

What does audiology office management software really cost?

When choosing an office management system for your audiology practice, it's important to calculate what your actual costs will be over time. The table below represents what HearForm customers have truly paid for their software over time. To provide a long term perspective, we have listed only those customers that have purchased HearForm at least 10 years ago. The longer the practice uses HearForm, the more they save over the competition. These real-life examples of your colleagues were not cherry picked to favor our position. In fact, all other HearForm customers that purchased HearForm over 10 years ago, have paid even less in support costs than those displayed below.



Sycle currently promotes itself in full-page industry advertisements saying, "Free Unlimited Training and Support. No charge. Zip. Zilch. Nada. None." While it is technically true that they do not charge a separate fee for support, the following table may offer a different perspective...

- The 6th column represents the entire amount of support revenue HearForm has received from a given customer in the last 10 to 14 years. The 7th column displays a total including all software costs, all upgrades, support and training fees and special customization fees.
- We calculate annual Sycle.net subscription fees based upon the following formula... \$2,434 per year ... per location. (This is a lower price than Sycle lists on its website for a month-to-month subscription price. Sycle offers a two year pre-pay discount, (\$2,899) so we have included that special lower pricing to be fair to Sycle. We have also factored in their \$30 per month E-docs fee and \$52 Audiology Reporting fee. We have not included any of the other additional fees charged by Sycle for optional features.
- The final column calculates how much each of our customers have saved using HearForm compared to having rented Sycle.net. Please keep in mind that even after paying those huge Sycle fees, your practice would still own nothing and must continue paying monthly subscription fees. If you sell your practice, the new owner inherits a monthly liability as opposed to a valuable asset.

Date Purchased	Years Ago	Practice Name	State	# FT Offices	Total HearForm Support Fees	HearForm Software/ Support Total Paid	Total Sycle.net Support Fees	Sycle.net Grand Total Paid	HearForm Savings over Sycle
6/10/00	14	Advanced Instruments Napa	CA	2	\$298	\$6,500	\$0	\$68,152	\$61,652
8/1/00	14	Orange County Prof. Hearing & Speech	CA	1	\$149	<\$6,000	\$0	\$34,076	\$28,076
5/5/01	13	Advanced Instruments	CA	1	\$80	\$5,200	\$0	\$31,642	\$26,442
6/5/01	13	Center For Better Hearing Aids Berkeley	CA	1	\$80	<\$6,000	\$0	\$31,642	\$25,642
6/5/01	13	Upstate Hearing Instruments	CA	4	\$240	<\$6,000	\$0	\$126,568	\$120,568

