

G-Cloud 15

Pricing Summary

***Luscii: System-wide Remote
Patient Monitoring and
Condition Management
Platform***

Luscii Healthtech B.V.

Lot 2b Software as a Service (SaaS)

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Introduction

Luscii offers two licence options: a *Per patient licence* and an *Unlimited licence*. The Unlimited licence can be purchased per department (covering all pathways within the agreed clinical area) or as a 'Luscii for all' option (providing unlimited access across all Luscii care pathways). The section below sets out the pricing for each option and the basis on which charges apply. All prices are exclusive of VAT.

Usage licences

1. Unlimited licence

Licences are priced in bands based on the population covered by an NHS Trust, ICS or other organisation purchasing the service. Monthly prices are shown in the table, the minimum contract term is 12 months:

Population covered	Per department	"Luscii for all" - unlimited access to all pathways
0-300K	£2,750	£16,500
300K - 750K	£5,500	£33,000
750K - 1,500K	£8,250	£49,500
1,500K - 3,000K	£11,000	£66,000

For deployments to populations in excess of 3 million, prices will be based on multiples of the components in the table above.

2. Per patient licence

There is a fixed fee per month per concurrent patient up to 100 patients per department. With this licence you only pay per additional patient over these 100 patients in a particular month. The minimum contract term is 12 months.

Description	Costs
<i>Price per concurrent patient per month</i>	£18

The minimum fixed fee is £1,800 per department per month. When the number of active patients exceeds 100 patients in a particular month, the per patient fee applies for the excess number of patients over 100 patients.

Examples

Example A - per patient licence

An organisation with the per patient licence will have the following costs when 160 patients ('virtual ward beds') are admitted to the virtual ward concurrently. The price for (concurrent) patient per month is £18.

Description	Monthly costs per department
Fixed fee per department (up to 100 patients)	£1,800
60 extra patients included (60 * £18)	£1,080
Total per month	£2,880

N.B. With an average stay of 14 days in a virtual ward, two patients can be taken care of within that month, so pricing boils down to only 64p per patient per day (£18 / 28 days = ~64p per day).

Example B - unlimited licence per department

An NHS Trust with a population of 300K patients sets up a long term condition management service for respiratory conditions. Different protocols are available in Luscii, ranging from virtual wards to remote patient monitoring to self-management. The service supports 3,000 patients with a digital programme in Luscii; these vulnerable patients benefit from remote monitoring and digital coaching for less than £1 per month.

Description	Monthly costs per department
Unlimited licence respiratory department (0 - 300K population covered)	£2,750
Total licence per month (fixed)	£2,750
Patients included	3,000
Price per patient per month	92p

Example C - transition from a per patient licence to an unlimited licence

An ICS with a population of 700K patients starts a virtual ward with the per patient licence. Following the successful proof of concept the ICS develops step-down pathways into the community and also focuses on long term condition management. Once the number of patients exceeds 306 the unlimited licence becomes more cost-effective and the organisation can transition to the unlimited pricing model. From then onwards the organisation can add as many patients on remote patient monitoring, including self-management protocols, for only one flat monthly fee.

Description	Monthly costs per department
Per patient licence	
Fixed fee per department	£1,800
206 extra patients included	£3,708
Total per patient licence	£5,508
Unlimited licence more favourable	
Population 300-750K	£5,500

Implementation Charges

Implementation is charged as a one-off, up-front flat fee of £8,500 per pathway. The fee covers all activities required to take the service live, including care pathway re-design and optimisation, configuration of customer-specific requirements within the Luscii platform, comprehensive training (including on-site training where required) and provision of full user-guide documentation.

Discounts

The discounts visible on the listing in Digital Marketplace are not structured to present Luscii's discount approach. Luscii may, where appropriate, consider pricing adjustments based on the proposed contract term and scope. Any agreed adjustments will be confirmed during contracting.

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