

Breaking Free: Your Guide to Avoiding LIS Vendor Lock-In

Many LIS vendors use proprietary formats and hidden fees to make switching systems difficult. This guide highlights three primary “lock-in” traps and provides a three-step defense strategy to maintain data ownership and cost transparency.

THE PROBLEM: COMMON VENDOR LOCK-IN TRAPS



Proprietary Data Prisons

Vendors use closed formats to make switching systems expensive and difficult.

The Hidden Cost Escalator

Ambiguous licensing and steep termination fees obscure the true total cost of ownership.



Red Flags of Inflexibility

A refusal to provide trial sandboxes signals future integration and workflow problems.



BREAKING FREE

THE SOLUTION: YOUR DEFENSE STRATEGY

Demand Full Data Ownership

Insist on contractual guarantees for data portability using open formats like HL7.



Scrutinize Every Cost

Require transparent, written pricing for updates, API access, and all potential exit fees.

Test Before You Commit

Use a production-like sandbox to rigorously test real-world workflows and integrations.

