

# Watson Care Manager

## Pricing Document



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Customer Profile & Pricing											
Customer Size	Minimum Persons	Maximum Persons	Min Blocks (100 Persons)	Max Blocks (100 Persons)	Min List Price MRR	Max List Price MRR	Min Per User	Max Per User	Min Accum PPPM	Max Accum PPPM	Notes
Pilot	1	100	1	1	£3,997.00	£3,997.00			£3,997.00	£39.97	
Starter	101	1,000	2	10	£4,164.85	£5,507.68			£20.82	£5.51	
Pre-Small	1,001	2,500	11	25	£5,658.74	£7,773.69			£5.14	£3.11	
Small	2,501	5,000	26	50	£7,909.57	£11,170.72			£3.04	£2.23	
Pre-Medium	5,001	10,000	51	100	£11,293.01	£17,285.36			£2.21	£1.73	
Medium	10,001	25,000	101	250	£17,394.87	£33,710.98			£1.72	£1.35	
Pre-Large	25,001	50,000	251	500	£33,809.29	£58,289.45			£1.35	£1.17	
Large	50,001	100,000	501	1,000	£58,377.38	£102,250.95			£1.17	£1.02	
Pre-Xlarge	100,001	250,000	1,001	2,500	£102,330.08	£220,947.00			£1.02	£0.88	
Xlarge	250,001	1,000,000	2,501	10,000	£221,018.14	£754,479.75			£0.88	£0.75	
Graduated Tier Pricing (PPPM)											
Subscription Part		Pilot	Starter	Pre-Small	Small	Pre-Med	Medium	Pre-Large	Large	Pre-Xlarge	Xlarge
Care Manager Base Application	(per block)	£ 3,997.00	£ 167.85	£ 151.07	£ 135.88	£ 122.29	£ 109.50	£ 98.31	£ 87.92	£ 79.13	£ 71.14
Connect Providers	(per block)	£ 800.00	£ 33.57	£ 29.57	£ 26.38	£ 23.18	£ 20.78	£ 18.38	£ 15.99	£ 14.39	£ 12.79
Connect Individuals	(per block)	£ 400.00	£ 16.79	£ 14.39	£ 12.79	£ 11.19	£ 9.59	£ 7.99	£ 7.19	£ 6.39	£ 5.60
CSP Referrals	(per block)	£ 200.00	£ 7.99	£ 7.19	£ 6.39	£ 5.60	£ 4.80	£ 4.00	£ 3.20	£ 2.40	£ 1.60
CSP Payments	(per block)	£ 800.00	£ 33.57	£ 29.57	£ 26.38	£ 23.18	£ 20.78	£ 18.38	£ 15.99	£ 14.39	£ 12.79
Non-Production Instance - Full	(per instance)	£ 3,997.00									
Non-Production Instance - Limited	(per instance)	£ 400.00									



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