

AIR WAVE Healthcare

SOLUTION PRICING

**WiFi, Patient Entertainment Systems,
Digital Signage and Connectivity**

CONTACT INFO

Airwave Europe Ltd,
Lime Place,
Rosier Business Park,
Billingshurst, West Sussex, RH14 9DE

E : info@hospitaltv.co.uk

W : www.hospitaltv.co.uk

P : 0845 555 1212



Contents

Solution Pricing.....	1
<u>NHS WIFI SERVICES</u>	3
<u>PATIENT ENTERTAINMENT SYSTEMS</u>	5
<u>DIGITAL SIGNAGE SYSTEMS</u>	11
<u>CONNECTIVITY</u>	12
<u>ABOUT US</u>	13



NHS Patient, Visitors & Staff WiFi Service

Features

Reliable captive portal solution: Our Portal solution benefits from 20 years of improvement to guarantee permanent access to your internet service.

Best value for money: The solution is tailored to fit the essential features at the best price, whatever the size of the network infrastructure.

Project management expertise: We have the expertise to manage industrial projects with ambitious schedules and minimise the impact of service availability.

Priority to security: The portal solution ensures the security of the network and the ability of the NHS to respect its legal obligations when it comes to public WiFi (data processing in compliance with the GDPR).

24/7 Support. For end users and customer technical support for our high availability gateway service.

Single SSID. All services, Patient, Visitors and Staff available from one single SSID.

Mycenter Portal. Enables you to check performance, statistics and manage your own MAC authenticated devices

Benefits

Separate services for "Patients & Visitors", Staff and Devices.

On-line analytics portal is available to manage the site.

Reactive Incident Management.

Content filtering to protect users.

Hi-Availability gateways for resiliency and loading.



Annual WiFi Service Opex Pricing (36 Month Term)

Description	Quantity	Minimum Price
Up to 20 Beds 300MB WAN max	1.0	£ 2,200.00
Up to 100 Beds 300MB WAN max	1.0	£ 2,600.00
Up to 250 Beds 1GB WAN max	1.0	£ 8,400.00
Up to 400 Beds 1GB WAN max	1.0	£ 16,800.00
Up to 650 Beds 4.5GB WAN max	1.0	£ 25,200.00
Above 650 Beds 4.5GB WAN max	1.0	£ 39,600.00
Data Collection Service	1.0	£ 2,500.00



NHS Patient Entertainment Service

Features

Entertainment: Live TV, Catch Up TV, Radio, eBooks, Movies and more.

Free to use to the patient: Always free to the patient.

Cost-effective for the NHS: A system designed to use the most cost-effective products.

Engagement: The opportunity to get your information and digital assets in front of the patients.

Education. Provide targeted education to the correct cohorts.

Benefits

Provides Patients with a home-from-home environment.

Aids recovery.

Distracts Patients.

Provides access to patient-facing applications.

Saves money with Electronic Meal Ordering, Surveys and Patient Requests.

MyCareTV Standard includes a host of features and benefits more in tune with a 5-star user experience and replicates a home-from-home user experience for all patients and can include:

- TV, Radio & Internet
- Food Menus and Meal Ordering
- Video calls
- eBooks
- Games
- Hospital Information
- Order & schedule drinks
- Service requests: various FAQ to be requested by the patient – e.g., nurse messaging and/or “hospital services”.
- Treatment and rehabilitation information
- Surveys
- Multiple layouts and customisation of layout
- Background picture or slideshows
- RSS-Feed or self-created Ticker messages



- Hospital and / or Charity Logo
- Welcome message, personal welcome message.
- Video On Demand (VOD) – App
- Internet browsing
- Screen Mirroring / Casting
- Information apps (generated with CMS, PDF's, videos or webpage linked)
- Range of languages can be selected on a CMS interface.
- Clearing of personal data



MYCARE TV is a powerful patient entertainment system that's EASY to use for the patient, and EASY to implement for the provider.

