



September 28, 2010

OHIP is pleased to announce its five preferred EHR vendor systems: Allscripts Professional; eClinicalWorks unified EMR/PM Solution version 8; e-MDs Solution Series 6.3.0; Next Gen Healthcare EHR; and Sage Intergy suite 6.0. OHIP has negotiated the following contract terms for the benefit of any professional contracting with OHIP's preferred vendors.

<b>Category of Term</b>	<b>OHIP-Vendor Contract Section</b>	<b>Contract Term</b>	<b>Benefit to Contracting Professional</b>
<b>Defects</b>	1.2.2	Any defects in design, workmanship or operation according to Vendor's specs shall be repaired within a reasonable time	Assures reasonable repair time
<b>Response Times</b>	1.2.3	System will meet reasonable response times according to industry standards	Requires system to meet reasonable response times
<b>Up-Time Standards</b>	1.2.4	Up-time standards will meet industry standards	Requires system to meet up-time industry standards
<b>Training and Support for Go-Live</b>	1.2.5	Vendor must have staffing sufficient for provide on-site training and support for go-live	Assures that vendor staff will be onsite when a practice goes live on the EHR system
<b>Ohio Support Personnel</b>	1.4	Must make commercially reasonable efforts to use personnel predominantly located in Ohio for implementation and support	Creates Ohio jobs
<b>Pricing</b>	1.5	Prices offered will be as good as or better than pricing provided to other RECs for like products and services	Preferred pricing
<b>Pricing Components</b>	1.5	Quoted prices will include the price for a comprehensive system, including: <ul style="list-style-type: none"> <li>▪ All reasonable necessary interfaces</li> </ul>	Inclusion of interface costs
<b>Payment Terms</b>	1.5	Payment shall be tied to achievement of performance milestones (provided delay is not attributable to provider)	Payment linked to meeting EHR adoption

<b>Price Increases</b>	1.5	Price increases for ongoing service and support is limited to the lesser of 3% or the change in consumer price index (CPI-U), except for price increase passed on by 3 <sup>rd</sup> party vendor, which can't exceed 5%	Stable pricing
<b>Support</b>	1.6	Vendor shall make available a point of contact for support located in the United States	United States-based support services
<b>Guaranteed Support</b>	1.6	Guaranteed support for a minimum of 6 years if provider remains current on vendor support and maintenance services; includes updates to: <ul style="list-style-type: none"> <li>▪ HIPAA</li> <li>▪ HITECH</li> <li>▪ Ohio Board of Pharmacy</li> <li>▪ Any other applicable federal and state laws and regulations</li> </ul>	Provides both guaranteed support and guaranteed updates
<b>Financing</b>	1.7	Vendor will participate in financing programs that spread payment of equipment, license, service, support, subscription and other fees over a period of time	Alleviates the up-front cost of EHR purchase
<b>Source Code Escrow</b>	1.9	Vendor will escrow with an independent agent the source code for all version of their software for their system	Protects the provider in case the vendor goes out of business
<b>HIE Pricing</b>	1.10	Vendor will provide favorable pricing for the HIE interface for the state-wide OHIP health information exchange	Reduces cost of interface to establish connectivity
<b>End User Agreement</b>	1.11	OHIP will pre-negotiate terms of provider/vendor contract	Assures negotiated terms are included in the individual provider's contract
<b>Educational Sessions</b>	1.13	Vendor will provide regional educational sessions	Assures providers local education programs regarding EHR systems