

Salutare:

ONE Testing

Product Pricing
January 2026

Healthcareful® software is
designed by clinicians for
clinicians

Safely. Effectively. Efficiently.

PRODUCT SPECIFICATION OVERVIEW

Over the past two years, patients who saw their GPs remotely due to COVID restrictions could not be given a blood form for their tests. We created the Salutare ONE Testing solution to take GP blood test requests and EPR blood test requests sent to any lab and translate them easily into laboratory analyser-compliant bar-coded labels and A4 blood forms.

This meant that phlebotomy reception could look up patients who arrived with no paperwork, print the labels and a blood form, and then send samples directly to the laboratory.

Samples could be checked and analysed with no need for further labelling or handling. Since launch in mid-2020, more than 750,000 patients have benefitted from the service. Now we've expanded the product to work with any HL7 or FHIR compliant EPR or TIE application.

The Salutare ONE Testing 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

- Reduce staff time spent relabeling handwritten tubes
- Reduce patient risk and errors with handwritten or relabeled tubes
- Remove duplicate requests to save up to 5% on costs
- Reduce patient visits to GP and OP with digital forms
- Reduce and remove paper forms and mailing costs
- Find lost or missing samples through scan and track
- Patients have details for requests, like a flight boarding pass
- Simplify requests process for clinicians and give time back
- Reduce patient harm with fewer phlebotomy sessions required
- Improve service and reduce costs with complete requests reporting

FEATURES

- Aggregate blood and pathology test requests in a single place
- Fast search for requests by patient name, NHS, MRN, DOB
- Print analyser compliant barcode labels for samples
- Scan collected samples and send status update to LIMS
- Web-based app for access in any location
- Standard and custom reporting for phlebotomy and pathology
- Send a Digital Blood Form to patients for requests
- Send SMS to patients for requests and to book appointments
- Organize and manage phlebotomy and pathology sites by location
- Track samples from order to the lab

PRICING

The product is priced according to a base platform service price plus the usage of the service according to the number of patient attendances to phlebotomy. 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 phlebotomy operation according to number of patients per month is assessed to size the base platform and expected monthly costs.

As a cloud-based product, ONE Testing 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 catalogues, 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 attendance [one phlebotomy session, one or more tests]	£0.50	Per patient	Per visit
Digital Blood Forms**	INCLUDED	Per patient	Per site
Reprints of labels and forms	FREE	Per patient or per test	Per visit
Integration Services	£4500	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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