Designed on a modular platform, MYCARE TV can be easily customised and adapted to suit the provider's needs and preferences.

WHAT IS MYCARE TV?
MYCARE TV is a cloud-based, SaaS (software as a service) management platform for digital surfaces, designed specifically for use in the healthcare industry.

Built on a modular platform, MYCARE TV allows the provider to fully customise a feature set to suit each specific situation.

Accessible via a customisable user interface, MYCARE TV provides a host of entertainment, education, and information services, whilst supporting healthcare professionals with workflow and operational efficiencies.

MYCARE TV seamlessly integrates with a range of delivery platforms – including smart TVs, tablets and BYOD solutions. Designed to reduce installation time and cost, the solution connects with both wired and wireless network infrastructure, and provides a robust platform for future development, feature releases and upgrades.

FEATURES

• TV, radio & internet	• Messaging Service
• Casting	• Internet browser
• Meal Ordering	• Treatment & Training Information
• Patient Service Requests	• RSS feeds
• Information Services	
• Patient Surveys	





BENEFITS



FLEXIBLE:
MYCARE TV's modular platform allows the provider to choose from a menu of features, enabling the future introduction of additional modules. This reduces capital outlay and adds scope to augment the system in line with technology developments.



SCALABLE:
MYCARE TV is cloud-based and easily replicated or scaled, across one or multiple sites (it can also be implemented within a partner facility via a WAN).



FUTURE-PROOF:
Software and features can be remotely upgraded, and new features introduced, reducing the risk of technical obsolescence.



EFFICIENT:
MYCARE TV offers significant ROI potential via operational efficiencies, and additional revenue streams (such as advertising, premium content etc).



EASY:
MYCARE TV is built upon ease-of-use as a guiding principle, offering intuitive access for the patient, and ease of implementation, maintenance & upgrade for the provider.



TVs, Bedside Units, Tablets & Accessories

Description	Quantity	Minimum Price	Line Total
16" Healthcare Ready Smart TV	1.0	£190.00	£190.00
19" Healthcare Ready Smart TV	1.0	£408.00	£408.00
32" Healthcare Ready Smart TV	1.0	£390.00	£390.00
43" Healthcare Ready Smart TV	1.0	£506.00	£506.00
50" Healthcare Ready Smart TV	1.0	£640.00	£640.00
55" Healthcare Ready Smart TV	1.0	£680.00	£680.00
65" Healthcare Ready Smart TV	1.0	£940.00	£940.00
Flat Wall Bracket	1.0	£34.00	£34.00
Tilt & Swivel Wall Bracket	1.0	£49.00	£49.00
Installation of a TV on a wall (Minimum 10 per day)	1.0	£54.00	£54.00
Project Management	1.0	£750.00	£750.00
Delivery per TV	1.0	£17.50	£17.50
Delivery per Pallet	1.0	£120.00	£120.00
Healthcare TV Remote Controller	1.0	£25.00	£25.00
Healthcare TV remote Holder	1.0	£10.00	£10.00
Remote Anti-Ligature Security Teather	1.0	£10.00	£10.00
Basic Headphones (MOQ of 200 units)	1.0	£350.00	£350.00
Medical Grade Articulating Arm for tablet (White)	1.0	£290.00	£290.00
Wall Mount Bracket for Articulating Arm	1.0	£35.00	£35.00
Wall Arm Installation	1.0	£120.00	£120.00
External Metal Wall Patress (If Required)	1.0	£75.00	£75.00
Tablet enclosure with PoE adaptor	1.0	£450.00	£450.00
Set Top Box for IPTV	1.0	£195.00	£195.00
RF Coax Fly Leads (double screened) - 1m	1.0	£4.00	£4.00
Patch Cable (CAT6) - 1m	1.0	£4.00	£4.00

TV Reception, Headend & Channel Distribution

Description	Quantity	Minimum Price	Line Total
Supply & Installation of Freeview Aerial (Subject to Survey)	1.0	£2,990.00	£2,990.00
Pre Site Survey	1.0	£1,050.00	£1,050.00

