



G-Cloud 15 Pricing Information



Shorter time to
initiate adequate
treatment



Collaboration
between care givers
& experts



Consistent long
term follow-up



Continuous
learning

G-Cloud 15 – Pricing Information

Welcome to the Omda Dermicus G-Cloud 15 Pricing document. Our pricing model is simple and easily calculable. We do not have hidden additional charges or fees to provide any of the solutions.

Supporting Explanations

The pricing model is simple to support adoption and enable transformation and benefits to occur from teledermatology. It is flexible and can be adjusted to meet with a commissioner's specific needs and budget structures.

This model is based on a per GP Practice site license or per photo clinic license, with no restriction on the number of users.

It is the responsibility of the commissioner to pay all charges and ensure that suitable cross charging and/or Service Level Agreement is in place. For the avoidance of doubt – Omda Dermicus will not be responsible for collecting payment from all user groups utilising the service.

Site users are defined as those employees or sub-contractors associated to that specific GP site or photo clinic.

For community services related to wound management, pricing would be specific to the number of GP practices being serviced by that wound management provider.

Model Overview

The Dermicus model is made up of two separate components each of which are the same whether you are procuring the skin cancer, wound care, or secure photo solution. In essence the total cost of the Dermicus service can be defined as the sum of:

- The Monthly Subscription;
- Training Services.

To understand your total cost of ownership you must add to this the hardware costs and connectivity costs which are likely to be a part of your infrastructure already, except for dermatoscopes.

Monthly Subscription

At the core of the Omda Dermicus financial model is the monthly subscription. There are no complicated fee structures of bandings in the Dermicus model. A single flat rate fee for each GP

Practice/Photo Clinic that wishes to use the service is charged monthly and has no restrictions on the number of users providing the service on the site of the GP Practice.

There are also discounts for volume of GP Practice/Photo Clinics sites purchased and the length of term committed to of the contracts which are cumulative making it cheaper to add more practices to your instance of the platform.

Training

Training is important with any new solution to support the adoption of a new service and improve the realisation of benefits. Whilst the Dermicus platform is intuitive, to ensure it is utilised safely and effectively, it is recommended that the one of the Dermicus training packages is purchased. Training is based on the availability of all users being able to take part in training at the same time and, where there are a larger number of users, take place on consecutive days.

What is not included in Dermicus Subscription Pricing?

Dermicus are happy to support their customers with any purchases required of out of scope goods and services. These are goods and services that may be required for the provisioning of the solution to end user and to reap the greatest benefit from the Dermicus platform. These include:

- Dermatoscopes – Dermicus are more than happy to provide advice on dermatoscopes and ensure that the commissioner will procure the correct devices that best suit their needs. When considering the total cost of ownership of this contract please bear the cost of dermatoscopes in mind as they are essential for the diagnosis of skin cancer (they are not essential for wound care).
- iPhones/other phones (and associated data plans)
- End Users devices (Computers) and associated peripherals and connectivity to access the web platform.
- Wound markers used for the feature Automatic Wound Measurement

Pricing Model

To support the NHS with the Long-Term Plan objectives, Omda Dermicus has developed a pricing model for ICPs and ICSs for both small- and large-scale implementations.

Basic GP Practice/Photo clinic Licence Charge

Licence for Dermicus platform per month per GP Practice/Photo clinic (centre)	£195
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Volume discounts (Calculated as a percentage reduction per annum)

0-20 Centres	0.0%
21-50 Centres	10.0%
51+ Centres	20.0%

Training Pricing

Type of Training	Charge
Online	£850 per day
On-site	£850 per day

The daily rate does not include training materials, travel and expenses, venue hire.