

Evaluating an EMR Vendor Worksheet

For each EMR vendor: During demonstrations and interviews, make sure you get answers to high priority questions. **Score each vendor on a scale from 1 (poor) to 5 (excellent) on each of your prioritized items.** If a numeric result is useful to you, total up your ratings for each vendor for the high priority functions and lower priority functions to help make your comparisons.

Critical Success Factor	MaximEyes®	Vendor B	Vendor C
Company reputation, stability, size and resources — factor in % of staff that is involved directly with clients, such as support, software engineers and trainers			
Software is functional and flexible; ability to customize workflows, easy to get information in and out			
Value-added updates and new interfaces and features — not just bug fixes			
Compliant and proactive with national EMR standards and guidelines			
Approved and certified by most major insurance companies and clearinghouses for compliant EDI claims in HIPAA compliant formats			
Performed many comprehensive data conversions			
Complete deployment and in-depth training package; including weekend options			
Onsite training with certified trainers, including follow-up onsite trainings			
Ongoing reliable technical support and training			
Written doctor testimonials and onsite referral sites			
Online software demonstrations and demo CD that allows you to enter sample data			
Sales method			
Price – make sure you get written, itemized quotes			
TOTAL Ranking			