

Salutare:

ONE Monitor

Product Specification
January 2026

Healthcareful® software is
designed by clinicians for
clinicians

Safely. Effectively. Efficiently.

PRODUCT SPECIFICATION OVERVIEW

The Salutare ONE 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 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 to be highly secure and yet deliver team collaboration across specialties and workflows.

Refer and Evaluate

This simplifies the complex task of referral creation across and within organisations. It is designed to improve the quality of referrals overall and to reduce the time from referral to an MDT discussion and recommendation. This is then reviewed by Evaluate, which we have optimised for team collaboration to process or stream cases virtually. This means an MDT to focus live discussions on complex cases. By providing pertinent clinical information to clinical decision making, it improves the quality of the MDT discussions. The same workflow works for inter-hospital referrals where on-call doctors seek advice and transfer patients between hospitals. The referrals are tracked in one place with sharing mechanisms, which reduces reliance on email.

Monitor

A digital solution for clinical teams who track patients who need to be monitored for disease progression, development of complications, or the safety of medicines. This includes patients with chronic conditions such as diabetes, fatty liver disease, or cirrhosis, and patients who have been treated for a cancer, e.g. who need repeat blood tests every 6 months or so. For example, this can monitor worsened control, liver fibrosis, development of liver cancer, or recurrence of prostate cancer. Currently these all require repeat outpatient or GP visits with tests requests, most of which can be automated with alerts when abnormal results emerge.

Salutare ONE Monitor saves patients and clinician time while being more reliable and safe. It amalgamates the different monitoring scheduled tests required for patients with multiple co-morbidities so that patients only get bled once to three times yearly with everything done at the same time. This decreases the number of blood tests which is better for patients, the staff, and the environment. The same infrastructure and software allows for custom task and workflow generation, for example teams can set tasks comprising of risk scores, scans, blood tests, or other.

Salutare ONE Monitor automates the schedule of testing based on NICE guidelines, and alerts clinicians when critically abnormal results occur. The same software can be used by pharmacists or home-delivery companies to ensure that the guidelines are followed before repeat prescriptions are issued.

Patients self-report side-effects and outcomes, and answer questionnaires required for the continued prescribing of expensive drugs.

Salutare ONE 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

- 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

MAIN PRODUCT CAPABILITIES

SIMPLE, FAST REFERRALS TO MDTs BY CLINICIANS

Salutare ONE simplifies the referral process for MDTs across a range of NHS Trusts and other healthcare providers, and it collects the key information required. The MDT panel takes in hand all the relevant information needed for a clinical discussion to improve decisions.

- **Integration with NHS and hospital applications**
Salutare ONE communicates with HL7 and FHIR to connect with PAS and EPR systems, and it integrates with national NHS services like SPINE, SCR, and CIS2 in order to access information already available. This saves times for clinicians and keeps patient details consistent.
- **Short, mandatory proforma for critical information**
Every MDT Panel has a set of information that is critical to review the case and make a recommendation. To improve the quality and timeliness of the preparation, Salutare ONE uses a clean UI, standard and limited custom questions, and validation to make sure the necessary information is in place before a review starts.
- **Quick first assessment for streamlining**
Once the referral proforma is completed, the referrer is asked whether the case for discussion is in their opinion considered complex or simple to allow stratification of referrals to triage with national guidelines.
- **Simplified and faster access for NHS staff**
Access to the referral service can be given across NHS staff at hospitals for direct access. That means clinicians can quickly find MDTs and submit their referrals in a few minutes instead of spending time finding an MDT chair.
- **Simple, clean reports for export, review, and EPR upload**
Once data entry is complete, a PDF of all information is created and electronically sent to the MDT coordinators to be uploaded to the patient's Electronic Health Record or filed as a paper copy.
- **Report on and audit your process**
Standard reports are available out of the box and these can

be tailored to local needs. Keep track of MDT performance, lagging referrals, incomplete drafts, and late actions. KPIs and OKRs can be customized according to the team, and administrators can track and review progress across multiple MDT teams.

DASHBOARD TRACKS REFERRALS AND PANEL DISCUSSIONS

Salutare ONE makes it simple for MDT coordinators, chairs, and clinicians on the MDT Panel to process and review incoming referrals. They are kept in a single, visible list with several criteria which coordinators use to categorize and filter referrals for quick reference. All MDT Panel members and guests can view the referrals at any time to review or comment, and they can follow on their own device during the meeting.

