NEL BI Cloud Software - NELIE

G-Cloud 12 Cloud Software Pricing

NEL – July 2020

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1.0 Pricing

This pricing schedule contains details of the NELIE platform/system pricing structure. It is not exhaustive.

Our solution NELIE, is designed to provide a single data solution to support the emerging developments from **Integrated Care System (ICS)** and the **NHS Plan**, such as population health analysis, system monitoring, care improvement and pathway development amongst others. In addition to the data solutions, NELIE has also been designed to provide an end to end support.

Our **competitive** pricing structure is designed to provide you with the maximum value for money whilst retaining the **flexibility** some customers seek. The complexity of the system and pricing will depend on the datasets to be ingested into the system and the consumer modules that will be purchased.

Pricing is driven by a number of key factors; number of users at each available level of access, complexity of data sources, frequency of refresh and optional enhancements. Pricing is divided between the inbound datasets that are supported, and levels of service that are available against these datasets.

Our pricing strategy has been designed to work as a whole in which case we can price more competitively, provide operational management, and support discounts.

1.1　Foundation Services: Cloud Access and Authentication

To access NELIE service modules, customers will be required to access and authenticate to the Private or Public Cloud space upon which the service resides. A foundation service required for all modules is the exploration of the cloud presence of the customer, and a supported consultancy service delivered between Business Intelligence and Information Communication Technology experts to obtain authenticated access. Routes available via Azure ADFS, Network Trust and Local Network Accounts.

Foundation Module	Price
Foundation Access and Authentication	POA

1.2　Data Management: Core Services

Data management is costs per data source and by frequency of refresh. Prices below quoted are on the basis of data arriving to the required specification, and priced per organisational unit accessed.

Data Source	Units	Price (per Unit)
Acute SUS	Commissioner / Provider	£6,750
Primary Care (*including acquisition services.)*	Practice	£600

Community Services Data Set (and legacy)	Commissioner / Provider	£4,000
Mental Health Services Data Set (and legacy)	Commissioner / Provider	£4,000
Improving Access to Psych Therapies Data Set	Commissioner / Provider	£4,000
Maternity Services Data Set	Commissioner / Provider	£4,000
Urgent Care Services Data (111/OOH)	Commissioner / Provider	£4,600
Performance Data Sets	Commissioner / Provider	£5,000
Primary Care Prescribing (EPACT)	Commissioner	£2,000
Social Care	Local Authority / Supplier	£4,600
Patient Master Index	Commissioner	£5,000
Others Not Elsewhere Classified		POA

All prices above may be reduced for collaborative purchases across a number of customers with the same requirements.

1.2.1 Data Management: Refresh Frequencies

Where data sources permit, there are options to increase the frequency of data refreshes. Prices quoted below are applied as multiplicative factors on top of the Data Management Service above

Frequency	Price Multiplier
Lower Frequencies	POA
Monthly (standard)	100%
Weekly	120%
Daily	175%
Higher Frequencies	POA

1.2.2   Data Management Modules: Facts and Metrics

We provide a range of standard 'core' facts available per dataset which can be purchased as a bolt on to our Data Management Services. Additionally, we can provide consultancy and development services to define and produce customer facts and metrics to support QIPP and other local business rules. The prices quoted below are on a per dataset basis. Please note that Custom Metrics is quoted as a range, dependent upon the complexity of the logic agreed.

Module	Basis	Price Applicable
Core Facts	Per Dataset	Starting from £995+
Custom Metrics	Per Metric/Fact	Starting from £995+

1.2.3   Data Management: Risk Stratification

Purchase of relevant datasets provides access to the Risk Stratification products available through NEL

CSU systems. We treat the application of Risk Stratification algorithms as a fact, and are able to deploy Core Algorithms, Licensed 3rd Party Algorithms or work collaboratively to design and developer Custom Algorithms.

Module	Price Applicable
Core Algorithm (CPM)*	£0
Licensed Algorithm Application	£995 (Excluding Licenses)
Custom Algorithm Development	POA

*price quoted on basis of purchase of required datasets

1.3   Sandpit Consumption Layer ("Data Labs")

The Sandpit consumption layer enables the feeding of data marts derived from purchased datasets in the Data Management Service to be presented within a SQL environment for manipulation, modelling and reporting. Prices quoted below define the Core Element and Per Dataset Push.

