

Salutare:

ONE Testing

Product Specification
January 2026

Healthcareful® software is
designed with clinicians for
clinicians

Safely. Effectively. Efficiently.

PRODUCT SPECIFICATION OVERVIEW

Over the past four 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 700,000 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 Group LTD.

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

MAIN PRODUCT CAPABILITIES

PAPERLESS BLOOD TEST REQUEST WORKFLOW

We digitize the order lookup and labeling to make it easy for phlebotomy and pathology staff to generate compliant labels for any blood test for any patient.

- **One place to go – a single app for all requests**
A single point of enquiry for phlebotomy and pathology staff for all blood test requests originating from GPs and Hospital doctors through their Electronic Patient Record (EPR) systems such as Cerner or EPIC and via LIMS such as WinPath.
- **Analyzer-Compliant labels means labelling tubes only once**
Analysers use barcodes to identify the sample and proceed with analysis. Poor barcodes mean rejected tubes, re-labelling and delays. Handwritten tubes means slow processes in phlebotomy, and errors. All tube labels are clearly printed in high quality for direct use in the lab.
- **No blood forms needed by patients**
Rapid look up using NHS no. or name/date-of-birth for blood tests. No paper forms or QR codes required.
- **Simplified and faster access for staff**
The phlebotomy department does NOT require connection to the EPR system, but only a secured, authenticated connection to the Salutare cloud-based app on Microsoft Azure. This means that phlebotomy units based in community hospitals or GP surgeries or even community nurses can access the test requests and print the bar-coded labels outside of a hospital setting.
- **Track and trace all samples**
Generate a “Collected” notice by scanning filled blood tubes around the time of venesection and see an audit trail from phlebotomy to the laboratory. Know when and where the label was printed and who scanned the completed blood sample. Even identify the printer of consistently poor quality labels and arrange a service for a printer.
- **Report on and audit your process**
Standard reports are available out of the box and these can be tailored to local needs. Thus, it will tell you how many patient requests or labels were printed in each phlebotomy or pathology location by day, week or month. You can identify who has printed or scanned a bar coded label.

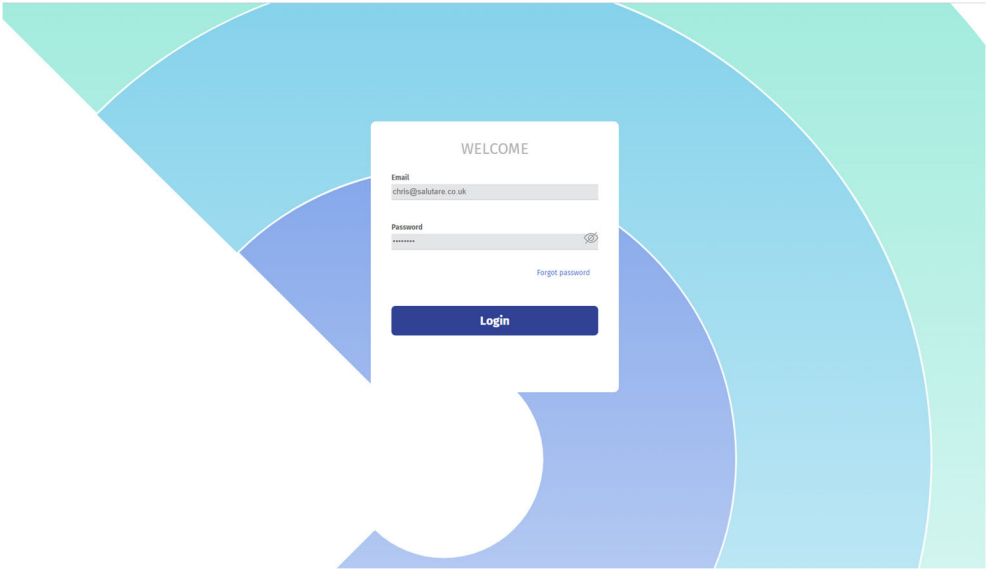
DIGITAL BLOOD FORMS

When a blood test is requested patients expect to be given a paper form as a 'receipt'. The ONE Testing Digital Blood Form replaces this with a QR Code combined with a link to book an appointment through an online booking app, such as SwiftQueue. Across the NHS, Salutare works in partnership with SwiftQueue to make this seamless and easy for patients and staff.