7/28/01	13	Wise Hearing Solutions	OH	5	\$80	<\$6,000	\$0	\$158,210	\$152,210
7/29/01	13	Advanced Hearing Sol., Yucca Valley	CA	1	\$80	<\$6,000	\$0	\$31,642	\$25,642
8/1/01	13	Hearing & Vision Solutions San Francisco	CA	1	\$80	<\$6,000	\$0	\$31,642	\$25,642
12/4/01	13	Ontario Hearing Centers	NY	2	\$229	\$10,500	\$0	\$63,284	\$52,784
12/7/01	13	Sound Advice Hearing Centers	NH	5	\$855	\$6,200	\$0	\$158,210	\$152,010
12/10/01	13	Quality Choice Hearing Aid Center	MO	1	\$80	<\$6,000	\$0	\$31,642	\$25,642
1/5/02	12	Creekside Hearing Aid Service	CA	1	\$80	<\$6,000	\$0	\$29,208	\$23,208
4/29/02	12	Palm Springs Hearing Aid Center	CA	3	\$149	<\$6,000	\$0	\$87,624	\$81,624
6/9/02	12	Advanced Hearing Pleasant Hills	CA	2	\$40	<\$6,000	\$0	\$58,416	\$52,416
6/23/02	12	Epic Hearing Healthcare	CA	1	\$455	\$13,000	\$0	\$29,208	\$16,208
7/22/02	12	Audiology Concepts. Inc.	MN	2	\$460	\$6,700	\$0	\$58,416	\$51,716
9/24/02	12	Hart Hearing Centers	NY	5	\$229	\$10,100	\$0	\$146,040	\$135,940
10/29/02	12	Center For Better Hearing - San Jose	CA	1	\$298	<\$6,000	\$0	\$29,208	\$23,208
11/17/02	12	American Hearing Aid Labs	IL	2	\$149	\$6,200	\$0	\$58,416	\$52,216
12/29/02	12	Hearing Services Center, Inc.	CA	2	\$229	<\$6,000	\$0	\$58,416	\$52,416
2/25/03	11	North Alabama ENT Associates	AL	2	\$240	\$7,200	\$0	\$53,548	\$46,348
3/12/03	11	Ear Nose & Throat Specialists NW PA	PA	1	\$160	\$8,900	\$0	\$26,774	\$17,874
3/13/03	11	Birmingham Bloomfield Audiology, LLC	MI	2	\$298	\$7,400	\$0	\$53,548	\$46,148
3/29/03	11	Kamloops Hearing Aid Centre	BC	1	\$160	<\$6,000	\$0	\$26,774	\$20,774
4/17/03	11	Advanced Audiology, LLC De Witt	MI	1	\$80	<\$6,000	\$0	\$26,774	\$20,774
4/22/03	11	Allied Hearing Services	MN	1	\$229	<\$6,000	\$0	\$26,774	\$20,774
5/5/03	11	Silverstein Institute Medical HAC	FL	2	\$149	<\$6,000	\$0	\$53,548	\$47,548
5/7/03	11	Advanced Hearing Plus	OR	1	\$160	<\$6,000	\$0	\$26,774	\$20,774
5/23/03	11	Fullerton Hearing Center	CA	1	\$149	<\$6,000	\$0	\$26,774	\$20,774
6/12/03	11	Ears Of Ardmore, Inc.	OK	1	\$80	<\$6,000	\$0	\$26,774	\$20,774

6/19/03	11	Sandia Hearing Aids Santa Fe	NM	2	\$80	<\$6,000	\$0	\$53,548	\$47,548
7/7/03	11	Dr. Hinkle & Associates	VA	3	\$160	<\$6,000	\$0	\$80,322	\$74,322
7/7/03	11	Hearing Science Of Daly City	CA	1	\$229	<\$6,000	\$0	\$26,774	\$20,774
7/10/03	11	Adobe Hearing Center	AZ	1	\$320	\$8,900	\$0	\$26,774	\$17,874
8/18/03	11	Timpanogos Audiology	UT	2	\$149	<\$6,000	\$0	\$53,548	\$47,548
10/15/03	11	Hearing Aids, Etc. West Hills	CA	1	\$80	<\$6,000	\$0	\$26,774	\$20,774
10/15/03	11	Western Audiology	CA	2	\$149	<\$6,000	\$0	\$53,548	\$47,548
10/19/03	11	San Diego Hearing Center, Inc	CA	2	\$80	\$6,900	\$0	\$53,548	\$46,648
10/21/03	11	Audiology Associates Of Nashville, LLC	TN	1	\$229	<\$6,000	\$0	\$26,774	\$20,774
11/20/03	11	Palmetto Hearing Healthcare Center, LLC	SC	1	\$160	<\$6,000	\$0	\$26,774	\$20,774
12/5/03	11	Sumter Hearing Associates	SC	1	\$160	<\$6,000	\$0	\$26,774	\$20,774
12/11/03	11	Hearing Health Center Sparrow Hospital	MI	3	\$240	<\$6,000	\$0	\$80,322	\$74,322
12/12/03	11	Hearing Solutions, Inc.	MA	1	\$80	<\$6,000	\$0	\$26,774	\$20,774
12/12/03	11	Helton Hearing Care	MT	1	\$80	<\$6,000	\$0	\$26,774	\$20,774
12/12/03	11	Audiological Consultants Of Atlanta	GA	6	\$460	\$14,010	\$0	\$160,644	\$146,634
12/17/03	11	Knoblach Hearing Care Inc,	FL	2	\$80	<\$6,000	\$0	\$53,548	\$47,548
12/22/03	11	Beverly Hills Hearing Center	CA	1	\$240	<\$6,000	\$0	\$26,774	\$20,774
12/29/03	11	Beltone Hearing Aid Center Greenville	SC	1	\$80	<\$6,000	\$0	\$26,774	\$20,774
1/6/04	10	House of Hearing	UT	3	\$368	\$6,800	\$0	\$73,020	\$66,220
2/17/04	10	University Of Miami - School of Medicine	FL	1	\$149	<\$6,000	\$0	\$24,340	\$18,340
2/23/04	10	Advanced Hearing Care Alamogordo	NM	4	\$80	\$6,900	\$0	\$97,360	\$90,460
2/27/04	10	Hearing Consultants of S. E. Michigan	MI	3	\$320	<\$6,000	\$0	\$73,020	\$67,020
3/3/04	10	Associated Hearing Inc Metairie	LA	3	\$320	\$8,200	\$0	\$73,020	\$64,820
3/10/04	10	Center For Hearing Science Montrose	CA	1	\$80	<\$6,000	\$0	\$24,340	\$18,340
3/12/04	10	Harbor Audiology & Hearing Services	WA	2	\$480	<\$6,000	\$0	\$48,680	\$42,680

