

G-Cloud 15 Pricing Document

Graphnet Population Health

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Pricing Information

The majority of Graphnet's solutions use a territories' population count to govern solution pricing. In some instances the number of patients on a provider organisations Master Patient Index (MPI) may be used to govern which band is used. The submitted pricing is year 1 pricing. Year 2 pricing will increase by 4% or by indexation. Year 3 pricing will increase year 2 pricing by indexation or 4%.

Please note that Graphnet have included our standard implementation charges within the Pricing Document for transparency and indicative budgeting. However, due to the very specific and individual nature of each project and the fact that every customer's requirements, environment, and delivery approach can differ these standard charges should be treated as a baseline only. A full and accurate implementation cost will be confirmed following detailed scoping and agreement of the final project requirements, as it is not possible to apply a single fixed fee to these critically important services.

3rd party costs for feeds / SSO's etc. are not included. Prices exclude VAT.

Population	Band
1,000,000	1
1,500,000	2
2,000,000	3
2,500,000	4
3,000,000	5
3,500,000	6
4,000,000	7
4,500,000	8
5,000,000	9

Population Health Management – Core:

Solution	Band	Annual Charge	Onboarding Charge
Population Health Management - Core	1	£219,420	£109,710
Population Health Management - Core	2	£320,902	£160,451
Population Health Management - Core	3	£416,898	£208,449
Population Health Management - Core	4	£507,409	£253,704
Population Health Management - Core	5	£592,434	£296,217
Population Health Management - Core	6	£671,974	£335,987
Population Health Management - Core	7	£746,028	£373,014
Population Health Management - Core	8	£814,597	£407,298
Population Health Management - Core	9	£877,680	£438,840

Note that the above pricing factors in an additional cost should a new customer require data feeds to act as a Population Health data repository. If a customer already has the Graphnet Shared Record a discount will be applied.

Elective Recovery:

Graphnet Health Ltd has a dedicated Population Health Analytics Team that has developed the Elective Recovery Solution in response to the National Strategy for Elective Recovery. The solution has been developed in partnership with Frimley Health Foundation Trust (FHFT), Royal Berkshire Foundation Trust (RBFT) and Buckinghamshire Healthcare NHS Trust. Patient Treatment Lists (PTL) with other detailed health data (for surgical patients) were linked to optimise the management of waiting lists and patient care and in particular, provide tools which support the efficiency of the perioperative pathway.

The Elective Recovery Solution, developed using Microsoft's Power BI tools offers clinical and operational staff a clearer and richer view of patients on the perioperative pathway enabling them to:

- Identify opportunities to improve patient outcomes through medical and lifestyle optimisation.
- Prioritise patients more effectively.
- Clear bottlenecks in the system.
- Monitor and ensure health equity in every use case.

Solution	Band	Annual Charge	Onboarding Charge
Elective Recovery - Primary Site	All Bands	£43,884	£109,710
Elective Recovery – Secondary Site	All Bands	£26,330	£26,330

Please note that both Johns Hopkins (see page 8) and BI Fabric (see page 9) are pre-requisites for the Elective Recovery solution.

Support of Additional Dataset – Standard:

Solution	Band	Annual Charge
Support of Additional Dataset - Standard	1	£27,428
Support of Additional Dataset - Standard	2	£40,113
Support of Additional Dataset - Standard	3	£52,112
Support of Additional Dataset - Standard	4	£63,426
Support of Additional Dataset - Standard	5	£74,054
Support of Additional Dataset - Standard	6	£83,997
Support of Additional Dataset - Standard	7	£93,254
Support of Additional Dataset - Standard	8	£101,825
Support of Additional Dataset - Standard	9	£109,710

Support of Additional Dataset – Complex:

Solution	Band	Annual Charge
Support of Additional Dataset - Complex	1	£43,884
Support of Additional Dataset - Complex	2	£64,180
Support of Additional Dataset - Complex	3	£83,380
Support of Additional Dataset - Complex	4	£101,482
Support of Additional Dataset - Complex	5	£118,487
Support of Additional Dataset - Complex	6	£134,395
Support of Additional Dataset - Complex	7	£149,206
Support of Additional Dataset - Complex	8	£162,919
Support of Additional Dataset - Complex	9	£175,536

SUS Dataset Management:

Solution	Band	Annual Charge	Onboarding Charge
Secondary Uses Service (SUS) Dataset Management	1	£16,457	£5,486
Secondary Uses Service (SUS) Dataset Management	2	£24,068	£5,486
Secondary Uses Service (SUS) Dataset Management	3	£31,267	£5,486
Secondary Uses Service (SUS) Dataset Management	4	£38,056	£5,486
Secondary Uses Service (SUS) Dataset Management	5	£44,433	£5,486
Secondary Uses Service (SUS) Dataset Management	6	£50,398	£5,486
Secondary Uses Service (SUS) Dataset Management	7	£55,952	£5,486
Secondary Uses Service (SUS) Dataset Management	8	£61,095	£5,486
Secondary Uses Service (SUS) Dataset Management	9	£65,826	£5,486

