

**Salutare:**

# ONE Ordercomms

Product Pricing  
January 2026

Healthcareful® software is  
designed by clinicians for  
clinicians

Safely. Effectively. Efficiently.

## PRODUCT SPECIFICATION OVERVIEW

ONE is designed to make requesting investigations simple, safe, and consistent in all care settings. ONE brings together patient context, test selection, and clinical requirements into a single, structured workflow that supports clinicians at the point of decision-making. By reducing unnecessary steps, surfacing relevant prior information, and automatically collecting the right clinical details, ONE helps ensure orders are complete, appropriate, and ready to act on.

The Salutare ONE Ordercomms 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

- Reduces operational costs and waste by eliminating paper, unnecessary testing, and manual processes.
- Improves patient safety through digital audit trails, reduced errors, and better information sharing.
- Connects multiple organisations into a single, unified view of the patient to coordinate care.
- Deploys rapidly and integrates seamlessly with your existing IT systems.
- Future-proofs your investment with scalable, standards-based technology that adapts to change.

### FEATURES

- Access in any location via web app
- Send a Digital Blood Form to patients for requests
- Lists available test requests into categories, searchable
- Requests the presentation and question being asked
- Collects the indication, new or repeat, allergies, alerts for monitoring
- Presents blood test results with abnormalities highlighted
- Sends results to orders submitted to the origin system
- Presents blood and radiology test results with abnormalities highlighted
- Shows other results as they arrive to the service
- Works with common IT systems and local means of payment

### 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 Ordercomms 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      |
|-------------------------------------------------------------------------|-----------|-------------|-----------|
| <b>Base platform</b>                                                    | To assess | Per site    | Per month |
| <b>Patient case**</b><br>[submission of one case through to completion] | £45       | Per patient | Per case  |
| <b>Patient monitoring**</b>                                             | £10       | Per patient | Per month |
| <b>Implementation Fee</b>                                               | To assess | Per site    | One time  |
| <b>Integration Services</b>                                             | £6000     | Per site    | Per year  |
| <b>Daily staff rates</b>                                                |           |             |           |
| <b>Senior consultant or developer</b>                                   | £1200     | Per person  | Per day   |
| <b>Developer</b>                                                        | £900      | Per person  | Per day   |
| <b>Project or account manager</b>                                       | £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](mailto: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 |
|-----------------------|---|-------|

##### 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 |
|-----------------|---|---------|

| 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 |
|-----------------|---|--------|

| 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 |
|-----------------|---|---------|

| NHS Ordercomms | quan | price | total |
|----------------|------|-------|-------|
|----------------|------|-------|-------|

#### 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 |
|-------|---|--------|

| 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 |
|----------------|------|-------|-------|
|----------------|------|-------|-------|