

## 提供価格と課金方法に関する検討

**HIS拡張モジュールは、医療機関のHIS予算の20~25%程度の価格**に設定されている。SBIT製品の機能面での優位性を考慮し、**既存のHIS拡張モジュールの価格水準よりも高めの価格水準で設定を検討**している。病院規模で異なるHIS予算に幅広く対応するため、**課金方法としては購買方式とレンタル方式の2種類を想定。**

図表1 医療機関(地域・管轄分類)の年間IT予算及び健診モジュールの価格水準予測

Unit: USD

Assuming hospitals are willing to pay 20-25% cost of HIS for the Health check-up management software module

		Summary of hospitals' cost for IT system		Assumed cost for Health check module		Recommended price range
		Buy	Rent	Buy	Rent	
Public	Central	80,000 – 1,000,000	3,000 – 6,000	20,000 – 30,000	800 - 1600	<ul style="list-style-type: none"> <li>• <b>Current price of additional module</b> on HIS at hospitals range free – 20% of total HIS system price</li> <li>• Recommended price range is at around <b>20-25%</b> cost of the HIS system, which is a bit larger than the price of installing an additional software module (as per our interview), as SBIT solution is a <b>full-on software</b>, not an additional health check-up module to the existing system</li> <li>• There should be both <b>buy</b> and <b>rent</b> option for the hospitals</li> <li>• <b>Regarding SBIT assumptions of pricing at 10% health check-up revenue:</b> the pricing would be around 50,000-60,000 USD, which is about the price of the whole HIS at Provincial and District level. <b>This would be too high for hospitals to pay either one-off or yearly</b></li> </ul>
	Provincial	40,000 – 80,000	1,500 – 4,000	14,000 – 21,000	400 - 1000	
	District	40,000 – 80,000	700 – 2,000	10,000 – 15,000	200 - 500	
	Other ministries	40,000 - 80,000	1,500 – 4,000	14,000 – 21,000	400 - 1000	
Private	Hospital	80,000 – 2,000,000	n/a	20,000 – 30,000	800 - 1600	
	Clinic	n/a	n/a	10,000 – 15,000	200 - 500	

Source: PwC Research and Analysis

出所：図表1 PwC調査最終報告書P. 10

Note: HISは病院情報管理システム、SBITは株式会社システム・ビットを指す。