- **Share the same view with the entire Panel**
The dashboard shows all the incoming referrals and is accessible by the team members sitting on that specific MDT panel, such as the MDT chair, coordinator, CNS, and other clinicians. Clinicians can see the referral and details at any time, before or after the Panel, and on their own device.
- **Collect and summarize Panel input**
Salutare ONE directly captures in the referral all relevant information and puts it in the same place. The whole clinician team can see everything that is going on. Any clinician on the referral or in the Panel can comment on the referral – ask questions, point out issues, or mention other clinicians and data.
- **Take next actions from the dashboard directly**
The panel team members can open a referral, and the Chair and Coordinator can clear it with an active decision to palliate, treat, monitor, or other next actions. All panelists and guests to a referral can comment or respond in a comment thread at any time. That means a discussion can follow before, during, and after a Panel meeting.
- **Manage incomplete and draft referrals**
Incomplete referrals are minimised by the platform as all essential information is complete before being made available to the MDT team or specialist centre. Mandatory

fields in the referral proforma reduce incomplete referrals missing critical information such as requiring the referrer to ask a specific MDT question or to include fitness for surgery information.

- Clarify and ask investigations before the MDT Panel
Save clinician time and reduce the wait for a decision for a patient by handling the problems up front. In the event that the panel is not satisfied with the information provided on the referral, the panel team member can send a comment to the referrer asking for further information or clarification. The referral remains in draft until the information is ready. That means patients are seen faster and only once.
- Keep to deadlines
Referrals capture the important dates on creation to make sure the team keeps to 2WW and 62 day timelines. The Dashboard displays them according to RTT deadlines for reporting within the Cancer network, as well as sorted by referrer and any other criteria the Chair deems important.
- Export referrals, summaries, and data
After review and a summary recommendation is complete, a PDF of all information is created and electronically sent to the MDT coordinators and referring clinician. Staff can easily upload it to the patient's Electronic Health Record, a document management system, or file it as a paper copy. Further data export and updates are possible through HL7 and FHIR interfaces. Referrals may also be directed towards third-party NHS services such as NHS DigiTrials for new drug trials.

AUTOMATICALLY MONITOR PATIENTS AND OUTCOMES

Usually the outcome of a referral review leads to a treatment, a further investigation, a referral to another specialist consultant or team, or a long-term monitor. Coordinators set the next actions on referrals for these and other outcomes using Salutare ONE, and the product notifies clinicians according to a schedule or guideline. Automated updates and dashboard views make it easy to see what patients need attention and helps everyone keep an eye on patients' outcomes so that no patient is ever lost to the system.

- Follow up monitoring assigned to a referral
After review, referrals are flagged with the recommendation and assigned next actions for follow up. The product keeps track of commitments and makes updates on the dashboard. Specific guidelines or reminders can be set by administrators.
- A single dashboard to see all referrals and monitors
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. Test Clearing clearly shows missing contact details and helps staff make quick updates for automated sending to patients.
- Automate investigations for patients and follow up
Salutare ONE can send patients a Digital Blood Form for further or regular testing so that it's easy for them to book and attend phlebotomy. It can send emails and SMS with link to book appointments directly. [*requires deployment of Salutare Test Clearinghouse and a third-party appointment booking app]
- Ease of use and flexibility for staff
Anyone invited to view the referral or working in the MDT Panel can see patients who are in monitoring. They can quickly see their status and any required actions.

Pharmacists can self-refer a patient with a specific problem which lead to a pharmacist-led prescription in the community. They use Salutare ONE to record the encounter digitally that creates a PDF that can be uploaded to any GP's Primary Care Record system, e.g. EMIS or SystmOne. Automated updates and dashboard views make it easy to see what patients need attention and helps everyone keep an eye on patients' outcomes so that no patient is ever lost to the system.

- Download patient demographics and summary care Records from the national Spine, edit in Salutare ONE. Standardized format with integrated customizable questions.
- Capture the core information
Edit Patient preferences, safe-guarding issues, language (need for translator), mobility issues. Assessment of referrer on overall fitness (WHO or Rockwell score). Consent for contact for research.
- Interactive diagrams and quick copy/insert
Show site of area of interest, e.g. site of a rash. Copy and Paste functionality for reports and blood results from external EPRs into labelled panel boxes for review during discussion.
- Share and record updates easily
Copy referral to NHS colleagues (NHS email only). Record observations such as blood pressure, weight, temperature, and to electronically record comments to update GP records
- Send updates to EPR and letters out for good governance
Downloads PDF of encounter with date and time stamp directly into GP record. Sends PDF of encounter details for their record in addition to the platform. Provides good clinical governance framework for Pharmacy Prescribing.

