WHITE PAPER

Pricing Contrasted with Traditional Deployment

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ECO

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please visit www.onepartner.com/eco
or contact us at (888) 767-1727.

Summary

Electronic Health Record (EHR) systems are increasingly deployed via hosted, or "cloud" models. Under a hosted model, such as onepartner eco, a physician's investment in computing infrastructure, facility improvements, retrofit and staffing expense is greatly decreased.

The EHR cloud centralizes infrastructure within a commercial data center, such as OnePartner's Advanced Technology & Applications Center (ATAC), affording far greater "up" time for the EHR. No commercial data center in America is certified higher than the ATAC.

Cloud EHR systems also enable economies of scale which are otherwise unattainable for small to midsized health care organizations. Onepartner eco leverages this economy of scale to reduce physician's monthly expense as each new provider, from any organization, subscribes.

One common question asked by health care organizations contemplating EHR adoption is…

"What would I pay for a comparable system if I purchased it myself?"

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Legend:
- eco 3S3P
- Basic
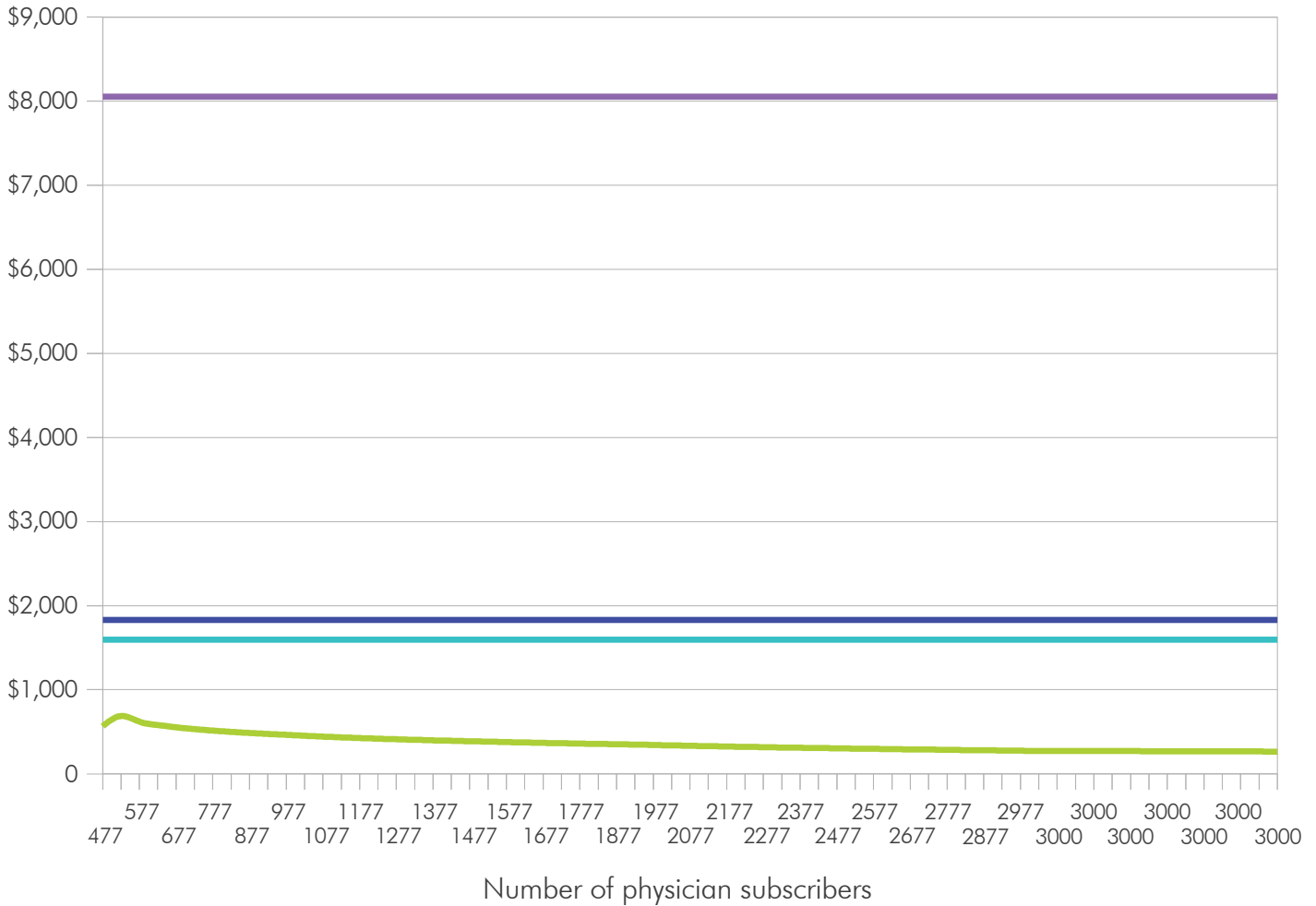- No-Frills ecosystem
- Comparable (scaled down) system

Figure 1: onepartner eco vs. traditional deployment

Figure 1 illustrates the deep cost reductions possible through onepartner eco, contrasted with the expense of a "Basic", "No-Frills ecosystem" or a "Comparable" infrastructure scaled down for a single provider practice. The investment required for each model is amortized to convert these expenses to a monthly value for comparison to onepartner eco's 3S3P[SM].

