Practice Management Software Vendor Scorecard

Compare up to three vendors against the criteria that matter most to your practice. Fill it in during or right after each demo.

How to score: 1. Weight each criterion from 1 to 5 by how much it matters to your practice. 2. Score each vendor from 0 to 5 on what the demo actually showed (0 = not demonstrated). 3. Multiply weight by score for each vendor, then total each column. The highest weighted total points to the best fit for your practice, not for every practice.

Criterion	Weight (1-5)	Vendor A		Vendor B		Vendor C	
		Score	Weighted	Score	Weighted	Score	Weighted
Front-office workflow and patient access							
Billing, claims, and patient payments							
EHR connection and clinical workflow							
Configuration for your specialty							
Security, privacy, and access documentation							
Implementation and training plan							
Support coverage							
Total cost and contract terms							
Weighted total							

Demo notes and open questions

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