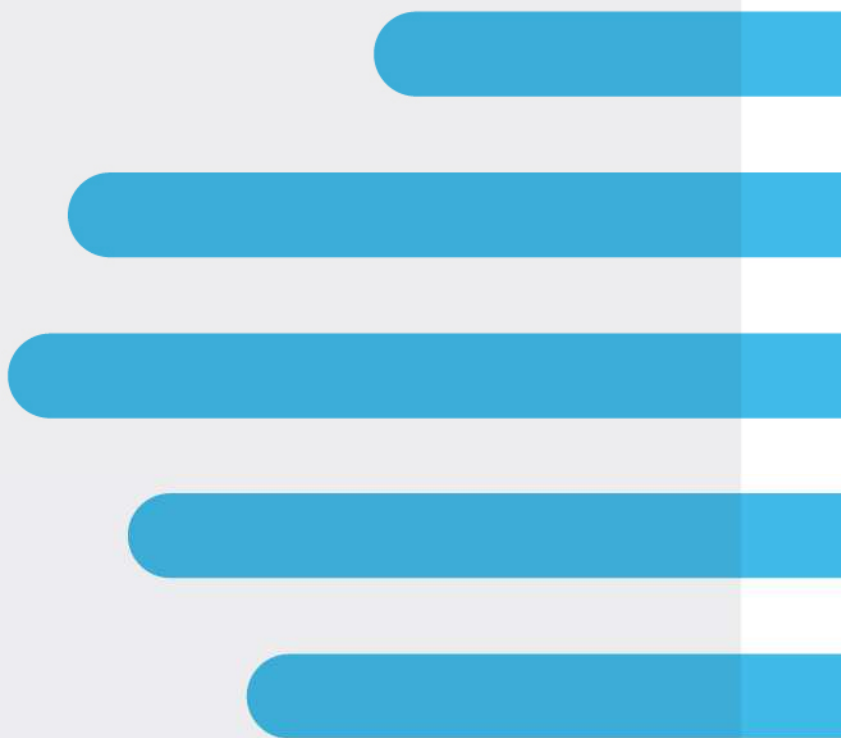


# IQVIA Health Flow

## *Pricing Document*

G-Cloud 15



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## PRICING

**IQVIA Health Flow** has three price components:

- Annual price to use the cloud-based solution (license cost)
- Implementation services
- Consulting services for analysis and change management

### License cost:

The driver for the license price is the number of employees of the care provider

The pricing table below should be multiplied by a factor depending on the number of employees

| # Employees   | Factor |
|---------------|--------|
| 0 – 999       | 0,8    |
| 999 – 1499    | 1      |
| 1500 – 1999   | 1,1    |
| 2000 – 2499   | 1,2    |
| 2500 – 2999   | 1,3    |
| 3000 – 3499   | 1,4    |
| 3500 – 3999   | 1,5    |
| 4000 – 4499   | 1,6    |
| 4500 – 4999   | 1,7    |
| 5000 – 5499   | 1,8    |
| 5500 – 5999   | 1,9    |
| 6000 – 6499   | 2      |
| 6500 – 6999   | 2,1    |
| 7000 – 7499   | 2,2    |
| 7500 – 7999   | 2,3    |
| 8000 – 8499   | 2,4    |
| 8500 – 8999   | 2,5    |
| 9000 – 9499   | 2,6    |
| 10000 – 10499 | 2,7    |
| 10500 – 10999 | 2,8    |

|               |     |
|---------------|-----|
| 11000 – 11499 | 2,9 |
| 11500 – 11999 | 3   |

Pricing for higher number of employees is on request.

