

INTEGRATED CARE SYSTEM (ICS) PRICING (POPULATION BASED CALCULATION)

UNLIMITED CLINICAL USERS

TERM: 2+2 YEAR TERM

ENTERPRISE LICENSE – ANY TO ANY CARE PATHWAYS

One pound (£1.00) per capita across entire regional population base

1. Population based price model
2. Minimum term is a 24-months MSP access license
3. Licence covers access to all existing Pathways features.
4. Unlimited Users
5. Full Reporting tools included
6. All implementation, training and support included for the term.
7. Service will midnight on last date of contract if not renewed
8. Requests for Service continuation beyond contract end date will be charged at normal rate
9. Additional Costs for integration to third party IT systems.
10. Additional Costs for Professional Services

Example below based on geographic population of 500,000

Item	Details	Cost	Total
Establishment of service			
Set-up & Training	Super User and user training	£75,000	£75,000
	(10 days to be used in year one)		
Cohort	Full Licence to all pathways features	£1	£500,000
TOTAL COST YEAR 1			£575,000
Subsequent Years			£500,000

Notes

1. Any pathways not included in the main Pathways product will be scoped as a change request and the client will be provided with a quotation of development days using the SFIA rate card.
2. Any additional consultancy or training requirements will be scoped by the Strata client account management and the client will be provided with a quotation of development days using the SFIA rate card.

For clarity, all streams below included at the Enterprise rate (A.B.C.D.)

A. ACUTE / COMMUNITY TO NURSING HOMES

Fifty pence (£0.50) per capita across entire regional population base

B. ACUTE / COMMUNITY TO SOCIAL CARE (ADW) / COMMUNITY SERVICES / 3RD SECTOR

Fifty pence (£0.50) per capita across entire regional population base

C. ACUTE / COMMUNITY TO TERTIARY SERVICES / REPATRIATION

Fifty pence (£0.50) per capita across entire regional population base

D. ACUTE / COMMUNITY TO PRIMARY CARE / GP

Fifty pence (£0.50) per capita across entire regional population base

CONTINUING HEALTH CARE PRICING (POPULATION BASED CALCULATION)

UNLIMITED CLINICAL USERS

TERM: 2+2 YEAR TERM

Population Served	Rate per 1000 of population	MSP Annual Fee	Annual Hosting & Support fee	Annual Total
250,000	£210	£ 52,500.00	£12,000.00	£ 64,500.00
500,000	£200	£ 100,000.00	£12,000.00	£112,000.00
750,000	£150	£ 112,500.00	£12,000.00	£124,500.00
1,000,000	£120	£ 120,000.00	£12,000.00	£132,000.00
1,250,000 +	£100	£ 125,000.00	£12,000.00	£137,000.00

Notes

1. Please note that CCGs that work within STP/ICO/ICS regions can procure together to benefit from lower rates provided that the STP is contracted to Strata for the Core Pathways ICO Solution. Each CCG will still be required to pay the Annual Hosting and Support fee
2. Training for Strata PathWays CHC is made up of super-user training and is for 6 days.
3. Additional services if required will be scoped with the client and charged at the rates provided with the SFIA rate card.

EMERGENCY – ADMISSION & ATTENDANCE AVOIDANCE
UNLIMITED CLINICAL USERS
TERM: 2+2 YEAR TERM

1. Bed based price model for Acute Hospital
2. Minimum term is a 24-months licence as scoped
3. Licence covers access to Pathway features for Admissions and Attendance Avoidance only
4. Limited Users – does not include LTCs or DTOCs Pathways
5. Integration with in-house systems is not included but available for ED system
6. Integration with other in-house systems will require move to Pathways ICO or additional Integration costs.
7. Service will terminate on day one of month 25 if contract not renewed
8. Request for Service continuation beyond contract end date will be charged at normal pro-rata monthly licence fees

Charged per acute bed - Sample size		500			
Item	No./%	Rate		Cost	
Licence- No of Acute Beds	500	£	200.00	£	100,000.00
PS - Change and Sustainment	20	£	1,000.00	£	20,000.00
Support (annual)	20%	£	20,000.00	£	20,000.00
Training (days)	6	£	650.00	£	3,900.00
PM	5.00	£	850.00	£	4,250.00
TOTAL		Annual		£	148,150.00

Notes

1. Training for Strata PathWays Admission Avoidance is made up of super-user training for 6 days.
2. Additional services if required will be scoped with the client and charged at the rates provided with the SFIA rate card.
3. A full Change and Sustainment programme can also be scoped as part of this project and is scoped and charged separately.
4. Support fees take effect from year 2.

