

Valuing Lives – Pricing

VCARE Module

Overview:

To help councils, care providers, social workers and other care professionals improve children and young people's long term outcomes and inclusion, IMPOWER launched Valuing CARE (VCARE) into market to enable:

- A creation of single, rounded pictures of the needs of children and the support that they need to succeed and prosper both within and outside of their home, from birth to adulthood
- The foundation for planning and commissioning of support, monitoring of progress and evaluation of support at a child and cohort level, and to enable earlier, more coordinated and appropriate support

This document considers how we price this module with our wider Valuing LIVES product suite to our customers.

Value:

VCARE delivers value to clients through providing a consistent, online approach to completing assessments of children and young people, their home environments and any potential environments such as Foster Carers. These assessments allowing Social Workers, Care Providers, Practice Teams and Local Authority Children's Social Care to see a full picture of the needs of the CYP in their area and the gaps present in meeting those needs.

The base platform provided to clients allows for all social workers in the area and all other relevant people (team leaders, commissioning teams, foster care support teams, plus leaders) to have access to the platform.

Additional value is to be provided through the Valuing LIVES platform by the inclusion of additional modules to the service. As an example, an INSIGHTs layer will provide different users with the appropriate, actionable insight for their role within the platform, helping them to take the most appropriate next actions when using the platform or to drive improvements in the care and support provided to Children and Young People in the area.

IMPOWER aims to reduce barriers to use of the platform wherever possible and so the base value to a client should include the number of users they are likely to need, plus an element for extra user numbers to allow for changes in personnel, growth, etc over the course of each year.

Pricing:

The base platform subscription price for an initial VCARE module and including INSIGHTs, for new customers, can be taken from the table below based on up to a specified number of users:

	Valuing LIVEs Module with INSIGHTs			
Module	Small	Medium	Large	Very Large
Base Price	£40,000	£55,000	£70,000	POA
Module	Number of users for sizing for Small, Medium and Large			
VCARE	Up to 100	100 to 250	250 to 500	500+

Note that the above table DOES NOT include any provision for any consultancy support required by clients to implement Valuing LIVEs modules into their work flow and general practices. If additional consultancy support is required this should be considered and priced according to standard IMPOWER processes.

The Small, Medium and Large user ranges in the table aim to cater for smaller clients such as City Councils at the Small end and Large Local Authorities at the Large end.

Variation in this base price can be considered for a number of reasons:

- A much lower user base, e.g. for a very small council, e.g. Isle of Wight
- For a trial period e.g. for shorter than a full year of use
- Restricted use, e.g. for a smaller, set, number of users within a trial period
- A multi-year contract e.g. a 3 year contract commitment could justify a 10+% discount for multi-year