

Neuro-Development Pathway Manager

Pricing Model

The annual license fee is £49,000 (excluding VAT), for a minimum 24 month contract. This license fee covers referrals for either Adult or Child assessment for one Neuro-Developmental (ND) condition (such as Autism Spectrum Disorder (ASD) or Attention-Deficit / Hyperactivity Disorder (ADHD) that is assessed by one Healthcare provider – referred to as one pathway.

Extending the solution to include referrals for the same (Adult or Child) ND condition, but where the assessment is carried out by a second healthcare provider within the same Integrated Care System / Board (ICB) Geography will cost an additional £7,5000 per annum per healthcare provider. For example, in some ICB Geographies there are sometimes multiple Healthcare providers of the same ND assessments.

Extending the solution to encompass a second pathway (either a different ND condition, or referrals for the other age group (Child or Adult) will be charged at £25,000 per annum. As above, including a second healthcare provider of the assessment for the same ND condition will cost an additional £7,500 per annum per healthcare provider.

A third pathway and all subsequent pathways that are included within the scope will be charged at £15,00 per annum. Any additional health care providers within any pathway will also be charged at an additional cost of £7,500 per annum.

Inclusions

The license fees include

- 6 half-days of on-site implementation support (for all implementation of any extension or new pathway), which will cover
 - Kick-off meeting with stakeholders to agree roll-out plans and ambitions
 - Training for place administrators
 - Train-the-trainer training – for training of organisation administrators and for training of professionals
 - Importantly, it will include populating and agreeing the rules for reviewing and updating the Local Directory (of services to which households can be signposted)
 - Setting up agreed reporting.
- Online support videos
- Online help-desk ticketing for the place administrators and any organisation administrators

- An annual review of the Place Based Directory – carried out as a one-off workshop with stakeholders to be identified by the client.

Options

- Implementation Support.

The client can request further implementation support which is priced using the SFIA model given below.

- The solution interfaces to a Local Directory. This can be maintained as a stand-alone module that is linked only to the ND Pathway; this is included within the above license fees. This Place Based Directory can be extended to link to other tools, to help deliver the same “waiting well” capability against all referral and assessment pathways. This is an additional product that is usually charged at £32,000 per annum, but as an extension to the NP Pathway Solution is charged at £20,000 per annum.

Invoicing

The subscription initially (and for any additional pathway) is for a minimum of 24 months for each pathway. The client can be invoiced up front on either a quarterly or annual basis.

After the first 24 months, the licenses for any pathway can be renewed on an annual basis.

The SFIA rate card is copied below for information.

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow		350				350
2. Assist		425				425
3. Apply		500				500
4. Enable	600	600	600	600	600	600
5. Ensure/Advise	750	750	750	750	750	750
6. Initiate/Influence	900	900	900	900	900	900
7. Set Strategy/Inspire	1200	1200	1200	1200	1200	1200

Standards for Consultancy Day Rate cards

Consultant's Working Day:	8 hours exclusive of travel and lunch
Working Week:	Monday to Friday excluding national holidays
Office Hours:	09:00 – 18:00 Monday to Friday
Travel, subsistence & mileage:	Agreed at contract
Mileage:	As above
Professional Indemnity Insurance:	Included in day rate

Day rates exclude VAT

Level Definitions

	Autonomy	Influence	Complexity	Business Skills
1 Follow	Works under close supervision. Uses little discretion. Is expected to seek guidance in expected situations.	Interacts with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems.	<p>Uses basic information systems and technology functions, applications, and processes. Demonstrates an organised approach to work. Learns new skills and applies newly acquired knowledge. Has basic oral & written communication skills.</p> <p>Contributes to identifying own development opportunities.</p>
2 Assist	<p>Works under routine supervision.</p> <p>Uses minor discretion in resolving problems or enquiries. Works without frequent reference to others.</p>	Interacts with and may influence immediate colleagues. May have some external contact with customers and suppliers. May have more influence in own domain.	Performs a range of varied work activities in a variety of structured environments.	<p>Understands and uses appropriate methods, tools and applications.</p> <p>Demonstrates a rational and organised approach to work. Is aware of health and safety issues. Identifies and negotiates own development opportunities. Has sufficient communication skills for effective dialogue with colleagues. Is able to work in a team. Is able to plan, schedule and monitor own work within short time horizons. Absorbs technical information when it is presented systematically and applies it effectively.</p>