**Pricing table (excluding VAT - valid until 31/12/2026)**

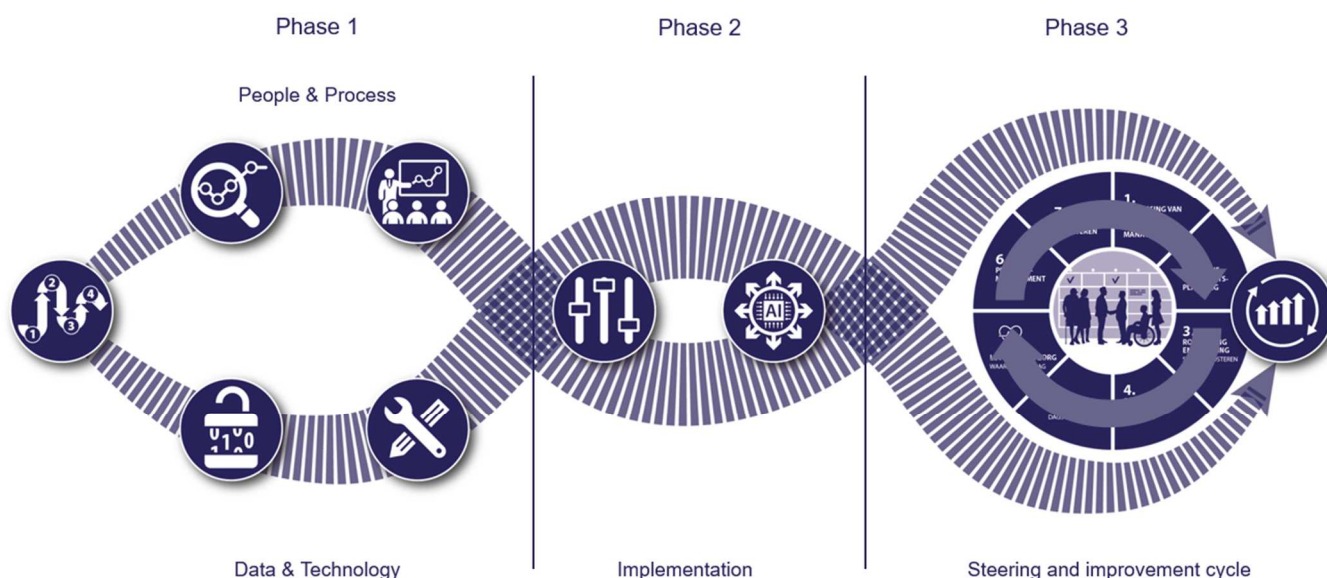
| item                                           | Description                                                                            | Price per year     |
|------------------------------------------------|----------------------------------------------------------------------------------------|--------------------|
| IQVIA Health Flow Insight Core component       | Actual and planned patient activity                                                    | <b>£ 51,108.00</b> |
|                                                | Actual and planned bed capacity                                                        |                    |
|                                                | Actual and planned staffing                                                            |                    |
|                                                | Connector ADT, OR Planning, EMR, Staff Planning                                        |                    |
|                                                | Encryption and secure transfer to Azure Cloud                                          |                    |
|                                                | Hosting Azure Cloud                                                                    |                    |
|                                                | Configuration and management console                                                   |                    |
|                                                | Monthly possibility to data download                                                   |                    |
|                                                | Repository for maximum 3 years of historical data                                      |                    |
|                                                | Bronze support: 5/7 during working hours and response time objective of 1 hour         |                    |
|                                                | 50 users included                                                                      |                    |
| Alerting                                       | Alerting functionalities for all users                                                 | <b>£ 3,822.00</b>  |
|                                                | 2 administrator users included for rule creation                                       |                    |
| Activity Forecaster                            | Prediction of patient activity                                                         | <b>£ 7,656.00</b>  |
|                                                | Prediction of bed capacity                                                             |                    |
| Staffing Forecaster                            | Prediction of staffing needs                                                           | <b>£ 7,656.00</b>  |
| Screen admission planner                       | User interface optimized for admission planner                                         | <b>£ 2,544.00</b>  |
| Screen mobile team                             | User interface optimized to manage the mobile nursing team                             | <b>£ 2,544.00</b>  |
| Screen Head nurse                              | User interface optimized for Head Nurse/care manager                                   | <b>£ 2,544.00</b>  |
| Screen Physician                               | User interface optimized for physician                                                 | <b>£ 2,544.00</b>  |
| Screen Hospital Management                     | User interface optimized for hospital wide management                                  | <b>£ 2,544.00</b>  |
| Pack of 20 additional users                    | 20 additional users                                                                    | <b>£ 9,573.00</b>  |
| Connector for frequent download                | Connector for frequent (more than once per month) download to local database           | <b>£ 12,768.00</b> |
| IQVIA Health Flow Manager for planning support | Digital Twin for operational planning support                                          | <b>£ 12,768.00</b> |
| IQVIA Health Flow Manager upgrade pack         | Upgrade IQVIA Health Flow Manager for Planning support to full simulation capabilities | <b>£ 26,826.00</b> |

