



Compassly Pricing

G-Cloud 15

Brought to you by



Licence fees

Compassly is provided as Software as a Service (SaaS), where a subscription licence is required for ongoing use of the system.

Subscription fees

Competencies and Programmes

By default, Compassly provides access to both the **Competency** and **Programmes** modules.

For these modules, Compassly is priced on the total of two elements of an annual fee:

- **Core element:** Applicable to all contracts, to cover provision of service irrespective of size. This is £4,000 per annum.
- **Scaled with size:** In addition to the Core element, there is a variable element that is based on the size of the applicable workforce. This is £3,000 per annum for each tier of 200 staff.

Users are counted whether they are using the Competency module, Programmes module, or both.

Programmes only

The Programmes module can be procured separately, for organisations that just wish to use Compassly for Preceptorship, Induction or other programmes.

For these modules, Compassly is priced on the total of two elements of an annual fee:

- **Core element:** Applicable to all contracts, to cover provision of service irrespective of size. This is £4,000 per annum.
- **Scaled with size:** In addition to the Core element, there is a variable element that is based on the size of the applicable workforce. This is £2,000 per annum for each tier of 20 staff.
- (Programmes typically involve a much smaller subset of staff, hence the finer-grained tiering.)

For programmes, staff are calculated based on active users on any programme.

Competencies only

There is no discount or separate pricing for Competencies alone (without Programmes), it can only be procured combined with Programmes.

Basis for pricing

Headcount

It's important to note that the "scaled with size" tiering is based on the headcount¹ of the **applicable workforce**, not the actual numbers of registered users or active seats. For example, if the purchasing organisation wished to make the system available to all 900 nurses working at the organisation, then we would price at Tier 5 (800–1,000 users).

This allows us to fix an appropriate size licence for the duration of the contract without any need to correct based on any variation in usage or staffing, and then have the system freely available for all staff in these workforce groups.

Changes to headcount numbers

The headcount numbers and licence tiers would need to be re-evaluated in the event of a significant change in the scope of the workforce – for example a merger or integration of a significant new service. If the eventual usage of Compassly does not match up with the intended scope, then we would equally

¹ For the avoidance of doubt, references to staff, users or workforce all relate to the eligible **headcount** of individual users, not Full Time Equivalent (FTEs, also sometimes known as Whole Time Equivalent, WTE) staff.

work with the buyer to reduce the licence fee to match the real-world usage of the system. Any such adjustment would normally be applied at renewal.

Basis for headcount numbers

Where possible, we will initially provide a quote by basing our numbers on NHS workforce statistics or similar sources. We are happy to discuss if this sizing does not fairly reflect the usage of the organisation.

No minimum headcount

There is no minimum number of users required, either in total or within a tier.

Exclusions

Subscriptions include all ongoing support but exclude initial setup and implementation – see below for details.

Support is through our standard support channels (see G-Cloud specifications), but further support packages are available upon request.

Whilst Compassly is provided as a generally-available SaaS product, we are able to prioritise specific features for your organisation's requirements, subject to additional fees.

Implementation and training fees

Implementation

Along with the subscription fees, we will work with you to design and quote an implementation package relevant for your organisation. This can include training delivered through a combination of in-person events, remote sessions and prepared training materials.

In addition to the time element of implementation, Tefogo may also charge for expenses related to staff travel and subsistence, plus any materials we produce at your request. These expenses will be charged at cost, with mileage charged at the prevailing HMRC rate. These costs will be discussed and agreed in principle in advance, and can also be scoped to be included up-front within an implementation package.

Additional training

After the initial implementation training you may wish to procure periodic, top-up training sessions. These will be charged in line with our implementation packages, and can be procured up front as part of contracting.

Bespoke pricing

Other organisation types

The pricing model outlined above is based on use by a standard NHS secondary care provider, such as acute, mental health or community NHS Trusts.

Compassly is also suitable for use by other organisation types, including GP federations, Integrated Care Boards / Systems and other clinical networks. As the needs of these organisations can vary significantly, please contact us to discuss appropriate pricing for your organisation.

Competency standards authors

Compassly is also available for the national or regional roll-out of competency standards by the standard author to specific user groups, across many organisations. We are able to provide packages that include both licences for all users within a national or regional group and implementation and support for the standards authors. Please contact us to discuss a bespoke package.

Other terms

Value Added Tax (VAT)

All prices are quoted exclusive of VAT, which is chargeable at the prevailing rate.

Inflation

Prices as published are as of publication of G-Cloud 15.

Prices will be adjusted for inflation each year on April 1st and will apply from the first monthly or quarterly payment after April 1st each year.

In line with the Office for National Statistics (ONS), we use the CPIH measure for inflation:

<https://www.ons.gov.uk/economy/inflationandpriceindices>

Discounting

In order to maintain a fair and equivalent price structure for all NHS / Government purchasers, we do not offer discounts upon request or demand.

Discounts may, from time-to-time, be offered based on specific initiatives, for example:

- Acting a key reference site
 - Co-development of features, modules or products
- In those scenarios we are offering the discount in recognition of the effort put in to support Tefogo and the value this may bring to the development of Compassly. These discounts are entirely at the discretion of Tefogo Ltd.

Any discount offered is not a permanent price reduction and is only in place for the explicit term offered in a discount. For the avoidance of doubt, unless otherwise specified the discount will not roll beyond the period covered by the original G-Cloud contract.

Duration

Commitment terms follow those specified in G-Cloud 15, but we would typically recommend a minimum period of at least two years to fully implement and realise the benefits of Compassly.

Start of licence fees

By default, the start date of the licence fees (and the basis for the renewal date) will be upon contracting. However, we recognise that this does not always align with when you are likely to use the service, and we are happy to work with buyers to agree a separate start date for using Compassly.

Payment

Payment terms follow those of G-Cloud 15. Tefogo reserve the right to charge interest on any fees and expenses not received within the terms of the invoice date (typically 30 days).