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Single Simple Subscription Price Per Physician

Single Simple Subscription Price Per Physician

3S3P[SM] is a monthly subscription which refers to a Single Simple Subscription Price Per Physician.

The comparisons were developed for AllScripts MyWay. The cost reductions from an EHR with greater infrastructure requirements would be greater.

Removing the three traditional models from the Figure 1 provides greater insight into the declining monthly subscriptions exclusive to onepartner eco as shown in Figure 2.
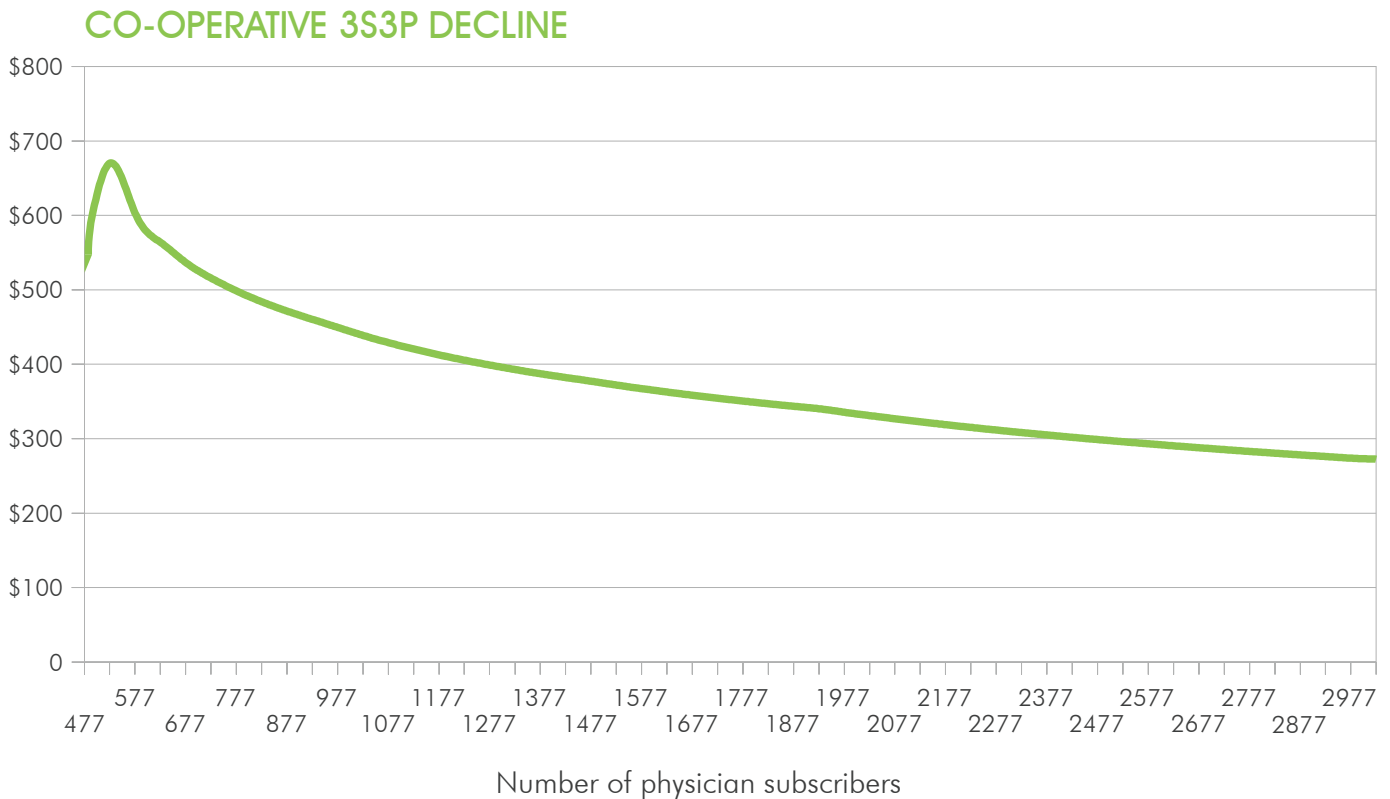
CO-OPERATIVE 3S3P DECLINE

Number of physician subscribers

Figure 2: Declining monthly subscription with onepartner eco

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Staffing Not Included In Traditional Costs

The comparisons above significantly understate the full value of onepartner eco. Including staffing services required for a traditional deployment creates an even greater cost reduction for onepartner eco. Staffing a traditional EHR deployment is expensive. A successful traditional deployment requires technology support in these areas:

- Application (EHR/PM) Support Specialist
- IT (Infrastructure) Representative
- Network Administrator
- Database Administrator

Locating one person with the necessary depth on all of these areas is an extreme challenge. The type of person with the passion to understand databases or network communications is typically not excited about spending time supporting end users of an application.