Appointments Data from EMIS EXA Feed:

Solution	Band	Annual Charge	Onboarding Charge
Appointments Data from EMIS EXA Feed	1	£16,457	£5,486
Appointments Data from EMIS EXA Feed	2	£24,068	£5,486
Appointments Data from EMIS EXA Feed	3	£31,267	£5,486
Appointments Data from EMIS EXA Feed	4	£38,056	£5,486
Appointments Data from EMIS EXA Feed	5	£44,433	£5,486
Appointments Data from EMIS EXA Feed	6	£50,398	£5,486
Appointments Data from EMIS EXA Feed	7	£55,952	£5,486
Appointments Data from EMIS EXA Feed	8	£61,095	£5,486
Appointments Data from EMIS EXA Feed	9	£65,826	£5,486

SLAM:

Solution	Band	Annual Charge	Onboarding Charge
SLAM	1	£16,457	£5,486
SLAM	2	£24,068	£5,486
SLAM	3	£31,267	£5,486
SLAM	4	£38,056	£5,486
SLAM	5	£44,433	£5,486
SLAM	6	£50,398	£5,486
SLAM	7	£55,952	£5,486
SLAM	8	£61,095	£5,486
SLAM	9	£65,826	£5,486

Continuing Healthcare (CHC):

Solution	Band	Annual Charge	Onboarding Charge
Continuing Healthcare	1	£16,457	£5,486
Continuing Healthcare	2	£24,068	£5,486
Continuing Healthcare	3	£31,267	£5,486
Continuing Healthcare	4	£38,056	£5,486
Continuing Healthcare	5	£44,433	£5,486
Continuing Healthcare	6	£50,398	£5,486
Continuing Healthcare	7	£55,952	£5,486
Continuing Healthcare	8	£61,095	£5,486
Continuing Healthcare	9	£65,826	£5,486

Social Care Funding:

Solution	Band	Annual Charge	Onboarding Charge
Social Care Funding	1	£16,457	£5,486
Social Care Funding	2	£24,068	£5,486
Social Care Funding	3	£31,267	£5,486
Social Care Funding	4	£38,056	£5,486
Social Care Funding	5	£44,433	£5,486
Social Care Funding	6	£50,398	£5,486
Social Care Funding	7	£55,952	£5,486
Social Care Funding	8	£61,095	£5,486
Social Care Funding	9	£65,826	£5,486

Patient Level Prescription Data:

Solution	Band	Annual Charge	Onboarding Charge
Patient Level Prescription Data	1	£16,457	£5,486
Patient Level Prescription Data	2	£24,068	£5,486
Patient Level Prescription Data	3	£31,267	£5,486
Patient Level Prescription Data	4	£38,056	£5,486
Patient Level Prescription Data	5	£44,433	£5,486
Patient Level Prescription Data	6	£50,398	£5,486
Patient Level Prescription Data	7	£55,952	£5,486
Patient Level Prescription Data	8	£61,095	£5,486
Patient Level Prescription Data	9	£65,826	£5,486

Johns Hopkins Licence:

Johns Hopkins Adjusted clinical groups (ACG) module includes:

- Automated processing of all relevant data through the ACG system and output data stored for use
- Use of ACG outputs in a large library of use cases
- Updates to ACG software in line with Johns Hopkins release schedule

Risk stratification - Provided via the integration of the internationally respected Johns Hopkins Adjusted clinical groups (ACG) system into the Graphnet Population Health solution. This integration provides a series of risk models and metrics supporting population health management and case finding. The ACG System as software does four things:

- Stratifies a population by the risk associated with their current morbidity burden and expected resource use
- Maps people and their diseases to different diagnostic groups to facilitate full disease profiling enabling wider long term condition analysis than using QoF conditions alone.
- Predicts patients who are likely to be high risk/high cost in the coming year
- Generates a series of other markers that can be used to sub-stratify and assist in case-finding and impactability activities – e.g. care coordination, ED visit classification

A profile for every patient based on demographic, diagnostic and pharmacy data and these additional markers is created that can be combined with other relevant data sets.

Population Segmentation - Patient Need Groups (PNGs): An innovative segmentation model, building upon the ACG System's whole-person approach to health needs. PNGs categorise each person in a population into one of eleven mutually exclusive and hierarchical segments based on an individual's morbidity profile and care needs. Each of the eleven PNGs describe the health need of the individuals within that segment but the model also allows for sub-segmentation within each PNG based on a series of 'care modifiers' and stratification based on risk.

