

Software Advice™ 

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# Pricing Guide

Medical Billing Software

# 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

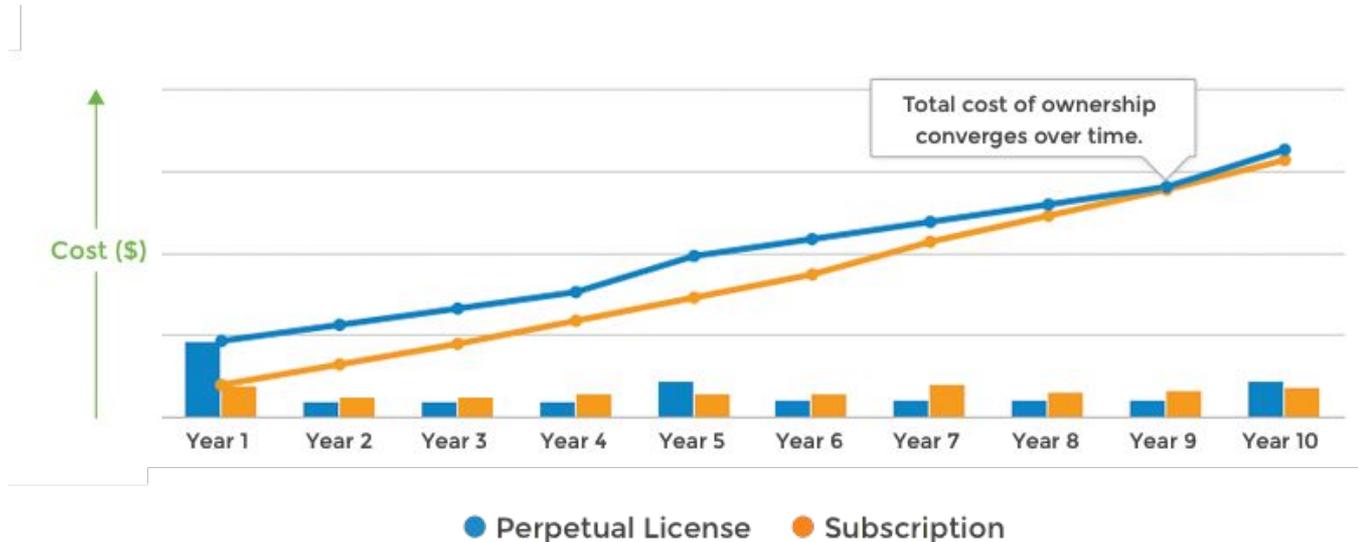
- Maintenance (updates, patches and upgrades)
- In-house or outsourced IT consultants