PRODUCT VIEWS

Simple Dashboard gives a clinician, a coordinator, an MDT Chair or any NHS staff working on a referral a quick view of the referrals they are working on. At the top, clinicians can quickly create a new Referral or a new Monitor.

S

Search for a patient

Welcome Mr. Moore

New Referral

New Monitor

Sort by

Not yet submitted

Sergio Cabrera

DOB: 27/12/1978 43M
NHS N°: 555 553 4664
Days to target: 5 days
MDT: NET

INCOMPLETE

Russel Thomas

DOB: 22/12/1988 32M
NHS N°: 533 333 4334
Days to target: 13 days
MDT: NET

INCOMPLETE

Sam Smith

DOB: 15/03/1981 40M
NHS N°: 333 333 4664
Days to target: 24 days
MDT: NET

INCOMPLETE

Diane Gray

DOB: 15/03/1981 40F
NHS N°: 444 443 4444
Days to target: 6 days
MDT: NET

INCOMPLETE

Carl Olsson

DOB: 31/10/1984 37M
NHS N°: 555 553 4664
Days to target: 20 days
MDT: NET

INCOMPLETE

Submitted

Alister Woods

DOB: 31/10/1984 37F
NHS N°: 536 333 3333
Days to target: 12 days
MDT: NET

NEEDS ACTION

Allan Paul

DOB: 07/01/1992 20M
NHS N°: 555 553 2222
Days to target: 16 days
MDT: NET

NEEDS ACTION

Andrew Butler

DOB: 21/04/1995 23M
NHS N°: 536 333 1111
Days to target: 10 days
MDT: NET

NEEDS ACTION

Andrea Ward

DOB: 11/01/2000 21F
NHS N°: 234 100 8888
Days to target: 24 days
MDT: NET

NEEDS ACTION

Completed referrals

From

To

Sort by

Sort by

VIEW ALL

Dashboard views for coordinators and staff to more easily manage a lot of referrals or monitors at the same time.

S

Search for a patient

Welcome Mr. Moore

New Referral

New Monitor

Sort by

Not yet submitted

Patient	DOB	NHS N°	Days of target	MDT	Status
SERGIO CABRERA	27/12/1978 43M	555 553 4664	5 DAYS	NET	INCOMPLETE
RUSSEL THOMAS	22/12/1988 32M	533 333 4334	13 DAYS	NET	INCOMPLETE
SAM SMITH	15/03/1981 40M	333 333 4664	24 DAYS	NET	INCOMPLETE
DIANE GRAY	15/03/1981 40F	444 443 4444	6 DAYS	NET	INCOMPLETE
CARL OLSSON	31/10/1984 37M	555 553 4664	20 DAYS	NET	INCOMPLETE

Submitted

Patient	DOB	NHS N°	Days of target	MDT	Status
ALISTER WOODS	31/10/1984 37F	536 333 3333	12 days	NET	NEEDS ACTION
ALLAN PAUL	07/01/1992 20M	555 553 2222	16 days	NET	NEEDS ACTION
ANDREW BUTLER	21/04/1995 23M	536 333 1111	10 days	NET	NEEDS ACTION
ANDREA WARD	11/01/2000 21F	234 100 8888	24 DAYS	NET	NEEDS ACTION

Completed referrals

From

To

Sort by

Sort by

VIEW ALL

Simple three-step guide to a referral means that clinicians are led to find a patient, find an MDT, and enter the critical dates to start a referral in a few moments.

Dialogue.

Welcome Mr. Moore

1

SELECT A PATIENT AND LEAD CLINICIAN

Q Patient

SEARCH

Q Lead clinician

SEARCH

Create a new patient

Advanced search

2

FIND A MDT

Q

DIAGNOSE AND TREAT

ADVICE ONLY

OTHER

3

REFERRAL DATE

Q

GP REFERRAL

HOSPITAL REFERRAL

NOT KNOWN

NOT APPLICABLE

Patient lookup on standard systems to find and import patient details from known sources like a PAS, EPR, or the NHS SPINE. The SPINE is the preferred source for patient demographics.

Dialogue.

Welcome Mr. Moore

1

SELECT A PATIENT AND LEAD CLINICIAN

Q Benny I

SEARCH

Q Lead clinician

SEARCH

Create a new patient

Advanced search

2

FIND A MDT

Q

DIAGNOSE AND TREAT

ADVICE ONLY

OTHER

3

REFERRAL DATE

Q

GP REFERRAL

HOSPITAL REFERRAL

NOT KNOWN

NOT APPLICABLE

SEARCH RESULTS

Patient	DOB	NHS N°
BENNY OMAR	27/12/1978	333 333 4444
BENNY B.	00/00/0000	000 000 0000
BENNY WILSON	00/00/0000	000 000 0000
BENNY PETER	00/00/0000	000 000 0000
BENNY DIAL	00/00/0000	000 000 0000
BENNY C.	00/00/0000	000 000 0000
BENNY M.	00/00/0000	000 000 0000
BENNY WILLSON	00/00/0000	000 000 0000
BENNY SMITH	00/00/0000	000 000 0000

Simple, clean proforma for referrals keeps the clinician focused on the right information, and its validation rules capture the important data before it submits a new referral.