IPTV Headend

Description	Quantity	Minimum Price	Line Total
EasyStream IPTV Chassis	1.0	£4,500.00	£4,500.00
DVB T/T2 C/C2 ISDB-T 8 Input Tuner TV Card	1.0	inc	£0.00
DVB S/S2 8 Tuner (4 Input) TV Card	1.0	£415.00	£415.00
Interconnect cable pack	1.0	inc	£0.00
Sundries	1.0	inc	£0.00
Installation - Head End, Setup and Commissioning	3.0	inc	£0.00
Travel, parking, ULEZ and congestion charges (where applicable)	3.0	inc	£0.00
Project Management, RAMS and OM Documentation	1.0	inc	£0.00
HLS WiFi Streamer (If Required)	1.0	£9,000.00	£9,000.00
	GBP	Sub Total:	£4,915.00



MyCareTV Management System

Description	Quantity	Minimum Price
MyCareTV Cloud Setup (per Site)	1.0	£1,193.00
Device Setup / Configuration (per Device)	1.0	£72.00
1 x Home page + 5 x content pages (approx 1 days)	1.0	£950.00
MyCareTV Patient Request service - setup, per site	1.0	£1,471.00
MyCareTV Patient Survey service - setup, per site	1.0	£1,471.00
MyCareTV Meal Ordering service - setup, per site (Synbiotix platform link)	1.0	£1,471.00
MyCareTV Meal Ordering service - setup, per site (DataSym platform link)	1.0	£1,471.00
MyCareTV Meal Ordering service - setup, per site (Airwave System)	1.0	£1,471.00
MyCareTV Video Calling Service - setup, per site	1.0	£1,471.00
MyCareTV Hospital Radio service - setup, per site	1.0	£1,471.00
MyCareTV Patient Messaging service - setup, per site	1.0	£1,471.00
Travel, parking, ULEZ and congestion charges (where applicable)	1.0	£123.00
Project Management and Training (per man day)	1.0	£750.00
		£0.00

MyCare TV Centralised Casting System - 8 Streams

Description	Quantity	Minimum Price
Uniguest CAST Router + License + install + Config	1.0	£3,300.00
IP Encoder or RF Modulator (per 8 Chromecast servings)	1.0	£2,770.00
Chromecast LAN Adaptor (wired connection - LAN Out Only)	1.0	£11.00
Project Management	1.0	£750.00

Annual OPEX Fees

Description	Quantity	Minimum Price
MyCareTV Annual License Fee (inc EPG) per Device	1.0	£55.00
MyCareTV Meal Ordering Managed Content service (Monthly Menu Rotation) Per	1.0	£77.68
MyCareTV Patient Survey Managed Content (Monthly Rotation/Reporting) Per	1.0	£25.00
MyCare TV Patient Request Managed Content per Endpoint	1.0	£25.00
MyCareTV Video Calling per Site	1.0	£384.00
CAST Annual Client License (per TV that has access to CAST)	1.0	£12.00
MyCareTV Support and Maintenance Fee per endpoint inc 24/7 service desk	1.0	£255.50
MyCareTV Digital Signage License (per Device)	1.0	£240.00
MyCareTV MDM License for BSU/Tablet	1.0	£24.00



MyCareTV Advanced

MyCareTV Advanced includes a host of features and benefits more in tune with a 5-star user experience and replicates a home-from-home user experience for all patients and can include:

