

Patient Monitoring Vendor Comparison Scorecard

Objectively compare patient monitoring vendors to find the best fit.

Fill digitally for automatic scoring, or print for manual use.

1 PT IF YES, 0 PT IF NO

CLINICAL PERFORMANCE	VENDOR A	VENDOR B	VENDOR C
Provides detection accuracy			
Offers early warning capabilities			
Has clinical evidence			
Proven implementation in similar settings			
SUBTOTAL (OUT OF 4)	_____/4	_____/4	_____/4

INTEGRATION & TECHNOLOGY	VENDOR A	VENDOR B	VENDOR C
Compatible with our EHR system			
Has HL7 or FHIR interoperability			
Demonstrated data flow			
Minimal/no manual data entry required			
SUBTOTAL (OUT OF 4)	_____/4	_____/4	_____/4

USABILITY	VENDOR A	VENDOR B	VENDOR C
Clinicians can learn system quickly			
Mobile access for staff			
Customizable alert parameters			
Built-in reporting and analytics			
Addresses false alarm/alert fatigue			
SUBTOTAL (OUT OF 5)	_____/5	_____/5	_____/5

COMPLIANCE & SECURITY	VENDOR A	VENDOR B	VENDOR C
FDA cleared (US) or CE marked (EU)			
HIPAA/GDPR compliant			
Has security certification (SOC 2, ISO 27001, etc.)			
Data encrypted at rest and in transit			
SUBTOTAL (OUT OF 4)	_____/4	_____/4	_____/4

1 PT IF YES, 0 PT IF NO

SUPPORT & TRAINING

	VENDOR A	VENDOR B	VENDOR C
Provides detection accuracy			
Offers staff training (initial and ongoing)			
Technical support available when needed			
Commits to regular software updates			
SUBTOTAL (OUT OF 4)	_____/4	_____/4	_____/4

SCALABILITY

	VENDOR A	VENDOR B	VENDOR C
Suitable for our care settings			
Can scale to our patient population			
Supports multiple conditions/devices			
SUBTOTAL (OUT OF 3)	_____/3	_____/3	_____/3

FINANCIAL

	VENDOR A	VENDOR B	VENDOR C
Provided transparent 5-year total cost			
Supports reimbursement/billing			
SUBTOTAL (OUT OF 2)	_____/2	_____/2	_____/2

REFERENCES/TRACK RECORD

	VENDOR A	VENDOR B	VENDOR C
Provided references from similar facilities			
References gave positive feedback			
Product roadmap aligns with our needs			
SUBTOTAL (OUT OF 3)	_____/3	_____/3	_____/3

	VENDOR A	VENDOR B	VENDOR C
TOTAL SCORE (OUT OF 29)	_____/29	_____/29	_____/29

VENDOR/TECHNOLOGY FIT SCORE

25–29 points: Excellent

Strong candidate

20–24 points: Good

Address gaps in key areas

15–19 points: Adequate

Significant considerations needed

Below 15: Reconsider

May not meet essential requirements

RED FLAGS:

- Score below 4 in Compliance
- Total cost exceeds budget by >20%
- Negative reference feedback
- No implementation support offered
- Cannot demonstrate EHR integration

CHECKLIST PROVIDED BY