PATHFINDER PRICING (NET NEW CARE STREAM CALCULATION)

UNLIMITED CLINICAL USERS

TERM: 1+2 YEAR TERM

Item	Details	Cost	Total
Solution Setup	All service design & implementation	£150,000	£150,000
Support	Full term client support	£0	£0
Training	Super User and user training – 6 days	£0	£0
TOTAL			£150,000

1. Minimum Term is a 12-month access license
2. Limited to two defined endpoints – e.g. – Primary care – Social Care or Acute to Community
3. Limited to a maximum of the three pathways
4. Users limited to those involved with defined Project Pathways
5. Additional requirements will be scoped and charged via SFIA Rate card
6. Maximum number of term extensions is 1 (Total of 24 months)
7. Defined scope and success criteria.
8. Integration with in-house systems is not included
9. Integration with in house systems will require move to Pathways ICO or additional Integration costs.
10. Service will terminate on day one of month 13 if contract not renewed
11. Service continuation beyond contract end date will be charged at the pro-rata monthly rate without exception.
12. Additional Costs for Professional Services

HOMEFIRST PRICING

TERM: 1+2 YEAR TERM

1. Pricing sample based on sample Population size of 500,000
2. Minimum term is a 12-months access license
3. Defined scope and success criteria
4. Clear and fair process for True Up
5. Decreasing cost scale as visit-hours increase
6. Service will terminate on day one of month 13 if contract not renewed
7. Service continuation beyond contract end date will be charged at normal rate
8. Integration with in-house systems is not included
9. Additional Costs for Professional Services

No. of Visit Hours	Rate per visit Hour
0-500,000	10 pence
500k – 1m	9 pence
1m – 1.5m	7.5 pence
1.5m – 2m	6 pence
Over 2 million	4 pence

Item	Details	Cost	Total
Annual Core	Cost per head of Population	15p per head	£ 75,000
Annual Support	Full term client support	22%	£ 16,500
Price per visit	Annual estimate of 2.5 million hours of home care over total population of 500,000 (Source UKHCA)	£0.04 per visit hour	£100,000
TOTAL Year 1			£191,500
Subsequent Years			£116,500

This equates to less than 0.05% of the total annual cost for Home care for 500k People

True Up

Annually during the last contract quarter, the actual visit-hour volumes for the previous calendar year (Jan to Dec) are tabulated and used to set the expected volume for the next fiscal (April through March). So, there is a 3-month window where we measure, report, and allow the customer to set budget for their upcoming fiscal year. Just as if volumes go up, if volumes actually go down in a calendar year, then the next year fiscal cost will be lowered to reflect this.

STRATA IQ (BUSINESS INTELLIGENCE)

BASE PACKAGE INCLUDED ACROSS ALL PRICING PACKAGES

BESPOKE REPORTING AVAILABLE

- This will be scoped with the clients and priced as per SFIA rate card
- New APIs and Integration connectors will be subject to a 20% support fee in subsequent years

STRATA CONNECT (INTEROPERABILITY PLATFORM)

REQUIRES JOINTLY AGREED INTEGRATION – PRICE INCLUDES STRATA SIDE COSTS ONLY

BESPOKE INTEGRATION AVAILABLE

- This will be scoped with the clients and priced as per SFIA rate card
- Third Party vendor integration costs are not included.
- New APIs and Integration connectors will be subject to a 20% support fee in subsequent years

IMPLEMENTATION AND CHANGE MANAGEMENT (PROFESSIONAL SERVICES)**BASE PACKAGE INCLUDED ACROSS ALL PRICING PACKAGES****BASE PACKAGE INCLUDES:**

1. Establishment of SaaS service
2. System Support and upgrades
3. Access to Strata Pathways Platform to include importing and structuring user access
4. Train the Trainer User Training (Five Days)
5. Design, scoping and build of defined pathways to be includes in base package.

BESPOKE SERVICES AVAILABLE

Bespoke services will be scoped and agreed with the client and charged as per SFIA rate card. These will include:

- Integration with health and care IT Systems
- Design, scope and build of additional pathways
- Additional Training
- Change and Sustainment Professional Services
- Clinical Services

TERMS AND CONDITIONS: ALL PRICING PACKAGES

SERVICES RENDERED POST CONTRACT ENDS DATES WILL BE RENEWED ON A ROLLING QUARTERLY BASIS UNTIL RE SUBSCRIBED. 90 DAYS NOTICE REQUIRED FOR TERMINATION.

1. Service will terminate on day one of month 13 if contract not renewed
2. Request for a Service extension beyond contract end date will be charged at the pro-rata monthly rate without exception.
3. Additional Costs for Professional Services