



## Hosting that Pays for Itself

You know that protecting your EMR data against theft, damage and hardware failure is important but have you ever considered how much it costs you to have your EMR system down?

Our Hosted *Practice Manager* EMR gives you peace of mind with reliable, secure data protection that only a world class data centre can provide. Our high-availability service means you will experience significantly less downtime and save money.

- Downtime costs you \$488 per hour<sup>1</sup>
- A modern, professionally managed, high-end local server with secure off-site backups will have more than 1 hour of unexpected downtime per month<sup>2</sup>, and a serious system failure could take 3 days to recover.
- Our hosted Practice Manager EMR meets and exceeds 99.99% availability; that's less than 1.5 minutes of downtime per month<sup>2</sup>.

Compare the real costs of looking after your data and minimizing downtime:

	Local EMR	Cost per month	Hosted EMR	Cost per month
Expected uptime	99.50%		99.99%	
Server Hardware	Business class server. 3 year replacement cycle, cost \$6000. UPS, \$1500 capital cost plus \$1000 replacement batteries over a 3 year cycle.	<b>\$236</b>	Enterprise class redundant server farm. Full UPS backup, plus generator and multiple grid connections in event of complete power failure.	<b>\$0</b>
Server Support	Proactive server monitoring and maintenance, including managed off-site backups	<b>\$250</b>	Managed by data centre, multiple secure backups. Protection from natural disaster, fire and intrusion	<b>\$0</b>
EMR Costs	Monthly equivalent cost for licenses, support and training	<b>\$160</b>	Monthly cost for hosted service	<b>\$550</b>
Workstation support	Proactive workstation maintenance (patches, upgrades, etc)	<b>\$100</b>	Proactive workstation maintenance (patches, upgrades, etc)	<b>\$100</b>
Downtime costs	99.5% uptime for local server represents 1.07 hours per month downtime <sup>2</sup> @ \$488 per hour <sup>1</sup>	<b>\$522</b>	99.99% uptime, represents 1.3 minutes per month downtime <sup>2</sup> @ \$488 per hour <sup>1</sup>	<b>\$11</b>
<b>Total cost</b>		<b>\$1268</b>		<b>\$661</b>

<sup>1</sup> Average across all Practice sizes and specialities, "The Costs and Implications of EHR System Downtime on Physician Practices", A.C. Group, Feb 2011

<sup>2</sup> Based on normal Practice office hours and use, 260 work days per year and 10 hours of EMR use per day

With savings of over \$600 per month, can you afford not to be hosted?

