CORTICO

EMR Pricing Worksheet

Use the same worksheet for every vendor. Ask for each answer in writing, then compare like-for-like terms before you make a shortlist.

Quote line	Vendor A	Vendor B	What the clinic should confirm
Licence model			How clinicians, staff, locums, part-time users and locations are counted.
Base licence fees			Amount, currency, taxes, term and first renewal date.
Implementation			Included work, delivery owner, timeline and acceptance criteria.
Data migration			Records included, validation owner and access to data left behind.
Training hours			Audience, format, included hours, extra-hour rate and go-live support.
Support tier			Hours, escalation, after-hours coverage and response commitments.
Interfaces			Billing, labs, referrals, eFax and required connections.
Patient-engagement add-ons			Booking, reminders, intake, messaging and integration fees.
AI add-ons and funding expiry			Scope, price after a subsidy or pilot, and funding end date.
Annual increase cap			Maximum increase, notice period and index.
Exit and export terms			Format, timing, fees, assistance and post-contract access.
TOTALS			**Compare the same term, including one-time and recurring costs.**

Before you sign: Confirm the user count, active workflows, unresolved support issues and required provincial interfaces. Put changed terms in the renewal document.