

G-Cloud pricing

Summary for NHS provider organisations (prices exclude VAT).

Pricing overview

Eolas pricing is structured in two layers:

- Department / Team spaces: supports pilots and local adoption.
- Organisation-wide licences: supports expansion and full rollout across the employing organisation, priced by organisational scale and scope (not by usage).

1) Department / Team spaces

Note: Department/team pricing is intended for localised deployments and does not include enterprise analytics or organisation-wide governance features. All plans include unlimited content and technical support. Multi-year discounts apply, and are detailed at the end of this document.

Plan	Indicative team size	Price (per year, ex VAT)
Starter team	Up to 50 users	£500
Small team	Up to 100 users	£1,000
Medium team	Up to 250 users	£2,500
Large team	Up to 500 users	£5,000

2) Organisation-wide licence tiers

At a glance

- Unlimited users and unlimited content across the licensed organisation (no user caps, no departmental caps).
- Organisation-wide rollout supports rotating staff (bank/locum/trainees) without additional licences.
- Pricing is based on organisational scale (objective tier rules below).
- Optional modules add scope and governance without restricting adoption.

Tier	Best for	Annual price (ex VAT)	Includes (all tiers)
Tier 1	Specialist / small providers	£15,000	Unlimited users; unlimited content; organisation-wide rollout; standard onboarding; standard analytics; customer support
Tier 2	Standard NHS Trust (typical acute / medium provider)	£30,000	Unlimited users; unlimited content; organisation-wide rollout; standard onboarding; standard analytics; customer support
Tier 3	Large / teaching / stated multi-site providers	£45,000	Unlimited users; unlimited content; organisation-wide rollout; standard onboarding; standard analytics; customer support

3) How to select your tier

Your tier is determined by the **higher** of your Beds tier or Sites tier. If you are within 10% of a threshold, the higher tier applies.

Metric	Tier 1	Tier 2	Tier 3
Staffed inpatient beds	Up to 400	401 - 1,000	1,001+
Operational sites	1 main site	2 - 3 sites	4+ sites

Definitions: Beds = total staffed inpatient beds operated by the Employing Organisation (including community beds where applicable). Sites = distinct operational hospital sites (acute and/or community) operated by the Employing Organisation.

For mental health, community and specialist providers where acute bed numbers do not reflect organisational scale, pricing is based on overall workforce size, number of sites, and service complexity. This ensures pricing remains fair and proportionate across different provider types.

4) Provider groups and multi-organisation contracting

Licence unit: Pricing applies to a single Employing Organisation (legal entity / ODS code). Each Employing Organisation requires its own licence unless purchasing under a single group contract.

Group contract eligibility: All Employing Organisations must be named on the order (or agreed schedule of additions), commit to the same term, and be part of the same provider group/alliance arrangement.

Component	Price (per year, ex VAT)	Notes
Primary Employing Organisation	Applicable tier price (£15k / £30k / £45k)	Tier based on the rules above (whichever is higher).
Each additional Employing Organisation (Tier 1)	£10,000	Discounted vs buying separately
Each additional Employing Organisation (Tier 2)	£20,000	Discounted vs buying separately; supports standardisation across the group.
Each additional Employing Organisation (Tier 3)	£30,000	Applies when the added organisation meets Tier 3 thresholds.

Note: Group pricing is designed to support consolidation while ensuring fees remain proportionate to organisational footprint.

5) Optional modules

Module	What it adds	Price (per year, ex VAT)	When used
Community & Neighbourhood Services	Extends coverage for community services, out-of-hospital pathways, neighbourhood teams, and place-based models.	£5,000 (per Employing Organisation)	Trusts expanding rollout beyond acute services.

Advanced Analytics & Reporting	Executive dashboards and reporting exports for adoption, assurance and information governance.	£5,000 (per Employing Organisation)	Board reporting, enterprise governance and assurance.
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6) Scope boundary (what's included)

Included in the licence:

- Organisation-wide access for staff within the licensed Employing Organisation, including rotating bank/locum/trainee staff.
- Content tooling to create, manage and publish local guidance, escalation pathways and communications.
- Standard remote onboarding and enablement (implementation kick-off, admin onboarding, content onboarding and go-live support).
- Standard support and service management (remote), plus access to platform updates and security/safety documentation.

Not included (available by agreement):

- Intensive taxonomy rebuilds, or document remediation beyond standard onboarding.
- Custom integrations, bespoke API work, or complex workflow automation.
- On-site training days (remote delivery is included as standard).
- Bespoke content authoring or clinical policy writing services.

7) Discounts (where applicable)

Discounts may be applied based on contract value and term. Published minimum discounts are shown below.

Call-off contract value (ex VAT)	Minimum discount
£0 - £50,000	0.0%
£50,001 - £100,000	1.0%
£100,001 - £250,000	1.5%
£250,001 - £500,000	2.5%
£500,001+	3.0%

Multi-year term discounts (off annual list price):

Contract term	Discount
2 years	5%
3 years	10%
4-5 years	By agreement

- Prices are annual and exclude VAT.
- Minimum contract term is 12 months for departmental licenses and 24 months for institution-wide licenses unless otherwise agreed.
- This document is a pricing summary; final scope and commercial terms are confirmed in the call-off contract.