

## Proxximos Safer Care Pricing Summary

Proxximos has created a high precision indoor real-time location & tracking system to enable next generation digital contact tracing to help prevent the costly and harmful spread of infection. The system can also track beds and medical assets and consists of static hubs (requiring no fixed cabling) and wearables or asset trackers. The system is accurate to 25cms every 10 seconds. Customers can use Proxximos WebApp or ingest the location data into their own target systems. The Proxximos Safer Care solution has 3 distinct use cases for NHS Trusts and we set out pricing for them as follows:

1. Digital Contact Tracing for Infection Control
2. Bed Tracking
3. Medical Device Asset Tracking

Customers can combine these use cases as required.

**Infection Control, Bed Tracking & Medical Device Asset Tracking Pricing.** There are 3 components of the pricing each set out below:

1. **£15 per wearable or asset tracker per month** charged quarterly in advance based on a 3-year term
2. **£50 per user wearable or asset tracker one-off set-up charge**
3. **£150 per hub that needs to be set-up as a one-off set-up charge**

The above pricing includes all the hardware, licences, support, training, storage as well as all components of the set-up required for the service.

### Example scenario pricing

Please see attached 5 scenarios and the averaged price per month per wearable/asset for indicative purposes for each scenario (all prices exclude VAT)

Customer Scenario	Assumptions						Pricing			
	Number of staff	Number of patients	Number of bed trackers	Number of medical device asset trackers	Total number of wearables and/or asset trackers	Total number of hubs required	Set-up charge (one-off)	3-year subscription charge	Total 3-year price including set-up	Averaged price per asset or wearable per month
Scenario A - 1,000 bed hospital - infection control use case only	9,000	1,000	0	0	10,000	1,000	£650,000	£5,400,000	£6,050,000	£16.81
Scenario B - 1,000 bed hospital – bed tracking use case only	0	0	1,000	0	1,000	1,000	£200,000	£540,000	£740,000	£20.56
Scenario C - 1,000 bed hospital – medical device tracking use case only	0	0	0	1,000	1,000	1,000	£200,000	£540,000	£740,000	£20.56
Scenario D - 1,000 bed hospital - infection control, bed tracking & medical device asset tracking use cases	9,000	1,000	1,000	1,000	12,000	1,000	£750,000	£6,480,000	£7,230,000	£16.74
Scenario E - 1 x high dependency ward with 160 staff, 20 patients, 24 beds & 10 asset trackers use cases	160	20	24	10	214	16	£13,100	£115,560	£128,660	£16.70

The pricing of the Proxximos solution is determined by 2 variable factors and as such total pricing would vary per customer per your specific requirement. This pricing paper provides pricing as well as supporting the minimum & maximum pricing provided in the pricing section of our listing. The variables that need to be understood and determined by customers to work out pricing are:

1. The number of wearables that are required. There are 4 types of wearables we provide:
  - a. Patient / Resident 'user' wearable
  - b. Staff 'user' wearable and preferred deployment model
  - c. Medical Device Asset tracker
  - d. Bed tracker
2. The floor area and building coverage of the building or ward(s) that our solution needs to cover.

### **Economies of scale**

At building, hospital or trust-wide deployments and where we can manage it as a programme we would also likely be able to deliver economies of scale. This would be based on larger electronic production runs, efficiencies of install, and a likelihood Trust based IT staff may support the deployment. The preferred choice of deployment model, type and number of wearables required and building/estate geographic coverage is normally discussed during detailed sales engagements rather than being ordered 'off-the-shelf'.