



**SSG Consulting, LLC**

professional technology solutions AVAILABLE TOLL-FREE (800) 671-1028



Cost Compare (3 payer providers) - SaaS vs Client/Server License Buyout (average base costs, other options and charges may apply)											
OPTION A (Subscription)		yr1	yr2	* Hardware Upgrades Year 3 (workstations only)			5 Year Comparison				
				yr3	yr4	yr5					
<b>Average SAAS Subscription+eRX</b>		\$ 21,984.00	\$ 21,984.00	\$ 21,984.00	\$ 21,984.00	\$ 21,984.00	\$	<b>109,920.00</b>	(assume \$599 per provider + \$35 fees portal/other avg)		
Initial Training/Implementation		\$ 10,000.00	\$ -	\$ -	\$ -	\$ -	\$	<b>10,000.00</b>	(average flat rate + travel by vendor)		
New Hardware		\$ 9,310.00	\$ -	\$ 1,500.00	\$ -	\$ -	\$	<b>10,810.00</b>	(average minimum SaaS hardware request)		
IT/Hardware Install Labor		\$ 1,300.00	\$ -	\$ -	\$ -	\$ -	\$	<b>1,300.00</b>	(assume 10 hrs @ \$130 per hour labor avg)		
IT Maintenance and Support		\$ 2,940.00	\$ 2,940.00	\$ 2,940.00	\$ 2,940.00	\$ 2,940.00	\$	<b>14,700.00</b>	(assume hardware maint @ \$245 per month std)		
<b>ASP/SAAS MODEL</b>		<b>\$ 45,534.00</b>	<b>\$ 24,924.00</b>	<b>\$ 26,424.00</b>	<b>\$ 24,924.00</b>	<b>\$ 24,924.00</b>	<b>\$</b>	<b>146,730.00</b>			
OPTION B (Buy License)		* Hardware Upgrades Year 3 (with server)									
<b>Server Buyout Licensing</b>		\$ 20,000.00	\$ -	\$ -	\$ -	\$ -	\$	20,000.00	(assume \$10k first license, \$5k each add'l license avg)		
Initial training/implementation		\$ 10,000.00	\$ -	\$ -	\$ -	\$ -	\$	10,000.00	(average flat rate + travel by vendor)		
New Hardware + Mini Local Network Servers		\$ 15,898.00	\$ -	\$ 3,500.00	\$ -	\$ -	\$	19,398.00	(average minimum server config for 3 providers + std equipment)		
IT/Hardware Install Labor		\$ 3,900.00	\$ -	\$ -	\$ -	\$ -	\$	3,900.00	(assume 30 hrs @ \$130 per hour with network install)		
eCW maint+urgentsupport+eRX		\$ 6,840.00	\$ 6,840.00	\$ 6,840.00	\$ 6,840.00	\$ 6,840.00	\$	34,200.00	(assume maint @ 18% + support @ \$55 per provider + eRX fees)		
IT Maintenance and Support		\$ 2,940.00	\$ 2,940.00	\$ 4,940.00	\$ 2,940.00	\$ 2,940.00	\$	16,700.00	(assume hardware maint @ \$245 per month std)		
<b>SERVER BUYOUT MODEL</b>		<b>\$ 59,578.00</b>	<b>\$ 9,780.00</b>	<b>\$ 11,780.00</b>	<b>\$ 9,780.00</b>	<b>\$ 9,780.00</b>	<b>\$</b>	<b>100,698.00</b>			
							<b>Average 5 year buyout savings (3 payer providers)</b>		<b>\$ 46,032.00</b>		
<b>Average 3 Provider Practice</b>											
<b>Equipment Costs Breakdown</b>		ea	total								
3 - touchscreen digitized tablets		\$ 1,299.00	\$ 3,897.00								
3 - docking stations + keypad mouse		\$ 169.00	\$ 507.00								
1 - 20" hp touchsmart desktop (desk)		\$ 1,299.00	\$ 1,299.00								
1 - 23" hp touchsmart w/TV as patient kiosk		\$ 1,799.00	\$ 1,799.00								
1 - front desk doc scanner		\$ 909.00	\$ 909.00								
1 - front desk ID scanner		\$ 899.00	\$ 899.00								
<b>* all workstations with MSOffice Basic</b>			<b>\$ 9,310.00</b>								
<b>Optional SERVER Buyout Items</b>											
1 application/data server (minimum avg specs)		\$ 4,998.00									
1 mini fax server (required)		\$ 1,590.00									
		<b>\$ 6,588.00</b>									
Optional Service (paper transfer 1 yrs)		\$ 5,000.00	dependant upon volume								
Optional Service (EKG/EMR Interface)		\$ 500.00	per computer								
<b>Financing Option</b>		3-5 years fixed average 5.9%-8% on entire balance depending upon creditworthiness, bank application available									
<b>Leasing Option</b>		36 month lease 0% with Fair Market Value Buyout on hardware at end of 3 year period, leasing apps available									
<b>Maximum Stimulus Qualification</b>		<b>\$44,000</b>									