3/27/04	10	Whisper Audiology Center, Inc.	CA	5	\$298	\$7,300	\$0	\$121,700	\$114,400
4/8/04	10	Hearing Aid Specialists of CT	CT	3	\$360	\$7,800	\$0	\$73,020	\$65,220
4/8/04	10	EarCare Hearing Aid Centers	KS	7	\$160	\$15,025	\$0	\$170,380	\$155,355
4/18/04	10	Friedel Cunningham, Au.D. & Associates	CA	1	\$149	<\$6,000	\$0	\$24,340	\$18,340
5/14/04	10	Alaska Hearing Aid Institute	AK	1	\$80	<\$6,000	\$0	\$24,340	\$18,340
5/16/04	10	Audibel Hearing Center - Syracuse	NY	3	\$80	<\$6,000	\$0	\$73,020	\$67,020
5/25/04	10	Longmont Hearing & Tinnitus Center	CO	1	\$229	<\$6,000	\$0	\$24,340	\$18,340
5/31/04	10	Las Vegas School District CCSD	NV	1	\$80	<\$6,000	\$0	\$24,340	\$18,340
6/18/04	10	Harborside Hearing Care Centers	MA	1	\$229	<\$6,000	\$0	\$559,820	\$546,897
6/18/04	10	Mt. Hood Hearing Aid Center	OR	1	\$0	<\$6,000	\$0	\$24,340	\$18,340
6/22/04	10	HEAR In America	KY	7	\$229	\$19,860	\$0	\$24,340	\$18,340
6/22/04	10	Dixie Hearing and Balance Center	UT	4	\$320	<\$6,000	\$0	\$170,380	\$150,520
6/28/04	10	Stephen Miller, Au.D.	TX	1	\$80	<\$6,000	\$0	\$97,360	\$91,360
7/16/04	10	Doctors Hearing Center, Inc.	LA/FL	2	\$160	<\$6,000	\$0	\$24,340	\$18,340
7/17/04	10	Better Hearing Aid Center	UT	2	\$149	<\$6,000	\$0	\$48,680	\$42,680
7/20/04	10	The Audiology and Vestibular Center	FL	1	\$149	<\$6,000	\$0	\$48,680	\$42,680
8/19/04	10	Family Audiology, PLLC	NY	1	\$240	\$6,200	\$0	\$24,340	\$18,340
9/2/04	10	Pine River Hearing Services of Vallejo	CA	4	\$240	\$11,200	\$0	\$24,340	\$18,140
9/8/04	10	Sound Advice - Burbank	CA	1	\$240	<\$6,000	\$0	\$97,360	\$86,160
9/8/04	10	Family Hearing Care Center	ET	1	\$149	<\$6,000	\$0	\$24,340	\$18,340
9/21/04	10	Clear Choice Hearing Aids & Audiology	KY	1	\$149	<\$6,000	\$0	\$24,340	\$18,340
9/27/04	10	Hearing Health Clinic	WA	1	\$80	<\$6,000	\$0	\$24,340	\$18,340
9/28/04	10	Tobias & Battite, Inc.	MA	1	\$80	<\$6,000	\$0	\$24,340	\$18,340
9/29/04	10	T L Egan & Co Ltd	UK	3	\$0	<\$6,000	\$0	\$24,340	\$18,340
10/2/04	10	Hearing Services & Hearing Aid Center	NC	4	\$80	<\$6,000	\$0	\$73,020	\$67,020