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

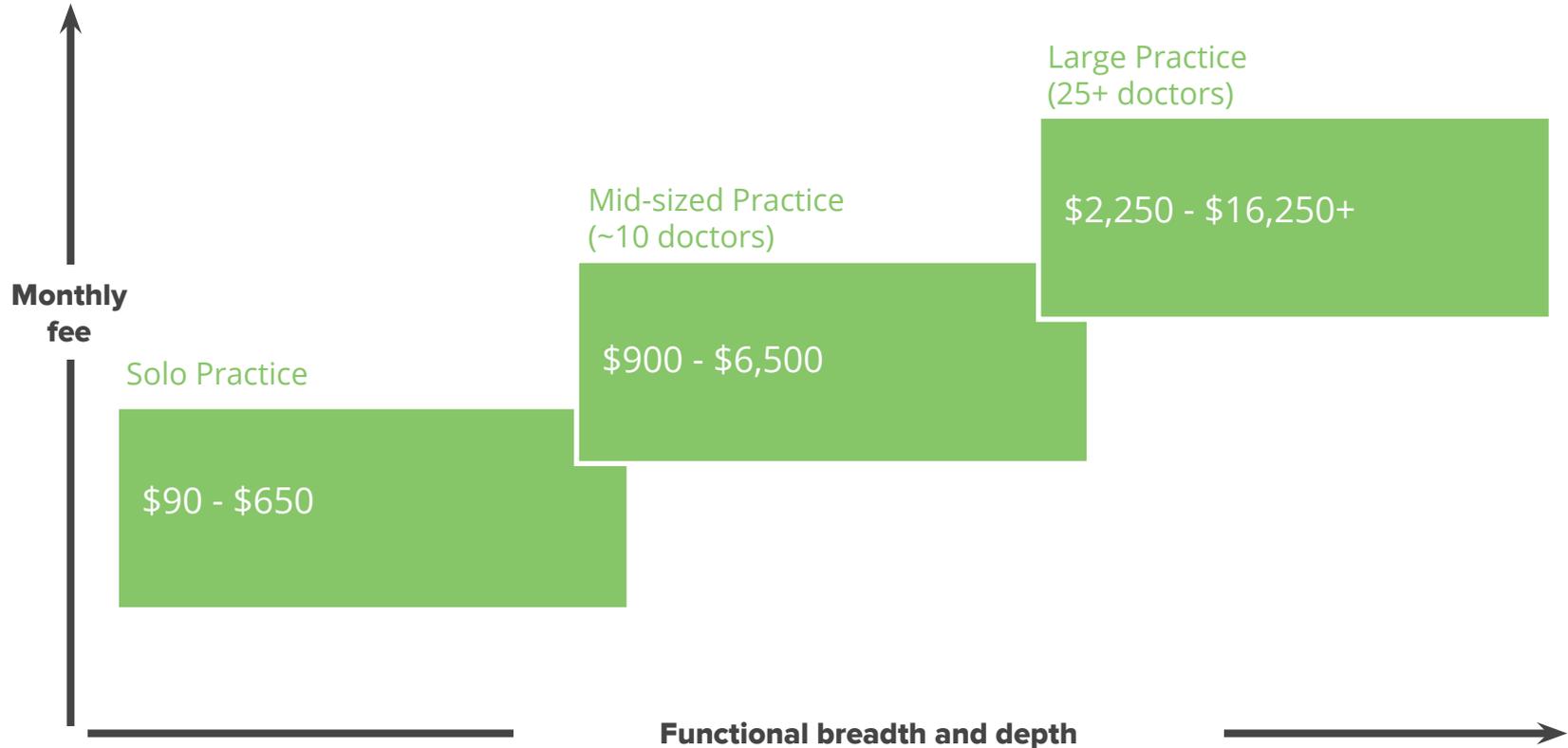
# Total Cost of Ownership

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.

# 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

PRODUCT	PRICING MODEL	Solo Practice	Mid-sized (10 Doctors)	Large (25+ Doctors)
WebPT* <sup>1</sup>	Subscription /mo	\$90	N/A	N/A
PracticeSuite <sup>2</sup>	Subscription /mo	\$95 - \$195	\$950 - \$1,950	\$2,375 - \$4,875+
RxNT <sup>3</sup>	Subscription /mo	\$150	\$1,500	\$150
CollaborateMD <sup>4</sup>	Subscription /mo	\$179 - \$319	\$1,790 - \$3,190	\$4,475 - \$7,975+
Kareo <sup>5</sup>	Subscription /mo	\$300	\$3,000	\$7,500+
eMDs Plus <sup>6</sup>	Subscription /mo	\$349	\$3,490	\$8,725+
CareCloud <sup>7</sup>	Subscription /mo	\$349	\$3,490	\$8,725+
GE Centricity <sup>8</sup>	Subscription /mo	\$650	\$6,500	\$16,250+

*\*The product is an EHR solution with billing features*

# Sources of Pricing Data

*The pricing information included in this presentation was collected from the vendors' websites in November 2018. 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:*

1. <https://www.webpt.com/pricing>
2. <https://www.practicesuite.com/pricing/>
3. <https://www.rxnt.com/rxnt-pm/>
4. [http://www.collaboratemd.com/medical\\_pricing\\_plans](http://www.collaboratemd.com/medical_pricing_plans)
5. <https://www.kareo.com/plans-and-pricing>
6. [https://microwize.com/emds\\_plus/](https://microwize.com/emds_plus/)
7. <http://www.carecloud.com/pricing/>
8. <https://vowhs.com/plans-pricing>

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