



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					
Average SAAS Subscription+eRX		\$ 21,984.00	\$ 21,984.00	\$ 21,984.00	\$ 21,984.00	\$ 21,984.00	\$	109,920.00	(assume \$599 per provider + \$35 fees portal/other avg)		
Initial Training/Implementation		\$ 10,000.00	\$ -	\$ -	\$ -	\$ -	\$	10,000.00	(average flat rate + travel by vendor)		
New Hardware		\$ 9,310.00	\$ -	\$ 1,500.00	\$ -	\$ -	\$	10,810.00	(average minimum SaaS hardware request)		
IT/Hardware Install Labor		\$ 1,300.00	\$ -	\$ -	\$ -	\$ -	\$	1,300.00	(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	\$	14,700.00	(assume hardware maint @ \$245 per month std)		
ASP/SAAS MODEL		\$ 45,534.00	\$ 24,924.00	\$ 26,424.00	\$ 24,924.00	\$ 24,924.00	\$	146,730.00			
OPTION B (Buy License)		* Hardware Upgrades Year 3 (with server)									
Server Buyout Licensing		\$ 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)		
SERVER BUYOUT MODEL		\$ 59,578.00	\$ 9,780.00	\$ 11,780.00	\$ 9,780.00	\$ 9,780.00	\$	100,698.00			
							Average 5 year buyout savings (3 payer providers)		\$ 46,032.00		
Average 3 Provider Practice											
Equipment Costs Breakdown		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								
* all workstations with MSOffice Basic			\$ 9,310.00								
Optional SERVER Buyout Items											
1 application/data server (minimum avg specs)		\$ 4,998.00									
1 mini fax server (required)		\$ 1,590.00									
		\$ 6,588.00									
Optional Service (paper transfer 1 yrs)		\$ 5,000.00	dependant upon volume								
Optional Service (EKG/EMR Interface)		\$ 500.00	per computer								
Financing Option		3-5 years fixed average 5.9%-8% on entire balance depending upon creditworthiness, bank application available									
Leasing Option		36 month lease 0% with Fair Market Value Buyout on hardware at end of 3 year period, leasing apps available									
Maximum Stimulus Qualification		\$44,000									