

Salutare:

ONE Referral

Product Pricing
January 2026

Healthcareful® software is
designed by clinicians for
clinicians

Safely. Effectively. Efficiently.

PRODUCT SPECIFICATION OVERVIEW

The ONE Referral product from Salutare is a cloud-based patient-centred application for discussing patient cases amongst multiple clinical professionals in a multi-disciplinary team (MDT) meeting and to perform follow up monitoring for cancer and chronic patients. Salutare Group Ltd is a UK-registered software company based in London.

The overall aim of ONE Referral is to simplify referral to an MDT and reduce the time from referral to MDT discussion and recommendation. This improves the quality of the MDT discussions by providing all panel members with the key information needed to discuss and contribute to the MDT decision making. It keeps patients safe through tracking and reduces reliance on email as the collaboration mechanism for complex decisions in their care. Our goal is that patients are never lost in the system.

The Salutare ONE Referral solution can either be a cloud-based application running either on the internal private cloud tenant of the Trust, on the Microsoft Azure tenant of the Trust, or the Microsoft Azure tenant of Salutare.

No data or processing will be performed outside the borders of the UK.

BENEFITS

- Multiple clinicians on a single referral can contribute with ease
- Reduces the time from referral to treatment
- Never lose track of a patient referral
- Reduce effort and time collecting data on investigations
- Quickly triage referrals and process them more easily
- Reduce medical errors and delay with simple, controlled forms
- Keep patients in the loop on their progress
- Manage referrals and monitoring in a single place
- Beautiful, simple design reduces staff training time
- Monitor borderline safety medicines in the community, effectively

FEATURES

- Integrates with national and hospital systems for input and output
- Automated investigations transfers request
- Proforma customization and data control per MDT
- Generation of summary case report and MDT triage lists
- Local, Regional, and National directory of MDTs and inter-hospital
- Tracking and alerts for follow up on referrals and monitors
- Multiple views and modes for review and MDT collaboration
- Ad-hoc virtual team creation around specific cases
- Automated monitoring and Digital Blood Forms to patients
- Simple, automated reporting of adverse events to Yellow Card Service

PRICING

The product is priced according to a base platform service price plus the usage of the service according to the number of patient cases and monitored patients over time. There are yearly charges for integration maintenance. For medium and large Trusts we can create specialized packages to cover the requirements based on multi-year commitments. Generally the number of MDTs included and the range of patients monitored according to number of patients per month is assessed to size the base platform and expected monthly costs.

As a cloud-based product, Salutare ONE Referral is priced on a monthly basis with an annual commitment and upfront payment.

Implementation fees cover the set-up and training for the service before the Commencement Date. This includes the following activities: Project Design and Management, Technical Implementation, Training, and Launch.

Integration fees are to cover regular maintenance of connections to third-party EPR and LIMS systems, changes to data sources, and others.

Support via email, phone, and chat is included in the annual subscription.

PRICE LIST*

	Pricing	Unit	Time
Base platform	To assess	Per site	Per month
Patient case** [submission of one case through to completion]	£45	Per patient	Per case
Patient monitoring**	£10	Per patient	Per month
Implementation Fee	To assess	Per site	One time
Integration Services	£6000	Per site	Per year
Daily staff rates			
Senior consultant or developer	£1200	Per person	Per day
Developer	£900	Per person	Per day
Project or account manager	£900	Per person	Per day

*All fees are excluding but subject to VAT.

**Appointment booking and SMS fees charged separately.

HOW TO CONTACT US

You can email Salutare for more information at:

info@salutare.co.uk



RATE CARD
22/01/2026
All prices in £

BASE RATES

Connectors annual usage fees

EPR document upload	£	5,750	5
LIMS / RIS	£	17,250	15
TIE / Integration Engine	£	5,750	5
NHS eRS	£	11,500	10
ADT or PAS	£	11,500	10
Notifications	£	17,250	15
EPR FHIR / API	£	23,000	20

Connector installation fees

EPR document upload	£	7,015
LIMS / RIS	£	21,045
TIE / Integration Engine	£	7,015
NHS eRS	£	14,030
ADT or PAS	£	14,030
Notifications	£	21,045
EPR FHIR / API	£	28,060

Professional Services daily rates

Systems Architect	£	900
Sr Tech Specialist	£	750
Tech Specialist	£	650
DevOps	£	900
Operations	£	650
Project Manager	£	650

Onsite Training and Deployment

1 day including staff	£	2,250
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Reporting annual usage fees

ONE OFF DEPLOYMENT FEES

NHS MDT scenario	quan	price	total
ONE REFERRAL installation	1	£	28,800
CONNECTOR INTEGRATION	4	£	21,045
NOTIFICATION INTEGRATION	1	£	21,045
TRAINING AND DEPLOY ONSITE	5	£	2,250
Professional services	24	£	650

One off charges	£	160,875
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NHS Digital Pathology	quan	price	total
ONE TESTING installation	1	£	23,000
CONNECTOR INTEGRATION	-	£	7,015
NOTIFICATION INTEGRATION	-	£	21,045
TRAINING AND DEPLOY ONSITE	-	£	2,250
Professional services	-	£	650

One off charges	£	23,000
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NHS Monitor	quan	price	total
ONE MONITOR installation	1	£	36,000
CONNECTOR INTEGRATION	4	£	7,015
NOTIFICATION INTEGRATION	1	£	21,045
TRAINING AND DEPLOY ONSITE	12	£	2,250
Professional services	10	£	650

One off charges	£	118,605
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NHS Ordercomms	quan	price	total
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ANNUAL FEES

NHS MDT scenario	quan	price	total
ONE REFERRAL usage	1	£	48,000
CONNECTORS usage	4	£	23,000
Patient referrals	1,000	£	3
Notifications	1	£	17,250

Patients	2,000	
Annual charges		£ 160,250

NHS Digital Pathology	quan	price	total
ONE TESTING usage [100k]	1	£	46,000
CONNECTORS usage	1	£	17,250
Patient attendances	-	£	0.45
Notifications	-	£	17,250

Patient attendances	100,000	
Annual charges		£ 63,250

TOTAL	£	86,250
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NHS Monitor	quan	price	total
ONE MONITOR usage	1	£	60,000
CONNECTORS usage	4	£	5,750
Patients managed p/y	5,000	£	8.00
Notifications	1	£	17,250

Patients	7,500	
Annual charges		£ 140,250

NHS Ordercomms	quan	price	total
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