

G-Cloud 15 Pricing Document

Orion Health Amadeus

Version 1.0

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1 Pricing Overview

1.1 Shared Care Record

The modular nature of the Amadeus platform allows for components to be added over time depending on individual customer needs.

1.1.1 Fixed Price

The fixed pricing is based on a core 'out of the box' configuration of the Amadeus Shared Care Record platform with Support and Application Managed Services (AMS).

The core platform includes integration with GP Connect for primary care data, four other out-of-the-box integrations to other systems for secondary care, mental health, community and social care data. Fixed pricing is based on typical population coverage of up to 1 million citizens.

Description	Annual fee	Users	Minimum term
Amadeus Core Platform with Support and Application Managed Service (AMS)	£500,000	Up to 5,000	3 years

1.1.2 Variable Price

Due to the variable nature of shared care record projects, an initial discovery phase will be undertaken to gather detailed information on specific customer requirements. The outcomes of this phase will be used to agree and price all variable and optional components.

All variable components of Amadeus will be priced under individual Call Offs, including:

- Implementation fees, which are dependent on project size and complexity
- Additional integrations and those beyond the scope listed above
- Additional deployment services, including for additional integrations, as well as based on project size and complexity
- Additional users, which can be added in blocks of 1,000, with volume-based discounts available
- Platform hosting and cloud services
- Electronic Master Patient Index (EMPI)
- Terminology services
- Application Managed Service beyond the scope of the core platform offer (the scope and pricing may vary depending on the AMS services defined)

1.2 Care Planning

The Care Planning module provides the clinical, administration and patient-focused tools that are required to manage and optimise the care of patients, within the shared care record.

The scope of possible solutions ranges from simple, local clinical workflows to the management of chronic patients being treated across multiple providers.

Pricing is based on the deployment of a single 'off the shelf' care plan which include but are not limited the following examples:

- ReSPECT

- Treatment Escalation Plan (TEP)
- Comprehensive Geriatric Assessment
- Personalised Care & Support Plan
- Discharge to assess

1.2.1 Price per Care Plan

Description	Annual fee	Implementation fee	Minimum term
A single off the shelf Care Plan from the Orion Health library	£30,000 (per care plan)	£30,000 (per care plan)	3 years

- All other configurations of the product set are subject to individual scope and specific pricing would be agreed during the contracting processes, and would be dependent on unique factors, specific to the Buyer (e.g. solution configuration/complexity, number of users requiring access).
- Deployed on top of Amadeus shared care record
- Hosting priced separately

1.3 Discount Percentage

Discount Percentage by annual call-off contract value (excluding VAT):

Less than £250,000	0%
Between £250,000 and £500,000	1%
Between £500,001 and £1,000,000	2%
Between £1,000,001 and £2,500,000	3%
Between £2,500,001 and £5,000,000	5%
Over £5,000,001	10%

1.4 General Pricing Conditions

- Prices are provided in GBP
- Prices exclude VAT
- Prices are offered in accordance with the Orion Health Standard License and Support Agreement
- On occasion, as necessary for the Buyer's full, desirable outcome, Orion Health may engage third party vendors. The cost for these would be included in any agreed pricing. Orion Health reserve the right to change our third-party vendors.