Even in the rare situations where a suitable generalist is available, they will be more costly. Many organizations outsource information technology support to ensure depth in each area of expertise. In either case staffing a traditional EHR deployment will increase the overall deployment expense.   The cost varies by region and availability, but even a single physician organization should plan for substantial monthly staffing expenses.

The staffing expense for a traditional deployment was not included in the chart and would therefore substantially increase the overall cost for the traditional deployment.

Support is provided with onepartner eco

Methodology

Anticipating that an organization considering onepartner eco would be interested in a direct pricing comparison to the traditional deployment model, this report uses the following methodology.

- **Basic configuration**

    The "Basic" configuration includes pricing for the hardware and software recommended by the vendor, the license fees for EHR/PM (along with vendor support) and a minimal level of facilities.

- **"No-frills" ecosystem**

    The "no-frills" ecosystem includes the "Basic" configuration and relies on open source interface software to connect EHR orders and results.

- **"Comparable" scaled down infrastructure**

    Although a truly comparable infrastructure could not be specified without a Tier III data center, this model is designed to more reasonably approximate the expense required.

Amortization

Each purchase was amortized for 36 months. A 7.0% interest rate was used although this report's focus is on monthly costs rather than asset depreciation and interest expense.

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Appendix A: Cost Elements

Appendix A: Cost Elements provides tables of the cost elements comprising each configuration. This report is provided for the benefit of our prospective subscribers with every effort to ensure a transparent and fair characterization of both models. Input is welcome.

Contact

For more information on onepartner eco, please contact:

Tom Deaderick
onepartner
tdeaderick@onepartner.com
(888) 767-1727

Appendix A tables available on the following pages. See how each plan falls short of the support and pricing of onepartner eco.

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"Basic" Configuration

Description	Initial Expense	Monthly/Amortized
Database server		
Hewlett-Packard DL320, G6 server 2.0 GHz	$1,395.00	$43.07
4 GB Additional memory	$230.00	$7.10
300 GB 3.5 SAS dual port HDD	$699.00	$21.58
Microsoft Windows Server	$706.99	$21.83
Microsoft SQL Server (included in EHR)	$0.00	$0.00
Installation (24 hours @ $120/hour)	$2,880.00	$88.93
Application server		
Hewlett-Packard DL360, G6 server 2.66 GHz	$299.00	$92.63
4 GB Memory (included)	$0.00	$0.00
146 GB Hot plug 2.5 SAS HDD	$299.00	$9.23
Microsoft Windows Server	$720.00	$21.83
Installation (excluding EHR/PM) (6 hours @ $120/hour)	$720.00	$22.23
Additional hardware		
Cisco ASA 5505 firewall	$416.99	$12.88
Cisco SmartNet (annual cost, not amortized)	$74.99	$6.25
Cisco SLM2024 24-port Gigabit Ethernet switch	$379.99	$31.67
Archival		
Off site tape archival/pickup (monthly, not amortized)		$500.00
HP StorageWorks, LTO Ultrium 448 SCSI Autoloader	$2,799.00	$86.42
LTO Tapes	$340.00	$10.50
EHR licenses (no markup in onepartner eco)		
AllScripts MyWay license	$9,500.00	$293.33
AllScripts MyWay support (annual, not amortized)	$1,700.00	$141.67

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"Basic" Configuration (continued)

Facility (basic)		
Power consumption		
Application server (400 watts) (annual, not amortized)	$420.76	$35.06
Database server (400 watts) (annual, not amortized)	$420.76	$35.06
Tape autoloader (80 watts) (annual, not amortized)	$84.15	$7.01
UPS (APC ES650VA)	$89.99	$2.78
Generator, GE 12kW Home Generator (Nat. gas)	$3,449.00	$106.50
Subtotal: "Basic configuration"	**$30,312.60**	**$1,597.56**

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"No-frills" ecosytem configuration

