



## EQL - PHIO ENGAGE PRICING

EQL believes in truly transparent and fair pricing for all our customers particularly within the NHS and public sector. The structure of our G-Cloud pricing consists of our per capita pricing, tiered based on the size of your patient population, and our specific waiting list pricing designed to help tackle backlogs of various sizes.

Reiterating our commitment to transparent and fair pricing the following considerations apply on all our pricing models

- No licence fees
- No support fees

### Onboarding fees

EQL designed and developed Phio Engage to offer exercise programmes for a variety of patient needs. Customers can review our extensive proprietary exercise library that has been used to create multiple injury and condition specific content. It is possible to configure this content for any number of pathways including the creation of bespoke exercise-based protocols or plans. New exercise content is created on a continual quarterly cycle meaning it is possible to request new content should there be a need. EQL will also provide training for clinicians on how to navigate the Admin Portal.

Fees range from £10,000 - £30,000 depending on customisation requirements.

### Service Fees

#### Per patient

- Unlimited access - Removing all barriers to engagement, we believe in delivering a service that works. We take on the adoption risk, meaning you can offer Phio Engage to any patient in your population.

Billed annually at the start of the contract term.

Phio Engage Pricing - Population health

|        | <500,000 patients | 500k - 1M patients | >1M patients |
|--------|-------------------|--------------------|--------------|
| Engage | £0.55             | £0.44              | £0.33        |

|                                              |       |       |       |
|----------------------------------------------|-------|-------|-------|
| With Access                                  | £0.75 | £0.65 | £0.55 |
| Access +<br>Engage +<br>Collect &<br>Prevent | £0.95 | £0.85 | £0.75 |

### Waiting list pricing (includes Phio Access & Phio Engage)

- Tackle specific backlogs - If you have significant waiting list challenges, we can run a full triage for all or selected patients on the list, moving all appropriate patients into self management through Phio Engage.

Billed as a one off at the start of the contract

Phio Access and Engage pricing - Waiting list

| <b>2,000 patients</b> | <b>5,000 patients</b> | <b>10,000 patients</b> | <b>20,000 patients</b> |
|-----------------------|-----------------------|------------------------|------------------------|
| £33,000               | £55,000               | £71,500                | £82,500                |

### Stand alone Phio Access and Engage pricing – Occupational Health

| <b>&lt;5,000 patients</b> | <b>5,000 – 15,000 patients</b> | <b>&gt;15,000 patients</b> |
|---------------------------|--------------------------------|----------------------------|
| £2.20 per person          | £1.65 per person               | £1.10 per person           |

### Insights Packages

As our customer, you are entitled to all Data captured. If however, you request further analytics on this Data we can build bespoke packages relating to what you are looking to understand.

### VAT

All prices exclude VAT