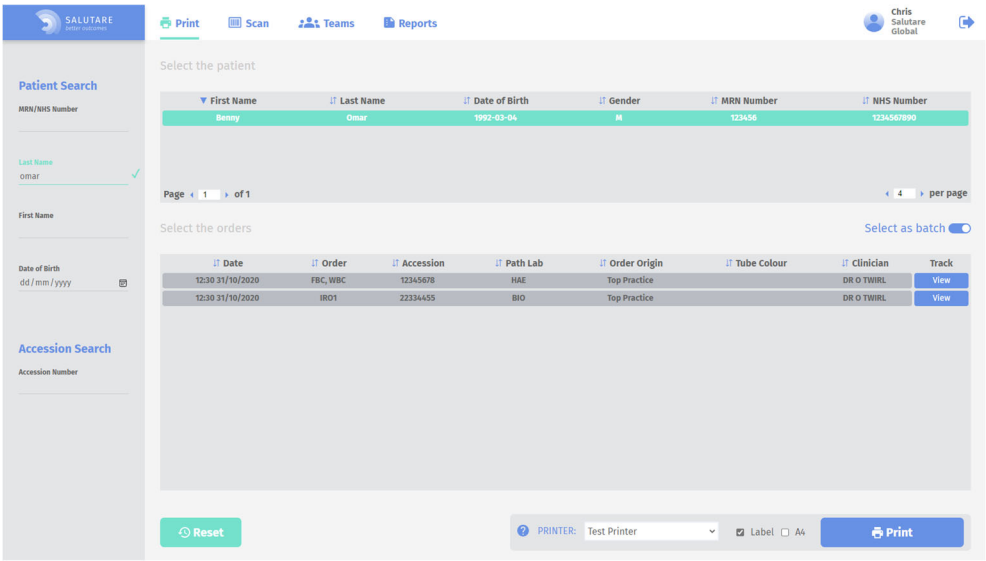
- **Automated test retrieval and contact look up** When a blood test request from any EPR such as TQuest, SunQuest, or Cerner or EPIC is made, ONE Testing looks up the patient's email and cellphone number available through the National SPINE or through a local PAS database.
- **Automated email and SMS updates** An email and a text message is sent simultaneously notifying them that a blood test has been requested by their doctor, and they should click on the link or go to SwiftQueue directly to register or sign-in and make an appointment for their blood test. ONE Testing clearly shows missing contact details and helps staff make quick updates for automated sending to patients.
- **Quick confirmation and durable links** Patients receive a link which enables them to download a QR code for their blood tests and a confirmation of their appointment. Fully secured and encrypted.
- **Ease of use and flexibility for staff** The Phlebotomy reception can either quickly scan the QR code of the Digital Blood Form OR look up the patients' tests by their personal details.

PRODUCT VIEWS

Simple login screen can be linked to third-party directories and authorization applications.



Quick search for patients and test requests makes it easy to find requests to print labels and forms.



Scan and track to see which samples are ready and which ones are missing. Send a 'Sample Collected status update' message directly

back to your LIMS, TIE, or EPR to save hours of staff time. Generate daily reports to find issues and fix them.

SALUTARE

Order Management

Print

Scan

Teams

Reports

Users

Blood Forms

Garry Salutare Global

Order Search

Search by any order data

Begin scanning barcodes to record received samples

Scans (0)

Last Scanned

Order

Patient Name

NHS No.

MRN No.

Barcode

GP Practice

Page 0 of 0

8 per page

Printed (3)

Printed On

Order

Patient Name

NHS No.

MRN No.

Barcode

GP Practice

15:59 09/05/2022

FBC, WBC

Benny Omar

1234567890

123456

12345678

Top Practice

15:59 09/05/2022

IRD1

Benny Omar

1234567890

123456

22334455

Top Practice

15:58 09/05/2022

WBC, WBC, HCYS

Ben Longhurst

543793324

836443

45980654

sit

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8 per page

Manage Teams and Locations to organize people and printers around locations and track their usage. Also, you can easily find poorly performing printers for quick replacement.

