	State Immunization Registry Implementation
\$0	\$0
State Immunization Registry Fee	State Immunization Registry Implementation
\$0	\$0



State Immunization Registry Training	Other Interface Fees	Other Interface Implementation	Other Interface Training	Patient Ed DB/Provider/Month	e-Prescribing/Month	Drug DB/Provider/Month	Coding DB/Provider/Month	Support and Maintenance FT Provider	Support and Maintenance PT Provider/Mid-level	Hosting/Prov/Month	Hosting Set-Up	Total Implementation Fees for All Listed Components	Total Training Fees for All Listed Components
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
State Immunization Registry Training	Other Interface Fees	Other Interface Implementation	Other Interface Registry Training	Patient Ed DB/Provider/Month	e-Prescribing/Month	Drug DB/Provider/Month	Coding DB/Provider/Month	Support and Maintenance FT Provider	Support and Maintenance PT Provider/Mid-level			Total Implementation Fees for All Listed Components	Total Training Fees for All Listed Components
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0