

# "Sarah"

## IT Director at a Rural Community Hospital

### The Pain Point: Financial Toxicity & Unbudgeted Costs



*"We shouldn't have to choose between patient care and paying for software licenses. BridgeLink let us choose both."*

#### THE SITUATION

Sarah operates on razor-thin margins and set her 2025 budget well before the mandatory commercial licensing shift. Suddenly, she faced a significant, unbudgeted expenditure just to keep existing clinical interfaces legal.

#### THE BRIDGELINK DECISION

Sarah adopted the "Affordable Enterprise Path". BridgeLink allowed her to move to an open-source model where she could choose a flexible, competitive support plan instead of being forced into a high-cost, proprietary annual license.

#### THE OUTCOME

##### Budget Saved

By eliminating mandatory annual license fees, Sarah reduced her Total Cost of Ownership (TCO) and reallocated those funds to clinical staffing.

##### Stability Maintained

The "hassle-free" migration leveraged her team's existing Mirth expertise, resulting in a low-friction transition with no impact on patient data flow.



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