SALUTARE

Order Management

Print

Scan

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Teams

Add New Team

Team Name

Team Location

333

333

Armadillo

UK

Armsec Test2

UK

Johnny-admin

UK

Kevin's Team

Royal Free and Laptop

Salutare

Global

Test Team

Catford

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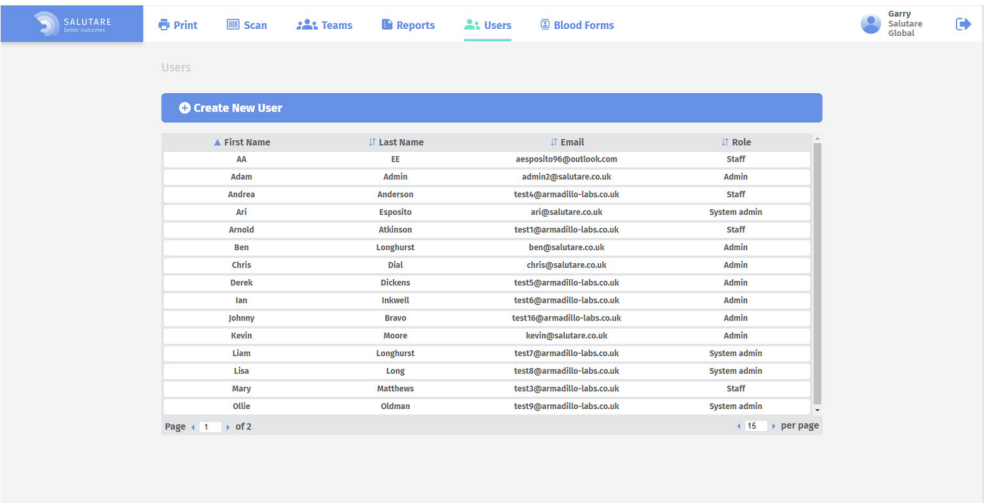
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Salutare Group

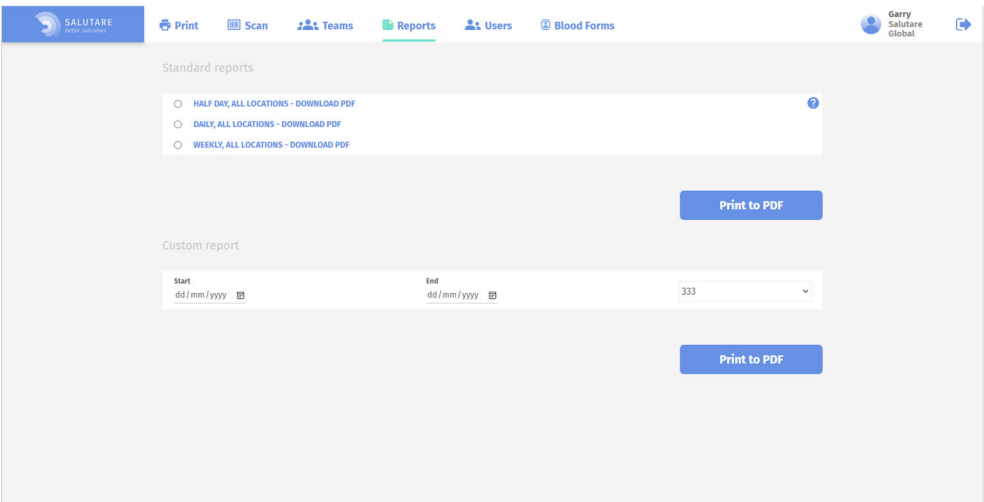
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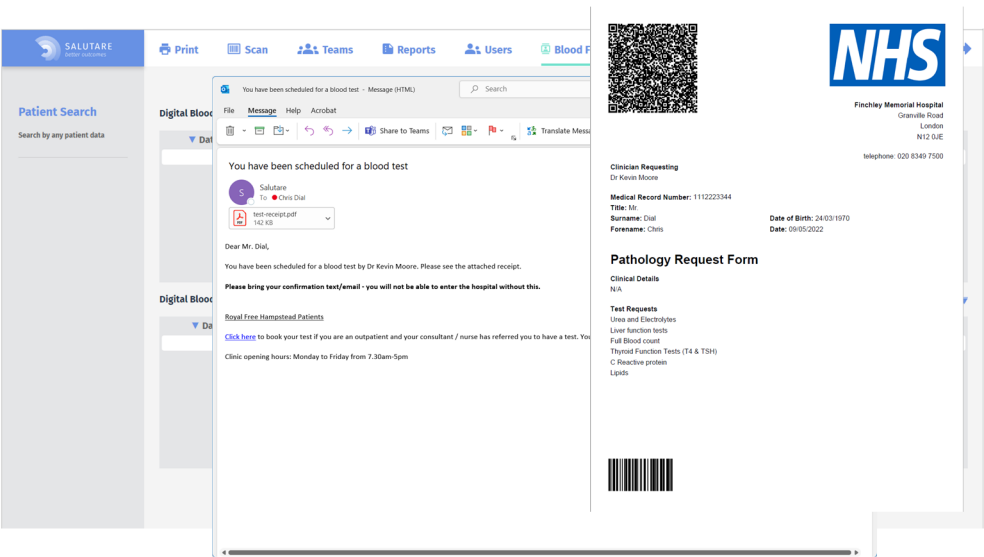
Manage users and Teams with a simple interface.



Create reports to manage phlebotomy and pathology workflow.



Create and send Digital Blood Forms to your patients using PAS and SPINE connections for patient demographics.



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.

ONE Testing is a cloud-based product 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	£1100	Per person	Per day
Project or account manager	£1100	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