



PRICING DOCUMENT

Details of Lenus Health's Pricing for G-Cloud 13 Services

G-Cloud 13 – Lenus Health Ltd

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hello@lenushealth.com

Lenus Health Ltd

Leith Assembly Rooms, 43 Constitution Street, Edinburgh, EH6 7BG, UK

+44 131 561 1250 • hello@lenushealth.com • lenushealth.com

Registered in Scotland Number SC652563 VAT 351039329

About Lenus Health

Lenus Health is an innovative digital health business transforming healthcare.

The company co-designs digital health services with patients and clinicians. The services make use of patient-generated healthcare data, combined with data from the electronic health record, to generate new insights which can improve patient wellbeing and outcomes. Lenus Health is shifting the burden of care from hospital to home, and is focused on respiratory and cardiovascular conditions. Our services are in use in the NHS.

The Lenus Health Platform and selected services are certified as Class I under EU Medical Device Regulations (MDR).

Our quality management system is fully certified to the International Standard BS EN ISO 13485:2016 by a UKAS accredited assessment body.

We undergo third party assessments to ensure continuing compliance in the changing regulatory landscape.

Our Pricing Model

Time and Materials Basis

Lenus Health work on a time and materials basis. Pricing is informed through requirements definition activities which identify project roles required to deliver the outcome. The SFIA skills matrix and the relevant day rate from the SFIA Rate Card are applied.

Costs associated with third-party products and services may be negotiated separately.

Fixed Price Basis

Lenus Health will consider working to a fixed budget engagement for projects where the defined deliverables are based on our estimate of the work.

Any prices quoted will be in GBP and will exclude VAT

Volume Discounts

Number of Days	Discount
71-150 days	5% discount on quoted rates
151 – 220 days	7% discount on quoted rates
220+ days	10% discount on quoted rates

Standards for Consultancy Day Rate Cards

	Strategy and architecture	Change and Transformation	Development and implementation	Delivery and Operation	People and Skills	Relationships and Engagement
Follow	£630	£600	£550	£410	£500	£520
Assist	£780	£700	£600	£550	£675	£675
Apply	£890	£775	£750	£675	£660	£700
Enable	£950	£900	£850	£800	£900	£900
Ensure / Advise	£1,260	£1,200	£1,150	£950	£1,000	£1,000
Initiate / Influence	£1,330	£1,200	£1,100	£1,020	£1,100	£1,100
Set strategy / Inspire	£1,715	£1,590	£1,410	£1,030	£1,300	£1,470

SFIA Level Definitions

Please refer to the SFIA Rate Card for SFIA Level Definitions.