Dialogue.

Welcome Mr. Moore

Benny Omar

Lead clinician
Prof K Moore

GP
Dr M Simpson

BOB 27/12/1978 43M

MRN 1234567

NHS N° 33 333 4444

WEITH 80 KG

BMI 24.6

Medical history 7

Medications 7

Important information

Fitness 9/TERM..

Clinical research

Patient goals

Referral Date: Lorem 00 Lorem 0000

MDT HCC NET

PATIENT SUMMARY

Previous MDT discussions and treatments

Is the patient aware of the referral?

Questions to the MDT

Please enter the T N M Staging if known

Assessment of Renal Function

Important investigations 2 Items

Request transfer 0 Items

Comments

Request transfers of radiology and histopathology in a few clicks and track the progress with the coordinator and source hospital.

Salutare:Welcome Mr. Moore

RADIOLOGY

Request Image Transfer

NOTES

Benny Omar

BOB 27/12/1978 43M

MRN 1234567

NHS N° 33 333 4444

WEITH 80 KG

BMI 24.6

Lead clinician
Prof K Moore

GP
Dr M Simpson

1

DATE RANGE (OF SCANS)

FromTo

01/01/202001/06/2020

2

WHERE ARE YOU SENDING TO AND FROM?

Transfer From Hospital

Castle Hill Hospital
Cellular pathology serv.
Central Middlesex
Charing Cross Hospital
Chelsea and Westminster
Cheltenham Hospital

Transfer To Hospital

Castle Hill Hospital
Cellular pathology serv.
Central Middlesex
Charing Cross Hospital
Chelsea and Westminster
Cheltenham Hospital

Charing Cross H.

Royal Free Hospital

Royal Free Hospital

3

DEFAULT IMAGE REQUESTS

CT HEAD

CT-PET BODY

MIRI CERVICAL

4

SPECIAL IMAGE REQUESTS

Note: There is a limit of 5 studies that can be transferred in a single request. If more are required, please specify in the box below.

CT scans should be three months or earlier. If not, indicate in transfer.
Include any other scans related but not requested.

BACK

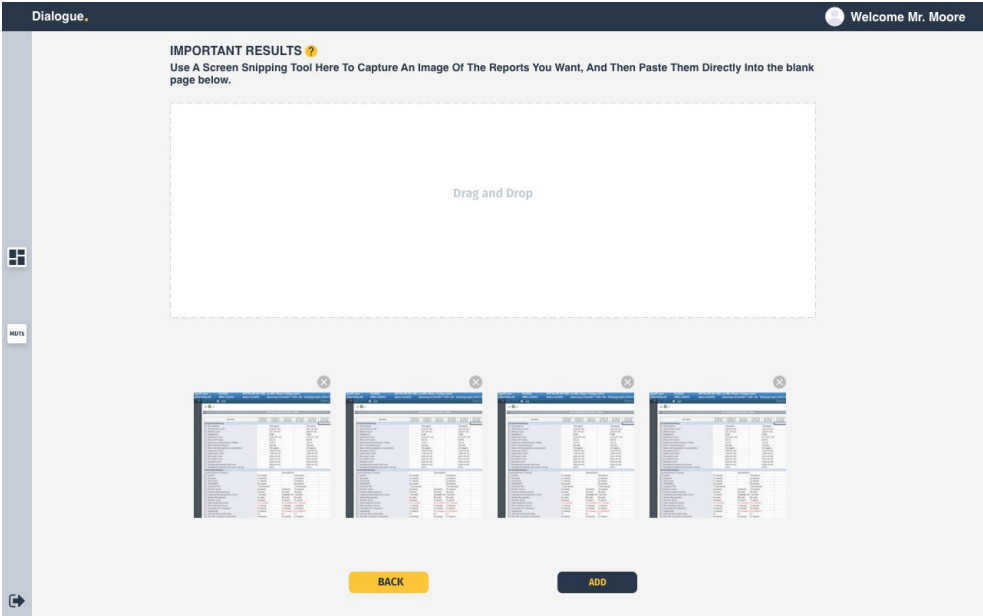
SEND

Easily add important data using screengrabs and image uploads.

