

# Children's IQ Network<sup>SM</sup>



## Basic Pricing for eClinicalWorks EMR and Practice Management Systems

### eClinicalWorks EMR expenses (per FTE provider)

- With signed agreement and participation in Children's IQ Network (CIQN)
- Remote-hosted ASP model
- Final practice pricing based on number of practice FTEs and selected options

#### Initial EMR Fee (one-time):

BASE	YOUR COST	(with Children's National subsidy)
\$5250	\$ 2,625	EMR and eHx software license fees
\$8000	\$ 4,000	Implementation services (interfaces and training)
	<b>\$ 6,625</b>	<b>Per FTE provider (one-time)</b>

#### Monthly EMR Fee:

BASE	YOUR COST	(with Children's National subsidy)
\$ 363	\$ 184	Support & maintenance
\$ 25	\$ 12	Software subscription fees
\$ 94	\$ 47	eCW-CIQN hosting and access fees
	<b>\$ 243</b>	<b>Per FTE provider/month</b>

#### Additional Practice Expenses:

- Internet connections (x 2) (recommend T-1 and back-up broadband)
- Hardware purchase and support\*
- Practice management software and clearinghouse (see below)
- Patient Portal (optional @ \$75/provider/month and other new eCW services)
- Additional practice training/travel (if needed)
- Financing (CIQN has identified preferred vendors for office technology (purchase, installation, support, and financing))

### eClinicalWorks Practice Management (PM) expenses (per FTE provider)

- Rates for CIQN eCW participants  
By regulation, CIQN cannot underwrite practice management expense

#### Initial PM License:

BASE	NEGOTIATED CIQN FEE
\$4500	\$ 500 eCW discount PM license/provider (one-time)

#### Yearly PM Fees:

\$ 90	Annual Maintenance (18%)
\$ 60	PM Support
\$120	ASP hosting (\$10/provider/month)
<b>\$22.50</b>	<b>per provider FTE/month</b>

#### Clearinghouse (Emdeon or Gateway):

\$ 60-80	per FTE provider/month based on selected options
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