

Figure 1: Review Vendor A, B and C

<p>Vendor A</p> <ul style="list-style-type: none">All top AMCs, increasing interoperability potential. Innovative partnership approach and ability to deliver on time.TCO can be more expensive than its competitors, but isn't always. More structured environment - limited ability to customize.
<p>Vendor B</p> <ul style="list-style-type: none">Ability to own the data, lots of options to customize solution, and strong analytic capabilitiesDo not develop all solutions in-house - use M&A when necessary.
<p>Vendor C</p> <ul style="list-style-type: none">Open platform, robust modules, and cost-effective.Shrinking acute care share; several larger hospitals and AMCs have recently left.