- TV, Radio & Internet
- Food Menus and Meal Ordering
- Video calls
- eBooks
- Games
- Hospital Information
- Order & schedule drinks
- Service requests: various FAQ to be requested by the patient – e.g., nurse messaging and/or “hospital services”.
- Treatment and rehabilitation information
- Surveys
- Multiple layouts and customization of layout
- Background picture or slideshows
- RSS-Feed or self-created Ticker messages
- Messaging (global and individual)
- Hospital and / or Charity Logo
- Video On Demand (VOD) – App
- Internet browsing
- Screen Mirroring / Casting
- Information apps (generated with CMS, PDF's, videos or webpage linked)
- Range of languages can be selected
- Clearing of personal data via multiple ways
- **Electronic patient Records (EPR) Integration**
- **Building Management Systems (BMS) Integration**
- **Electronic Meal Ordering (EMO) Integration**
- **Nurse Call Integration**
- **RFID integration**
- **Full Whiteboard facility**
- **Door Entry Screen**
- **Admission and Discharge (check in / out)**
- **Advanced welcome message, personal welcome message.**
- **System can be delivered on TVs or an Apple iPad on a lightweight arm**



iPad & Accessories

Description	Quantity	Unit Price	Line Total
Intelligent Bedside Device on a lightweight arm installation			
MyCare TV – Medical Grade Articulating Bed Arm (White)	1.0	£265.00	£265.00
Airwave iPad White Enclosure inc PoE	1.0	£149.00	£149.00
MyCareTV configuration fee per Bedside Unit	1.0	£45.00	£45.00
Apple iPad version 11	1.0	£345.00	£345.00
Wall Arm Installation (Man Days) based on 10 per day	1.0	£650.00	£650.00
Delivery per pallett (10 per pallett)	1.0	£130.00	£130.00
Documentation/O&M's	1.0	£650.00	£650.00
Project Management (Man Days)	1.0	£650.00	£650.00
Training per day	1.0	£650.00	£650.00

mycareTV Advanced Setup

Description	Quantity	Unit Price	Line Total
MyCareTV - Base Configuration	1.0	£20,000.00	£20,000.00
TV Homepage design	1.0	£20,000.00	£20,000.00
Whiteboard Portal	1.0	£10,000.00	£10,000.00
Door Entry Portal	1.0	£5,000.00	£5,000.00
Apple MDM Setup	1.0	£1,500.00	£1,500.00
Project Management	1.0	£20,000.00	£20,000.00

mycareTV Advanced Annual OPEX Fees (annually in advance)

Description	Quantity	Unit Price	Line Total
mycareTV Advanced base License	1.0	£550.00	£550.00
MDM License For Apple Tablets	1.0	£79.00	£79.00
Electronic Meal Ordering Module	1.0	£40.00	£40.00
Patient Request Module	1.0	£40.00	£40.00
Surveys Module	1.0	£40.00	£40.00
Building Management Services Module	1.0	£40.00	£40.00
Room Entry Display Licence	1.0	£100.00	£100.00
Uniquet Signage Licenses	1.0	£240.00	£240.00
Apple iPad Licence	1.0	£150.00	£150.00
Airwave Standard Next Business Day Support SLA - Annual	1.0	£540.00	£540.00



NHS Digital Signage Service

Airwave Digital Signage enables the publishing of information to screens throughout your property - your entrances, waiting areas, restaurants, internal conference areas and elevators for example. Networks can be wired or wireless and information is displayed via fixed or mobile totem screens, indoor or outdoor and on either portrait or landscape displays.

Our system solutions provide service options including an intuitive dynamic publishing tool and a comprehensive conference & way-finding system. This is coupled with the possibility to incorporate media advertising to additionally generate income and revenue for specific site positions and locations.

Site messaging, campaigns, conferences, meeting notices and advertising can be scheduled in advance, and because the entire system is web-based, it can be managed from a central location or even any location with any web-enabled device and updated dynamically. (Out-of-date information can become a thing of the past).

The system functions in a single property or within the framework of locations, allowing full visibility and access from a main head office or IT/Business Management Unit while allowing local staff to run campaigns and schedule conferences for their site.

Our signage solutions are quick and easy to manage. Content can be scheduled by the day, hour or even minute and tailored to suit different times of the day and types of site services. Different types of content can be displayed on the same platform - often at the same time. As an example, opening/visiting times can be displayed at the same time as a rolling news ticker and live traffic reports.

