

Salutare:

ONE Monitor

Product Pricing
January 2026

Healthcareful® software is
designed by clinicians for
clinicians

Safely. Effectively. Efficiently.

PRODUCT SPECIFICATION OVERVIEW

The ONE Monitor 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 chronically unwell patients. This includes the safety of medicines that require blood test monitoring. Salutare Group Ltd is a UK-registered software company based in London.

Salutare ONE Monitor simplifies clinical workflows and improve patient safety. It prevents patients from getting lost to follow-up by showing both clinical staff and patients important information when it is needed. As a highly interoperable platform, a patient can be added manually or the information may be pulled from health record systems. We have designed Salutare ONE Monitor to be highly secure and yet deliver team collaboration across specialties and workflows.

The Salutare ONE Monitor 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 times from referral to treatment
- Configured for MDT referrals or Pharmacy Management
- Reduce effort and time collecting data on investigations
- Reduce medical errors and delay with simple, controlled forms
- Keep patients in the loop on their progress
- Manage monitoring in a single place
- Minimise attendance to hospital for tests
- Beautiful, simple design reduces staff training time
- Monitor borderline safety medicines in the community, effectively
- Clinical governance framework for NICE or guideline compliance
- Patients don't get lost in the system
- Saves patients from having multiple incomplete blood tests

FEATURES

- Integrates with national and hospital systems via HL7 and FHIR
- Collates information from Summary Care Record on the Spine for an MDT or new prescription
- Digitally records discussions, consultations and recommendations
- Automates monitoring of long term conditions that require regular tests
- Automates requests for baseline tests and monitoring tests

- Alerts clinicians to any critically abnormal results
- Tracks drugs with borderline safety margin in the community effectively
- Reports adverse effects to MHRA through Yellow Card API
- Generates patient-specific monitoring for multiple co-morbidities
- Groups multiple tests needed into one or more sets
- Sends digital blood forms and reminders to patients
- Requires no paper – a green solution.
- Reports key metrics
- Informs patients of their results and any critical alerts

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 Monitor 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

Salutare:

RATE CARD
22/01/2026
All prices in £

BASE RATES

Connectors annual usage fees			
base rate	EPR document upload	£ 5,750	5
1150	LIMS / RIS	£ 17,250	15
	TIE / Integration Engine	£ 5,750	5
Adapter integ	NHS eRS	£ 11,500	10
1.22	ADT or PAS	£ 11,500	10
	Notifications	£ 17,250	15
Referral/Monitor	EPR FHIR / API	£ 23,000	20
0.6			
Connector installation fees			
Testing	EPR document upload	£ 7,015	
0.5	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	£ 28,800
CONNECTOR INTEGRATION	4	£ 21,045	£ 84,180
NOTIFICATION INTEGRATION	1	£ 21,045	£ 21,045
TRAINING AND DEPLOY ONSITE	5	£ 2,250	£ 11,250
Professional services	24	£ 650	£ 15,600
One off charges			£ 160,875

NHS Digital Pathology	quan	price	total
ONE TESTING installation	1	£ 23,000	£ 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	£ 36,000
CONNECTOR INTEGRATION	4	£ 7,015	£ 28,060
NOTIFICATION INTEGRATION	1	£ 21,045	£ 21,045
TRAINING AND DEPLOY ONSITE	12	£ 2,250	£ 27,000
Professional services	10	£ 650	£ 6,500
One off charges			£ 118,605

NHS Ordercomms	quan	price	total
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ANNUAL FEES

NHS MDT scenario	quan	price	total
ONE REFERRAL usage	1	£ 48,000	£ 48,000
CONNECTORS usage	4	£ 23,000	£ 92,000
Patient referrals	1,000	£ 3	£ 3,000
Notifications	1	£ 17,250	£ 17,250
Patients	2,000		
Annual charges			£ 160,250

NHS Digital Pathology	quan	price	total
ONE TESTING usage [100k]	1	£ 46,000	£ 46,000
CONNECTORS usage	1	£ 17,250	£ 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	£ 60,000
CONNECTORS usage	4	£ 5,750	£ 23,000
Patients managed p/y	5,000	£ 8.00	£ 40,000
Notifications	1	£ 17,250	£ 17,250
Patients	7,500		
Annual charges			£ 140,250

NHS Ordercomms	quan	price	total
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