|                                     |                                                                               |                    |
|-------------------------------------|-------------------------------------------------------------------------------|--------------------|
| IQVIA Health Flow Manager           | Digital Twin simulation environment                                           | <b>£ 38,328.00</b> |
| IQVIA Health Flow Manager on-demand | Monthly license for the Digital Twin simulation environment (Price per month) | <b>£ 3,822.00</b>  |

## Implementation and consulting services

The implementation of IQVIA Health Flow has several dimensions. Not only technical feasibility but also management and organizational impact are key success factors. Many current processes and source systems are not used for logistics management, so it is important to demonstrate the difference between the way we work now and what is required to be able to work successfully with the methods around IQVIA Health Flow. For this purpose, IQVIA has defined an implementation approach that enables the organization to make the right choices regarding implementation.

The implementation plan follows the process described below:



## Phase 1 Maturity Scan / Implementation plan

The delivery of phase 1 includes, in addition to the knowledge transfer, a complete report on the maturity of the organization in terms of patient flow management as well as an analysis of the technical possibilities and points of attention. All this is substantiated in a business case with a Return-on-Investment analysis (ROI).

This phase is essential as a preparation for working with IQVIA Health Flow and provides insight into the current state on a technical and organizational level. It contains following steps:

## Kick-off

During the Kick-off, we provide your employees with insight into the usefulness and necessity of optimizing the balance between demand for care and capacity. There will also be an explanation of frequently used terms and methodologies in the logistic optimization of your processes.

## Interviews

What actions are your employees already taking in the context of patientflow management? To what extent is there a perceived need? What bottlenecks do they experience? In this phase we lay the foundation for acceptance.

## Training

We provide a training on the basic concepts of patientflow management.

## Current processes

Which processes affect patientflow management. How and when are these processes performed, who is responsible and how uniform are they. Think of processes for discharge management, (staff) planning and appointment scheduling.

## Go and see

Based on the process inventory, we will visit a number of locations in order to observe and test the process analysis; this can be done physically as well as virtually.

## Technical analysis

In collaboration with your ICT department, an inventory is made of the currently used systems, the availability and completeness of the data. Tests are carried out which give an estimate of the steps to be taken during the technical implementation of IQVIA Health Flow.

## Data analysis

What is the variability of the patient flows, what is the variation index in the plannable versus emergency flows? What is the ratio between staffing and activity? What is the impact when you implement IQVIA Health Flow and what is the ROI?

## Impact & implementation

A clear and realistic report of the various improvement possibilities in your patient flow management. In which we consider matters like feasibility, plannability, and impact. You will also receive a detailed proposal for phases 2 and 3, in which the one-off and recurring costs are clearly set out.

## Assumptions

In the below budget indication for Phase1, we make the following assumptions

- The client appoints one contact person for project follow-up and scheduling of appointments
- A maximum of 10 persons will be invited for an interview
- A maximum of 10 people can participate in the training

- The people involved can make enough time and attention available for the interviews and training
- We assume a lead time of 3 months with a maximum of 6 months. If the turnaround time between kick-off and delivery exceeds 6 months and the delay is not attributable to IQVIA, additional costs may be charged

#### Rate card:

| Service                                                                             | Price (Ex VAT)               |
|-------------------------------------------------------------------------------------|------------------------------|
| IQVIA Health Flow<br>Levels 1–4 (Follow to Enable)                                  | £1,200.00 per person per day |
| IQVIA Health Flow<br>Levels 5–7 (Ensure/Advise to Set<br>Strategy/Inspire/Mobilise) | £1,500 per person per day    |

## Contact IQVIA

For further information about this service please contact us at:

**email:** [hss\\_salesenablement@iqvia.com](mailto:hss_salesenablement@iqvia.com)

**visit:** [www.iqvia.com/uk-nhs-solutions](http://www.iqvia.com/uk-nhs-solutions)