Description	Initial Expense	Monthly/Amortized
Database server		
Hewlett-Packard DL320, G6 server 2.0 GHz	$1,395.00	$43.07
4 GB Additional memory	$230.00	$7.10
300 GB 3.5 SAS dual port HDD	$699.00	$21.58
Microsoft Windows Server	$706.99	$21.83
Microsoft SQL Server (included in EHR)	$0.00	$0.00
Installation (24 hours @ $120/hour)	$2,880.00	$88.93
Application server		
Hewlett-Packard DL360, G6 server 2.66 GHz	$299.00	$92.63
4 GB Memory (included)	$0.00	$0.00
146 GB Hot plug 2.5 SAS HDD	$299.00	$9.23
Microsoft Windows Server	$720.00	$21.83
Installation (excluding EHR/PM) (6 hours @ $120/hour)	$720.00	$22.23
Additional hardware		
Cisco ASA 5505 firewall	$416.99	$12.88
Cisco SmartNet (annual cost, not amortized)	$74.99	$6.25
Cisco SLM2024 24-port Gigabit Ethernet switch	$379.99	$31.67
Archival		
Off site tape archival/pickup (monthly, not amortized)		$500.00
HP StorageWorks, LTO Ultrium 448 SCSI Autoloader	$2,799.00	$86.42
LTO Tapes	$340.00	$10.50
EHR licenses (no markup in onepartner eco)		
AllScripts MyWay license	$9,500.00	$293.33
AllScripts MyWay support (annual, not amortized)	$1,700.00	$141.67

"No-frills" ecosytem configuration (continued)

Facility (basic)		
Power consumption		
Application server (400 watts) (annual, not amortized)	$420.76	$35.06
Database server (400 watts) (annual, not amortized)	$420.76	$35.06
Tape autoloader (80 watts) (annual, not amortized)	$84.15	$7.01
UPS (APC ES650VA)	$89.99	$2.78
Generator, GE 12kW Home Generator (Nat. gas)	$3,449.00	$106.50
Interface		
Mirth license (open source interface engine)	$0.00	$0.00
Mirth server (P1000 pico)	$1,999.00	$61.72
Mirth server hardware support (annual, not amortized)	$399.00	$33.25
Lab interface (best case)	$4,500.00	$138.95
FAX		
Fax over IP not included	$0.00	$0.00
	$37,210.60	**$1,831.48**

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"Comparable" scaled down infrastructure configuration

Description	Initial Expense	Monthly/Amortized
Database server		
Hewlett-Packard DL320, G6 server 2.0 GHz	$1,395.00	$43.07
4 GB Additional memory	$230.00	$7.10
300 GB 3.5 SAS dual port HDD	$699.00	$21.58
Microsoft Windows Server	$706.99	$21.83
Microsoft SQL Server (included in EHR)	$0.00	$0.00
Installation (24 hours @ $120/hour)	$2,880.00	$88.93
Application server		
Hewlett-Packard DL360, G6 server 2.66 GHz	$299.00	$92.63
4 GB Memory (included)	$0.00	$0.00
146 GB Hot plug 2.5 SAS HDD	$299.00	$9.23
Microsoft Windows Server	$720.00	$21.83
Installation (excluding EHR/PM) (6 hours @ $120/hour)	$720.00	$22.23
Additional hardware		
Cisco ASA 5505 firewall	$416.99	$12.88
Cisco SmartNet (annual cost, not amortized)	$74.99	$6.25
Cisco SLM2024 24-port Gigabit Ethernet switch	$379.99	$31.67
Archival		
Off site tape archival/pickup (monthly, not amortized)		$500.00
HP StorageWorks, LTO Ultrium 448 SCSI Autoloader	$2,799.00	$86.42
LTO Tapes	$340.00	$10.50
EHR licenses (no markup in onepartner eco)		
AllScripts MyWay license	$9,500.00	$293.33
AllScripts MyWay support (annual, not amortized)	$1,700.00	$141.67

"Comparable" scaled down infrastructure configuration (continued)

Facility (basic)		
Power consumption		
Application server (400 watts) (annual, not amortized)	$420.76	$35.06
Database server (400 watts) (annual, not amortized)	$420.76	$35.06
Tape autoloader (80 watts) (annual, not amortized)	$84.15	$7.01
UPS (APC ES650VA)	$89.99	$2.78
Generator, GE 12kW Home Generator (Nat. gas)	$3,449.00	$106.50
Facility (secondary)		
UPS (APC ES650VA)	$89.99	$2.78
Generator, GE 12kW Home Generator (Nat. gas)	$3,449.00	$106.50
MobileMD HIE infrastructure	$45,000.00	$1,389.47
HIE Connection (CareSpark, etc)	$12,000.00	$370.53
Connection monitoring (monthly, not amortized)	$0.00	$1,000.00
Citrix XenApp (5 user pack)	$1,245.00	$38.44
Maintenance (annual, not amortized)	$86.00	$7.17
Professional security		
Architecture		
Initial design review	$24,000.00	$741.05
Monthly allocation/change management (monthly)		$800.00
Audit		
Annual audit (annual, not amortized)	$14,400.00	$1,200.00
Monthly allocation/change management (monthly)		$800.00
Subtotal: "Comparable" scaled down configuration	**$130,582.59**	**$8,053.50**