Individual usernames and passwords enable secure access at the appropriate level, whether from the head office with an overview of several properties within a Trust or multiple sites, from a single property, or even limited to a conference booking role within a hospital.

Airwave can also provide the support services of our in-house UK design studio. These flexible services can be utilised on an hourly/daily or even monthly basis ensuring important content is displayed effectively. Our team are experts in Multimedia content to deliver clear, evocative and dynamic services and messaging. Better content is much more likely to catch the attention and inform its intended audience.

In summary, effective use of our Digital Signage solutions (adaptable across different screen platforms) will encourage patients, visitors and staff to interact with the site and improve satisfaction and overall user experience.

MyCareTV Digital signage System

Description	Quantity	Minimum Price	Line Total
SAMSUNG 43" Black Large Format Display 4K UHD 16/7 Operation	1.0	£715.00	£715.00
SAMSUNG 50" Black Large Format Display 4K UHD 16/7 Operation	1.0	£895.00	£895.00
SAMSUNG 55" Black Large Format Display 4K UHD 16/7 Operation	1.0	£955.00	£955.00
SAMSUNG 65" Black Large Format Display 4K UHD 16/7 Operation	1.0	£1,399.00	£1,399.00
SAMSUNG 43" Black Large Format Display 4K 500 nit 24/7 Operation	1.0	£825.00	£825.00
SAMSUNG 50" Black Large Format Display 4K 500 nit 24/7 Operation	1.0	£995.00	£995.00
SAMSUNG 55" Black Large Format Display 4K 500 nit 24/7 Operation	1.0	£1,218.00	£1,218.00
49" Freestanding Totem Display 4K 350 nit 24/7 Operation	1.0	£1,995.00	£1,995.00
55" Freestanding Totem Display 4K 350 nit 24/7 Operation	1.0	£2,350.00	£2,350.00
Wall Brackets	1.0	£89.00	£89.00
Digital Signage Content Management Service Setup	1.0	£750.00	£750.00
Digital Signage Content Management Service Training (per Day)	1.0	£750.00	£750.00



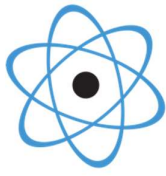
Connectivity.

All Connectivity pricing is location-dependent and subject to survey, set-up costs and excess construction charges. All prices are for annual costs on a 3-year contract and are for dedicated leased lines.

Connectivity Opex Annual Pricing

Description	Quantity	Minimum Price
100/1Gb	1.0	£ 5,280.00
500/1Gb	1.0	£ 5,712.00
1Gb/1Gb	1.0	£ 5,746.00
1Gb/10Gb	1.0	£ 11,368.00
10Gb/10Gb	1.0	£ 12,851.00





WHY CHOOSE AIRWAVE HEALTHCARE?

The purchase of AV technology can be a big investment, it's important that our customers have unreserved confidence in our skillset and expertise. For your peace of mind, we encourage you to find out a little more about our company:

Experience

Established in 1995, Airwave has since installed 450,000 displays and networks within 7,500 hospitals, hotels and commercial properties. We are also the founding member of United TV, a pan-European network of companies, borne to ensure a quality standard for the installation of display and network infrastructure.

Partners

Airwave is a Samsung, Philips, LG and Sky certified partner, buying directly from each manufacturer; we are also an authorised Samsung HTV repair centre.

Price

Part of the [SCCI group of companies](#), Airwave benefit from economy of scale, an in-house financing company and the efficiencies of a nationwide network of resource and engineers. Our policy is to never be beaten on price.

Customers

We have implemented entertainment systems into 150+ NHS trusts and partner all major operators of retirement villages and care homes.

Recognising that happy customers return, Airwave's customer first ethos underpins our company ethos and has enabled our sustained growth.



www.hospitaltv.co.uk - info@hospitaltv.co.uk - 0845 555 1212

Airwave Europe Ltd, Lime Place, Rosier Business Park, Billingshurst, West Sussex, RH14 9DE