10/7/04	10	Hearing Aid Associates	DE	1	\$80	<\$6,000	\$0	\$97,360	\$91,360
10/13/04	10	The Ear Center - Gross Pointe	MI	4	\$160	<\$6,000	\$0	\$24,340	\$18,340
10/18/04	10	Hear Asist Hearing Aids	CA	1	\$149	<\$6,000	\$0	\$97,360	\$91,360
10/18/04	10	Advanced Hearing Aid Center	NY	2	\$369	<\$6,000	\$0	\$24,340	\$18,340
10/26/04	10	Hearing and Balance W. Tennessee	TN	2	\$80	\$6,200	\$0	\$48,680	\$42,680
10/28/04	10	Professional Audiology Associates, Inc.	FL	1	\$229	<\$6,000	\$0	\$48,680	\$42,480
11/1/04	10	Hearing Science of Rancho Cucamonga	CA	4	\$240	<\$6,000	\$0	\$24,340	\$18,340
11/3/04	10	Advanced Hearing Services - Salem	OR	1	\$149	<\$6,000	\$0	\$97,360	\$91,360
11/11/04	10	Dr. Levi A. Reiter	NY	1	\$0	<\$6,000	\$0	\$24,340	\$18,340
11/17/04	10	Audiology Hearing Clinic of Mequon	WI	1	\$149	<\$6,000	\$0	\$24,340	\$18,340
11/18/04	10	Stanford University Hospital and Clinics	CA	2	\$160	\$8,175	\$0	\$24,340	\$18,340
11/19/04	10	Fluke Hearing	MI	7	\$160	<\$6,000	\$0	\$48,680	\$40,505
11/30/04	10	Auditory Services, Inc.	MD	2	\$160	<\$6,000	\$0	\$170,380	\$164,380
11/30/04	10	University of Florida Hearing	FL	1	\$15	<\$6,000	\$0	\$48,680	\$42,680
12/5/04	10	Eastside Audiology	WA	1	\$149	<\$6,000	\$0	\$24,340	\$18,340
12/6/04	10	Susan Rogan Hearing, Inc.	IL	2	\$459	\$7,200	\$0	\$24,340	\$18,340
12/13/04	10	ACI Hearing & Balance Center, Inc.	LA	1	\$319	<\$6,000	\$0	\$48,680	\$41,480
12/14/04	10	Advanced Hearing Center - Albertson	NY	1	\$369	<\$6,000	\$0	\$24,340	\$18,340
12/16/04	10	University of Alabama Hospital Speech	AL	1	\$80	<\$6,000	\$0	\$24,340	\$18,340
12/21/04	10	Advanced Hearing Aid Centers - Oneida	NY	2	\$80	<\$6,000	\$0	\$24,340	\$18,340
12/29/04	10	Hearing Health Associates	NY	5	\$630	<\$6,000	\$0	\$48,680	\$42,680
9/19/05	10	Bellows Hearing Institute	CA	2	\$80	\$6,400	\$0	\$121,700	\$115,700
12/26/14	10	Erie Audiology, Inc.	PA	1	\$80	<\$6,000	\$0	\$48,680	\$42,280