Nelson+
Lung Screening Solutions

Nelson+ Pricing

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This document describes the standard pricing model for the Nelson+ platform under G-Cloud 15.
All prices are maximum framework prices, exclude VAT, and are payable in GBP.

Standard Phase 1 Pricing (Three-Year Programme)

The standard Phase 1 pricing represents the baseline cost for a three-year Nelson+ programme using standard workflows and without bespoke customisations or integrations.

Included Costs

One-off setup costs

- Nelson+ platform licence (three-year licence): £78,000
- Standard implementation and configuration: £21,300

Recurring costs

- Support services: £12,800 per year
    - Year 1 charged at 50 percent
    - Years 2 and 3 charged at full rate
- Annual Maintenance fee: £11,375 per year
    - Charged from Year 2 onwards
- SaaS hosting: £8,650 per year
    - Charged for all three years

Total Standard Cost

When combined, the above costs result in a **total contract value of £180,000** for a three-year programme.

This represents the **standard Phase 1 cost** for Nelson+.

Phase 2 Customisation and Integration (Optional)

Any additional customisation, configuration, or integration work beyond the standard Phase 1 scope is delivered in Phase 2 (separate budget after go-live) and purchased on a time and materials basis.

Hourly Rates

- Project Management: £115 per hour
- Functional Analyst / Customer Lead: £105 per hour
- Software Engineer / DevOps: £80 per hour
- Support: £80 per hour

Customisation/integration Discount Structure

Discounts are applied to Phase 2 hourly rates on a progressive, banded basis, determined by the total Phase 2 customisation or integration budget agreed in the Call Off Contract. The applicable discount rate applies only to the portion of the budget within each band.

- Up to £25,000: 0 percent discount
- £25,001 to £49,999: 5 percent discount
- £50,000 to £74,999: 10 percent discount
- £75,000 to £99,999: 15 percent discount
- £100,000 to £124,999: 20 percent discount
- £125,000 to £149,999: 25 percent discount
- £150,000 or more: 30 percent discount

Discounts apply only to Phase 2 hourly rates.

Worked Example

Example Scenario

A Buyer purchases the standard three year Nelson+ programme and requires additional customisation and integration work with a total agreed Phase 2 budget of £35,000.

Step 1 – Phase 1 Cost

Standard Phase 1 (three years): £180,000

Step 2 – Phase 2 Cost Before Discount

Agreed customisation and integration budget: £35,000

Step 3 – Apply Volume Discount (progressive bands)

Applicable bands for £35,000:

- First £25,000 at 0 percent discount
  Discount: £0
  Discounted cost: £25,000

- Remaining £10,000 from £25,001 to £35,000 at 5 percent discount
  Discount: £10,000 × 5 percent = £500
  Discounted cost: £9,500

Total Phase 2 discount: £500
Phase 2 cost after discount: £35,000 minus £500 = £34,500

Step 4 – Total Contract Value

Phase 1: £180,000
Phase 2 (discounted): £34,500

Total Contract Value (excluding VAT): £214,500

Step 5 – Calculate the annual call off value for the discount matrix

Because the discount matrix is based on annual contract value, and this is a three year agreement:

Annual call off value = Total contract value ÷ 3
Annual call off value = £214,500 ÷ 3 = £71,500

Step 6 – Select the Lot 2a or 2b matrix discount band

Annual call off value: £71,500
This falls into the band "Less than £250,000"
Minimum matrix discount: 0 percent

Step 7 – Apply the Lot 2a or 2b matrix discount (if applicable)

Matrix discount: 0 percent
Discount amount: £214,500 × 0 percent = £0

Final contract value after matrix discount: £214,500

The standard Nelson+ licence applies to screening programmes operating within the following indicative scope: up to ~100,000 CT scans per annum, up to 6 CT scanners, and up to 30 named users.
Where a Customer requires Nelson+ to support activity materially beyond this scope (for example, national or multi-regional deployment, or substantially higher volumes), such deployment shall be treated as a separate programme and shall require a separate licence, to be agreed under a separate Call-Off.