

A younger buyer walking through your practice runs a quiet tech audit — whether anyone calls it that. Use this one-pager as a snapshot of what they'll look at. Tick what's already true, circle what needs a five-year glidepath, and bring it to a quiet conversation with your IT partner.

SYSTEMS & HARDWARE

- All clinical workstations are under 5 years old (or documented for replacement)
- Operating systems are currently supported (e.g., Windows 11, current macOS)
- Imaging workstations run the latest supported software version
- No "special" workstation only one person knows how to use

PRACTICE MANAGEMENT & CLINICAL SOFTWARE

- PMS is on the current or previous version (not end-of-life)
- Imaging software is on the current or previous version
- E-prescribe, ledger, and charting integrations are tested and working
- Signed BAAs are on file for every clinical vendor

NETWORK & CONNECTIVITY

- Business-grade internet with a documented SLA
- Firewall and router under current vendor support
- Wi-Fi segmented: clinical network is separate from guest network
- Remote access is MFA-protected, with a named IT administrator

BACKUPS & BUSINESS CONTINUITY

- Patient data backed up daily, with an off-site or cloud copy
- A test restore has been run and documented in the last 12 months
- Downtime runbook exists (paper schedule, fallback imaging, alt. phones)
- Continuity plan has been tabletop-rehearsed at least once this year

SECURITY & HIPAA POSTURE

- Multi-factor authentication on all clinical logins and shared inboxes
- Endpoint protection on every workstation; patches current
- Annual HIPAA risk assessment completed in writing
- Staff access audited in the last 6 months (joiners / movers / leavers)

VENDORS, DOCUMENTATION & HANDOVER

- One-page vendor register: who, contract dates, contact, support phone
- Credential custody documented (not "Sandy has the password")
- IT partner has a signed BAA and knows your practice clinically
- "Day-one inheritance" doc a buyer can read in 30 minutes

THE FIVE-YEAR GLIDEPATH

Year 1: imaging refresh + vendor register. Year 2: PMS hardware + BAA chain review. Year 3: backups, continuity rehearsal, and cloud posture. Years 4–5: documentation, credential handover, quiet walkthrough with your IT partner.

Want a quiet walkthrough?

Confidential IT readiness reviews for practices 3–5 years from transition. One hour. No pressure.

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