

WorldVistA Business Plan

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Objectives

- Open source model
 - WorldVistA developed code released as GPL
- Maintain and enhance CCHIT certification
- Generate revenue for sustainability

Free Download - Uncertified

- Non-production software intended for evaluation
- No support
- Cross-platform software consisting of:
 - Routines
 - Globals
 - Patches
- Demo compilation(s) “Appliance” and/or Live CD

WorldVistA EHR – Fee Based

- Certified version
- Support services
- Packaged software

Certified Version

- Unique number/id for each end user organization
- Written agreement
- Proposed “\$300/year per end user organization”

Certification Agreement

- To comply with terms of CCHIT certification
- Scope
 - Updates and bug fixes
 - Modifications
 - Add-ons
 - Use of certification seal

Support Services

- **Update distribution**
 - Assistance – contract or time and materials
 - Subscription based “aggregated updates” - yearly fee
 - Subscription based “semi-auto updates” - yearly fee
- **Upgrade service**
 - Upgrading implementations to current update level
 - Upgrading implementations to “certified” version
 - Contract or time and materials
- **Problem resolution**
 - Contract or time and materials

Packaged Software

- GT.M or Cache ready version “uncertified”
- Add-ons
 - CPT codes
 - Zip codes
 - Formulary ...
- Add-ons bundled
- Custom packaging

Training and Education

- RMU was first iteration
- On-line and classroom instruction
- Clinical and technical tracks
- Individual certification > goal

Thank you!

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