ENTHORIS
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PRACTICAL HEALTHCARE TECHNOLOGY GUIDE / INDIA

# Hospital management software buyer’s handbook

For Hospital owners, administrators and IT teams

## Executive summary

Evaluate the complete patient and financial journey, not the number of modules on a brochure.

## Create an evaluation matrix

Separate mandatory workflows from optional ones. Ask every vendor to demonstrate the same fictional admission, order, result and discharge.

## Calculate total ownership cost

Compare subscription period, onboarding, migration, integrations, taxes, training, support and renewal. Ask for a written quote and exit terms.

## Check operating responsibilities

Review role permissions, auditability, backups, restoration, export and incident handling. Assign owners for clinical, billing and technical acceptance.

Scope: educational analysis, not original survey data or a promise of software performance.

# Implementation worksheet

Use this checklist with your own facility. Document evidence and assign an owner for each item; leave patient information out of the worksheet.

| Stage | What to verify | Owner / status |
|---|---|---|
| Scope | OPD, IPD, ward, billing and required ancillary workflows. | _____ |
| Evidence | Pass, gap or not demonstrated for each scenario. | _____ |
| Commercial | First-year and renewal cost; exclusions. | _____ |
| Acceptance | Named approvers, training, rollback and support terms. | _____ |

## Further reading and reference context

WHO, Global strategy on digital health 2020–2027 (2025 publication). WHO publication.

Government of India, PIB, ABDM interoperability context (2023). Government release. These sources inform the context, not ENTHORIS product claims.

ENTHORIS related resource: enthoris.com/healthcare-software-comparison

Last editorial review: 25 November 2026. Verify local requirements, contractual terms and actual capabilities before implementation.