DERMICUS

A DIFFERENCE MADE BY GNOSCO

G-Cloud 11 Pricing Information

Secure and fast diagnosis

Collaboration between care givers & experts

Reduced referrals

Continuous learning

G-Cloud 11 - Pricing Information

Welcome to the Gnosco Dermicus G-Cloud 11 Pricing document. Our pricing model is simple and easily calculable. We do not have hidden additional charges or fees to provide any of the solutions.

General Assumptions

- The commissioner of Dermicus would typically be purchasing the solution on behalf users/user group e.g. a CCG or NHS Foundation Trust.
- Users of Dermicus are clinicians and administrators involved with delivering a patient pathway or clinical service.
- Dermicus customers are typically the NHS and local authorities, providing health and community services to patients.

Supporting Explanations

The pricing model is simple, to support adoption, transformation change and benefits that occur from teledermatology. It is flexible and can be adjusted to meet with a commissioner's specific needs and budget structures.

This model is based on a per GP Practice site license, with unlimited users and usage.

It is the responsibility of the commissioner to pay all charges and ensure that suitable cross charging and or Service Level Agreement is in place. For the avoidance of doubt – Gnosco will not be responsible for collecting payment from all user groups utilising the service.

Site users are defined as those employees or sub-contractors associated to that specific GP site.

For community services related to wound management, pricing would be specific to the number of GP practices being serviced by that wound management provider.

Model Overview

The Gnosco Dermicus model is made up of three separate components each of which are the same whether you are procuring the skin cancer, wound care, or secure photo solution. In essence the total cost of the Dermicus service can be defined as the sum of:

1. The Monthly Subscription;
2. The Panel Diagnosis Services
3. Training Services.

To understand your total cost of ownership you must add to this the hardware costs and connectivity costs which are likely to be a part of your infrastructure already, with the exception of dermascopes.

Monthly Subscription

At the core of the Dermicus financial model is the monthly subscription. A single flat rate fee for each GP Practice that wishes to use the service is charged on a monthly basis and has no restrictions on the number of users providing the reside on the site of the GP Practice. There is no management fee or fee for the commissioner, making cross charging easy and making it cost effective for a single organisation to commission services on behalf of a wider group.

There are also discounts for volume of GP Practice sites purchased and the length of term committed to of the contracts which are cumulative making it cheaper to add more practices to your instance of the platform.

Panel Services

The Dermicus teledermatology platform enables a secure remote link to specialist dermatologists for diagnosis within or outside the local geographic area.

Dermicus customers are able to choose two approaches to specialist panel services.

1. The commissioner may set up their own specialist panels. As part of the implementation process the customer can set up their panel using suitably qualified clinicians that have been selected by the commissioner. This is the default assumption made by Gnosco when a customer purchases Dermicus. This is most common in customers that have access to Dermatology specialists and are looking to improve the digital clinical links between primary and secondary care. This approach is completely free to use, Gnosco do not require a per assessment fee and will not charge you to use your own resources.
2. Gnosco offer is a complete, turn-key, dermatology assessment service whereby the panel members are not known to the commissioner and are providing an additional dermatology service above and beyond what is possible by the clinicians of a given area. This is most often used by commissioners that simply lack the resources (and are unable to source them from elsewhere within the NHS) or have a demand greater than the resources can currently fulfil. In this case, Gnosco can provide these services on your behalf and provide a fully qualified panel of dermatology specialists to meet your needs.

   The exact nature of the panel services required will need to be discussed with Gnosco as part of any call off to ensure that the appropriate panel members are contracted. To use a panel member service, commissioners will be charged a fee depending on the diagnosis required.

Training

Training is important with any new solution to support the adoption of a new service and improve the realisation of benefits. Whilst the Dermicus platform is intuitive, to ensure it is utilised safely and effectively, it is recommended that the one of the Dermicus training packages is purchased. Training is based on the availability of all users being able to take part in training at the same time and, where there are a larger number of users, take place on consecutive days. Commissioners will also be able to purchase additional training for blocks of 5 users.

What is not included in Dermicus subscription pricing?

Gnosco are happy to support their customers with any purchases required of out of scope goods and services. These are goods and services that may be required for the provisioning of the solution to end user and to reap the greatest benefit from the Dermicus platform. These include:

- Dermascopes – Dermicus are more than happy to provide advice on dermascopes and ensure that the commissioner will procure the correct devices that best suit their needs. When considering the total cost of ownership of this contract please bear the cost of dermascopes in mind as they are essential for the diagnosis of skin cancer (the are not essential for wound care). As a rough estimate we would recommend 1 dermascope per 5 GPs in a practice.
- iPhones and associated data/WiFi plans

Changing the location of Dermicus hosting

The Dermicus platform is provided as a cloud hosted solution by default. This ensures commissioners do not have to worry about the technical implementation of Dermicus and can begin business transformation immediately. However, Gnosco are happy to permit the installation of the Dermicus platform onto the commissioners chosen infrastructure. Support from Dermicus will be calculated on a per project basis and in line with the SFIA rate card.

Pricing Model

Basic GP Practice Site Licence Charge

Licence for Dermicus platform per month per GP Practice	£300

Volume discounts (Calculated as a percentage reduction per annum)

0-5 GP Practices	0.0%
6-10 GP Practices	5.0%
11+ GP Practices	7.5%

Term Discount (Calculated as a percentage reduction per annum)

12 months	0.0%
24 months	5.0%
36 months	15.0%

Discount Matrix

	Number of GP Practices		
Contract Duration	>5	>10	10+
12 months	0.0%	5.0%	7.5%
24 months	5.0%	10.0%	12.5%
36 months	15.0%	20.0%	22.5%

Training Pricing

Number of GP practices	Permitted Number of Locations	Permitted Number of Consecutive Days	Charge*
≤ 5 GP Practices	1	1	£1,999
≤ 10 GP Practices	2	2	£2,499
10+ GP Practices	3	3	£3,499

*all charges include training, training materials, travel and expenses but DOES NOT include venue hire. It is the responsibility of the commissioner to arrange training locations. Gnosco will be happy to provide a list of requirements for training locations.

Additional training can be provided online or onsite using the

Type of Training	Number of Trainees	Charge
Online	≤5 trainees	£499
On-site	≤ 5 trainees	£999

Examples of Pricing

Per annum illustration

	Number of GP Practices		
Contract Duration	5	10	15
12 months	£18,000	£43,200	£49,950
24 months	£17,100	£32,400	£48,600
36 months	£15,300	£27,900	£41,850

Total contract value (TVC) illustration

	Number of GP Practices		
Contract Duration	5	10	15
12 months	£18,000	£34,200	£49,950
24 months	£34,200	£64,800	£97,200
36 months	£45,900	£83,700	£125,550

Worked example

A commissioner requires teledermatology for a group of 10 GP practices, referring into the local hospital. They wish to commit to 36 months contract. Their quote would be:

- 10 GP practices = 10 sites x 36 = TCV = £83,700
- Equivalent to annual license of £27,900 for 3 years
- Equivalent to £232.50 per month per GP Practice for 3 years