3 Apply	<p>Works under general supervision. Uses discretion in identifying and resolving complex problems and assignments. Usually receives specific instructions and has work reviewed at frequent milestones. Determines when issues should be escalated to a higher level.</p>	<p>Interacts with and influences department/project team members.</p> <p>May have working level contact with customers and suppliers. In predictable and structured areas may supervise others. Makes decisions which may impact on the work assigned to individuals or phases of projects.</p>	<p>Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.</p>	<p>Understands and uses appropriate methods, tools and applications.</p> <p>Demonstrates an analytical and systematic approach to problem solving. Takes the initiative in identifying and negotiating appropriate development opportunities. Demonstrates effective communication skills.</p> <p>Contributes fully to the work of teams. Plans, schedules and monitors own work (and that of others where applicable) competently within limited deadlines and according to relevant legislation and procedures. Absorbs and applies technical information. Works to required standards. Understands and uses appropriate methods, tools and applications. Appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client.</p>
4 Enable	<p>Works under general direction within a clear framework of accountability.</p> <p>Exercises substantial personal responsibility and autonomy. Plans own work to meet given objectives and processes.</p>	<p>Influences team and specialist peers internally. Influences customers at account level and suppliers. Has some responsibility for the work of others and for the allocation of resources. Participates in</p>	<p>Performs a broad range of complex technical or professional work activities, in a variety of contexts.</p>	<p>Selects appropriately from applicable standards, methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving. Communicates fluently orally and in writing, and can present complex technical information to both technical and non-technical audiences. Facilitates collaboration between stakeholders who share common objectives.</p> <p>Plans, schedules and monitors work to meet time and quality targets and in accordance with relevant</p>

		<p>external activities related to own specialism.</p> <p>Makes decisions which influence the success of projects and team objectives.</p>		<p>legislation and procedures. Rapidly absorbs new technical information and applies it effectively. Has a good appreciation of the wider field of information systems, their use in relevant employment areas and how they relate to the business activities of the employer or client. Maintains an awareness of developing technologies and their application and takes some responsibility for personal development.</p>
5 Ensure / Advise	<p>Works under broad direction. Is fully accountable for own technical work and/or project/ supervisory responsibilities. Receives assignments in the form of objectives.</p> <p>Establishes own milestones and team objectives, and delegates responsibilities. Work is often self-initiated.</p>	<p>Influences organisation, customers, suppliers and peers within industry on the contribution of own specialism. Has significant responsibility for the work of others and for the allocation of resources. Makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget. Develops business relationships with</p>	<p>Performs a challenging range and variety of complex technical or professional work activities.</p> <p>Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts.</p> <p>Understands the relationship between own specialism and</p>	<p>Advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives. Analyses, diagnoses, designs, plans, execute and evaluates work to time, cost and quality targets. Communicates effectively, formally and informally, with colleagues, subordinates and customers. Demonstrates leadership.</p> <p>Facilitates collaboration between stakeholders who have diverse objectives. Understands the relevance of own area of responsibility/ specialism to the employing organisation. Takes customer requirements into account when making proposals. Takes initiative to keep skills up to date. Mentors more junior colleagues. Maintains an awareness of developments in the industry. Analyses requirements and advises on scope and options for operational improvement. Demonstrates creativity and</p>

		customers.	wider customer/ organisational requirements.	innovation in applying solutions for the benefit of the customer.
6 Initiate / Influence	Has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and delegates responsibilities. Is accountable for actions and decisions taken by self and subordinates.	Influences policy formation on the contribution of own specialism to business objectives. Influences a significant part of own organisation and influences customers/suppliers and industry at senior management level. Makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance. Develops high-level relationships with	Performs highly complex work activities covering technical, financial and quality aspects. Contributes to the formulation of IT strategy. Creatively applies a wide range of technical and/or management principles.	Absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences. Assesses and evaluates risk. Understands the implications of new technologies. Demonstrates clear leadership and the ability to influence and persuade. Has a broad understanding of all aspects of IT and deep understanding of own specialism(s). Understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation. Takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry.

		customers, suppliers and industry leaders.		
7 Set Strategy / Inspire	Has authority and responsibility for all aspects of a significant area of work, including policy formation and application. Is fully accountable for actions taken and decisions made, both by self and subordinates	<p>Makes decisions critical to organisational success. Influences developments within the IT industry at the highest levels. Advances the knowledge and/or exploitation of IT within one or more organisations.</p> <p>Develops long-term strategic relationships with customers and industry leaders.</p>	Leads on the formulation and application of strategy. Applies the highest level of management and leadership skills. Has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment.	<p>Has a full range of strategic management and leadership skills.</p> <p>Understands, explains and presents complex technical ideas to both technical and non-technical audiences at all levels up to the highest in a persuasive and convincing manner. Has a broad and deep IT knowledge coupled with equivalent knowledge of the activities of those businesses and other organisations that use and exploit IT.</p> <p>Communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies. Assesses the impact of legislation, and actively promotes compliance. Takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in IT in own area(s) of expertise.</p>