



ReasonNotes

FREE CLINICAL RESOURCE

AI Medical Scribe Buyer's Guide

How to evaluate AI scribes: accuracy, privacy, workflow fit and cost.

Free to use and share in your practice.

Want notes written for you? Try ReasonNotes free at reasonnotes.com

Key Evaluation Criteria

Accuracy & Quality (30%)

- Medical terminology recognition accuracy
- Specialty-specific vocabulary support
- Context understanding and clinical reasoning
- Error rates and correction mechanisms
- Quality assurance processes

Security & Compliance (25%)

- HIPAA compliance and BAA availability
- Data encryption (in transit and at rest)
- Access controls and audit logging
- SOC 2 Type II certification
- Data residency and retention policies

Integration & Workflow (25%)

- EHR integration capabilities
- Workflow disruption minimization
- Real-time vs. batch processing
- Mobile and web accessibility
- API availability and documentation

Cost & ROI (20%)

- Total cost of ownership
- Implementation and training costs
- Time savings and efficiency gains
- Scalability and volume pricing
- Contract terms and flexibility

Types of AI Scribes

Enterprise scribes

- Built for large health systems, with deep integration into a single EHR
- Usually the highest cost, often with multi-week implementations and IT involvement
- Best For: Health systems with dedicated IT and integration teams

Mid-market scribes

- Healthcare-focused, with moderate pricing and setup

- Specialty coverage varies, so check for your note types
- Best For: Group practices in common specialties

General-purpose transcription tools

- Low cost and quick to start
- Often not built for clinical notes, and many will not sign a BAA
- Best For: Non-clinical use only, unless the vendor signs a BAA

Where ReasonNotes fits

- HIPAA compliant, with a BAA included on every plan
- Works with any EHR: copy your note in one click or use the Chrome extension, so no IT project is needed
- Note formats for both therapy (DAP, BIRP, progress notes) and medicine (SOAP)
- Pricing: \$50/month for the first 3 months, then \$99/month, with a 7-day free trial
- Best For: Therapists, solo clinicians and small practices without IT staff

Implementation Roadmap

Phase 1: Assessment & Planning (1-2 days)

- Conduct needs assessment and workflow analysis
- Define success metrics and ROI expectations
- Evaluate vendor options and request demos
- Negotiate contracts and security agreements
- Plan implementation timeline and resources

Phase 2: Setup & Integration (Minutes with Chrome Extension)

- Install Chrome extension from web store
- Sign up for ReasonNotes account
- Configure specialty-specific templates
- Test copy/paste workflow with your EHR
- Start using immediately - no IT integration needed

Phase 3: Training & Go-Live (Same day)

- Watch quick tutorial videos (15 minutes)
- Practice with sample patient scenarios
- Start using with real patients immediately
- Copy/paste generated notes directly into EHR
- Get support via chat or email as needed

Phase 4: Optimization (Ongoing)

- Analyze usage patterns and efficiency gains
- Optimize templates based on specialty needs
- Provide ongoing support and updates
- Monitor ROI and user satisfaction
- Plan for feature updates and expansions

Common Selection Mistakes to Avoid

Focusing Only on Price (High Impact)

- Mistake: Choosing the cheapest option without considering accuracy, security, or long-term costs
- Solution: Evaluate total cost of ownership including training, support, and potential security breaches

Ignoring Security Requirements (Critical Impact)

- Mistake: Not ensuring HIPAA compliance and proper data protection measures
- Solution: Require BAA, SOC 2 certification, and detailed security documentation before evaluation

Inadequate Pilot Testing (Medium Impact)

- Mistake: Rolling out without proper testing in real clinical environments
- Solution: Conduct thorough pilot with representative use cases and measure actual performance

Poor Change Management (High Impact)

- Mistake: Not preparing staff for workflow changes and new technology adoption
- Solution: Invest in comprehensive training and change management from day one

ROI Calculation Framework

Time Savings

- Calculation: 2.5 hours/day × 75% saved × \$75/hour × 250 days ~ \$35,156/year per provider
- Impact: Primary benefit - direct cost savings from reduced documentation time

Accuracy Improvement

- Calculation: 5% reduction in claim denials × \$50,000 annual claims = \$2,500/year
- Impact: Secondary benefit - improved billing accuracy and faster payments

Burnout Reduction

- Calculation: Each physician departure avoided saves an estimated \$500,000-\$1,000,000 in

turnover costs

- Impact: Long-term benefit - improved provider retention and satisfaction

Patient Satisfaction

- Calculation: More face-to-face time improves patient experience scores
- Impact: Qualitative benefit - better patient relationships and outcomes

Quick Decision Framework

1. If security and compliance are your top priority: Choose a solution with HIPAA-first design, SOC 2 certification, and comprehensive BAA coverage.
2. If accuracy and specialty support matter most: Look for solutions with specialty-specific templates and high medical terminology accuracy rates.
3. If budget is the primary constraint: Focus on total cost of ownership, not just monthly fees. Include training, support, and potential security costs.
4. If you don't have IT staff or want to avoid integration complexity: Choose ReasonNotes - works with any EHR via Chrome extension. Perfect for family practices, solo clinicians, and small practices without dedicated IT support.

Contact Information

For more information, visit reasonnotes.com or email support@reasonnotes.com.