Solution	Band	Annual Charge
Johns Hopkins	1	£219,420
Johns Hopkins	2	£329,130
Johns Hopkins	3	£438,840
Johns Hopkins	4	£548,550
Johns Hopkins	5	£658,260
Johns Hopkins	6	£767,970
Johns Hopkins	7	£877,680
Johns Hopkins	8	£987,390
Johns Hopkins	9	£1,097,100

BI Fabric Licence:

Solution	Annual Charge
Fabric F64	£92,156
Fabric F128	£184,313
Fabric F256	£368,626

BI Professional Licence:

Solution	Annual Charge	Onboarding Charge
BI Professional (Pack of 5)	£1,317	£3,291

Power BI Apps:

Solution	Annual Charge	Onboarding Charge
BI Power APPS (Block of 10)	£1,317	£3,291

Additional Research Environment:

Solution	Band	Annual Charge	Onboarding Charge
Additional Research Environment	1	£164,565	£10,971
Additional Research Environment	2	£240,676	£10,971
Additional Research Environment	3	£312,674	£10,971
Additional Research Environment	4	£380,557	£10,971
Additional Research Environment	5	£444,326	£10,971
Additional Research Environment	6	£503,980	£10,971
Additional Research Environment	7	£559,521	£10,971
Additional Research Environment	8	£610,948	£10,971
Additional Research Environment	9	£658,260	£10,971

Pseudonymised Data Mart:

Solution	Band	Annual Charge
Pseudonymised Data Mart	1	£197,478
Pseudonymised Data Mart	2	£288,812
Pseudonymised Data Mart	3	£375,208
Pseudonymised Data Mart	4	£456,668
Pseudonymised Data Mart	5	£533,191
Pseudonymised Data Mart	6	£604,776
Pseudonymised Data Mart	7	£671,425
Pseudonymised Data Mart	8	£733,137
Pseudonymised Data Mart	9	£789,912

Weight Management:

Solution	Band	Annual Charge	Onboarding Charge
Weight Management	1	£32,913	£10,971
Weight Management	2	£48,135	£16,045
Weight Management	3	£62,535	£20,845
Weight Management	4	£76,111	£25,370
Weight Management	5	£88,865	£29,622
Weight Management	6	£100,796	£33,599
Weight Management	7	£111,904	£37,301
Weight Management	8	£122,190	£40,730
Weight Management	9	£131,652	£43,884

Child In Need:

Solution	Band	Annual Charge	Onboarding Charge
Child In Need	1	£28,525	£8,777
Child In Need	2	£41,717	£12,836
Child In Need	3	£54,197	£16,676
Child In Need	4	£65,963	£20,296
Child In Need	5	£77,016	£23,697
Child In Need	6	£87,357	£26,879
Child In Need	7	£96,984	£29,841
Child In Need	8	£105,898	£32,584
Child In Need	9	£114,098	£35,107

Standard Dashboard Matrix:

Solution	Onboarding Charge
Standard Dashboard Implementation (Small)	£5,486
Standard Dashboard Implementation (Medium)	£8,777
Standard Dashboard Implementation (Large)	£10,971

	Annual Charge - Small	Annual Charge - Medium	Annual Charge - Large
Band 1	£10,971	£16,457	£21,942
Band 2	£16,045	£24,068	£32,090
Band 3	£20,845	£31,267	£41,690
Band 4	£25,370	£38,056	£50,741
Band 5	£29,622	£44,433	£59,243
Band 6	£33,599	£50,398	£67,197
Band 7	£37,301	£55,952	£74,603
Band 8	£40,730	£61,095	£81,460
Band 9	£43,884	£65,826	£87,768

Population Health – Service Days:

Service Packs are a means of customers purchasing a pot of days upfront at a discounted day rate. On site expenses will be recharged at cost. Service pack days must be used within 12 months of order.

Requests for days will be subject to availability. If a high number of days are required in any one month, then reasonable notice will be required for these to be fulfilled.

Solution	Annual Charge
Population Health Additional 10 Day Bundle	£8,777

Population Health Enhanced Package Subscription:

Solution	Band	Annual Charge
Population Health Enhanced Package Subscription	1	£131,652
Population Health Enhanced Package Subscription	2	£192,541
Population Health Enhanced Package Subscription	3	£250,139
Population Health Enhanced Package Subscription	4	£304,445
Population Health Enhanced Package Subscription	5	£355,460
Population Health Enhanced Package Subscription	6	£403,184
Population Health Enhanced Package Subscription	7	£447,617
Population Health Enhanced Package Subscription	8	£488,758
Population Health Enhanced Package Subscription	9	£526,608