Module	Price Applicable
Core Service Module*	£11,995
Data Set Provision (per dataset)	£995

*Based on recommended server specifications, can be adapted to suit requirements. Includes SQL Server core features, access to Full Stack (SSAS/SSIS) priced on application and evaluation.

1.3.1 Data Cubes Consumption Layer

We have a range of pre-built Data Cubes, which allows for access to defined data models that are refreshed regularly.

Module	Price Applicable
Cube Services Module	£6,745

1.4 NELIE Portal Web Front End: Core

To access NELIE Portal modules, customers are required to purchase the core Web Front End module which provides access to the Web Based services. Please note the unit bases quoted below:

Module	Units	Price Applicable
Core Service Module	Per Organisation	£39,995
User Login*	Per User	£0

*User Login price presumes users have existing Office F1 or E1 license (or higher) including nhs.net account.

1.4.1 NELIE Portal Web Front End: Modules

Further modules are available within the NELIE Portal to access through the Web Front End solution, acting as the single point of access for intelligence services to a wide array of end users. Please see prices quoted below:

Module	Price Applicable
Curated Content	£0
Hosting Services (3rd Party Tools)	POA
Document Management (Hosted)	£7,495
Document Management (Self-Design)	POA
Re-ID Service	£19,995

Standard Reporting	£22,995
Custom Reporting	POA
Report Publishing	£21,495 plus £99 per Publishing User
Performance Portal	£22,000

Software customisation and new modules and reports will be developed over time including the investment in ensuring the product is fit for purpose and reflects ongoing needs.

1.4.2 Bespoke Services: Consultancy

We have a range of experience in designing and building custom SaaS solutions to meet a variety of needs, coupled with extensive in-depth knowledge of Health and Social Care data. This enables us to work collaboratively with customers to construct custom applications and tools that inform the transformation of care.

Module	Price Applicable
Bespoke Solutions	POA - Please see rate card

1.4.3 Implementation and Additional Services

Implementation and additional services will be charged in accordance with the standard rate card.

1.4.4 Standard rate card

Rate process are all per day

	Strategy and architecture	Business change	Solution development and implementation	Service management
1. **Follow**	£355	£355	£355	£355
2. **Assist**	£424	£424	£424	£424
3. **Apply**	£466	£466	£466	£466
4. **Enable**	£553	£553	£553	£553
5. **Ensure or advise**	£681	£681	£681	£681
6. **Initiate or influence**	£783	£783	£783	£783

7. Set Strategy or inspire	£922	£922	£922	£922

1.4.5 Standards for Consultancy Day Rate cards

- Consultant's Working Day – 7.5 hours exclusive of travel time and lunch
- Working Week – Monday to Friday excluding national holidays
- Office Hours - 9 am to 5 pm Monday to Friday
- Travel, mileage Subsistence – Included in day rate within the M25. Payable at department's standard T&S rates outside M25
- Mileage – As above
- Professional Indemnity Insurance – included in day rate

1.4.6 Discounts

Ultimately NELIE is designed to provide a single data solution to support population health analysis, system monitoring, care improvement etc. As such has been designed to work as a whole in which case we can price more competitively and provide operational management and support discounts.

1.4.7 VAT

All prices quoted exclude VAT. NEL will not charge VAT to other NHS bodies in line with
https://www.gov.uk/hmrc-internalmanuals/vat-government-and-public-bodies/vatgpb9720

1.4.8 Resource based pricing

Analytics Consultancy and Implementation services can be delivered on a day rate basis – by levels 3 to 6 (please refer to Rate Card).

1.4.9 Rate Terms and conditions

NEL and its customers will be expected to follow G-Cloud Terms and Conditions as a standard. Use of NELIE will have its own End User Licence Agreement.

2.0 Indicative Pricing

To support end users in understanding the pricing we have included an indicative range of service configurations pricing in the G-Cloud Service:

- Basic Implementation| 20p per head of population per year – for a core selection of services to meet the end users prescribed needs
- Example bespoke implementation | 65p per head of population per year – for all core services and selection of additional services under POA above.

Our services support care populations and organisations who tend to work on a population funding model. As such the above indicative pricing calculations have been extrapolated from existing customer service delivery models and the respective populations supported. NEL will always look to provide services at the lowest price possible to deliver a quality service in the areas that will most benefit the end user.