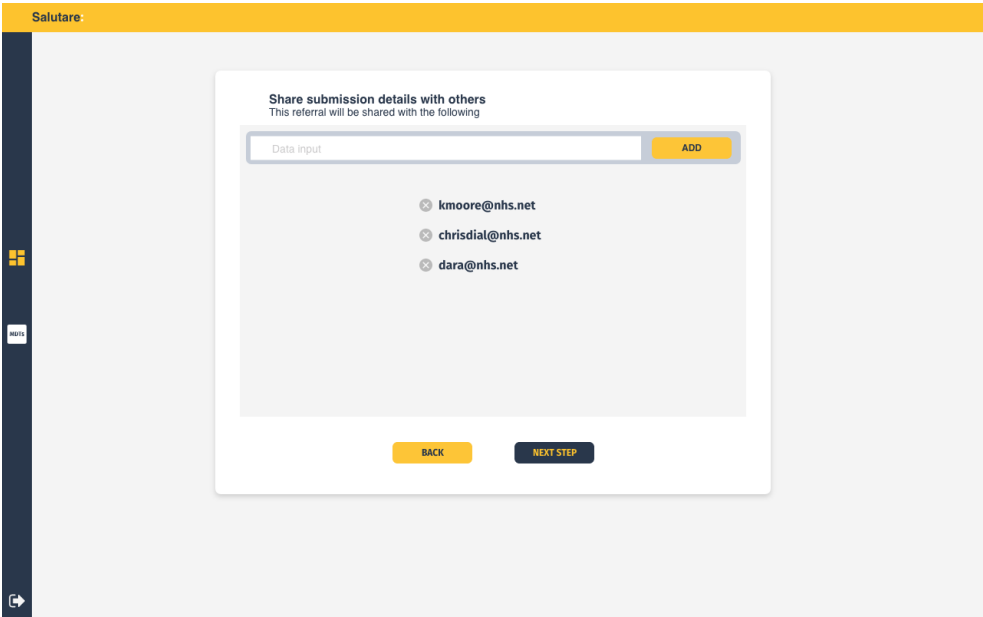
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Invite other clinicians to the referral such as the CNS, other specialists, or junior doctors who have been treating the patient. This makes it easy for everyone with insight to the patient to contribute to the referral. They will follow the referral to the end.



Summarize with and export clean, clear reports that attach all relevant information to the referral, including the Comments stream from the Panel and Clinicians. Reports are amended after MDT Panel reviews so that changes and Summary Recommendations are included.

Dialogue

BACK

PLEASE CONFIRM THE FOLLOWING INFORMATION IN YOUR REFERRAL. CLICK "GO BACK" TO MAKE ANY EDITS. CLICK "SUBMIT" TO SEND.

SUBMIT

Benny Omar

DOB 27/12/1978 42F
MRN 1234567
NHS N° 333 333 4444
WEIGHT 80 Kg
BMI 24.6

Referral information
Urology - Renal
PATIENT AWARE OF REFERRAL
Referral Date: Friday 12 May 2021

Medical history
Stroke, Heart attack, Asthma.
Medications
Atorvastatin , bisoprolol.

Ask clinicians to make a first triage to indicate if the referral is complex or simple. This speeds up the processing for the coordinator and shows where the Chair can review patients in a streamlining meeting.

Dialogue

Your initial assessment
Identify potential patient candidates for medical research programs or new treatments

1. COMPLEX

2. SIMPLE

3. UNKNOWN

BACK

NEXT STEP

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

You have been scheduled for a blood test - Message (HTML)

File **Message** Help Acrobat

Share to Teams

 Translate Message
 Set automatic replies (OOF)
 Re

You have been scheduled for a blood test

S. Sultane
Dr. Diel

test-receipt.pdf
142 KB

Reply Reply

Dear Mr. Diel,

You have been scheduled for a blood test by Dr Kevin Moore. Please see the attached receipt.

Please bring your confirmation text/email - you will not be able to enter the hospital without this.

NHS

Finsley Memorial Hospital
Granville Road
London
N12 0JE

Telephone: 020 8348 7500

Clinician Requesting
Dr Kevin Moore

Medical Record Number: 111222344

Title: Mr.
Surname: Dial
Forename: Chris

Date of Birth: 24/03/1970
Date: 09/05/2022

Pathology Request Form

Clinical Details
N/A

Test Requests
Urea and Electrolytes
Liver function tests
Full blood count
Thyroid Function Tests (T4 & TSH)
C Reactive protein
Lipids

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 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

