

Optimise

Core Licence & Module Pricing Structure



Optimise - Core

Annual Licence Fee - £80,000

The core optimise is a standard licenced product, for which IHP retains the ownership, but the ICB owns the data, which is shared through a data sharing agreement. If the ICB chooses not to renew Optimise, IHP will provide downloaded copies of ICB data files but not the software, ICB data will be removed from Optimise.

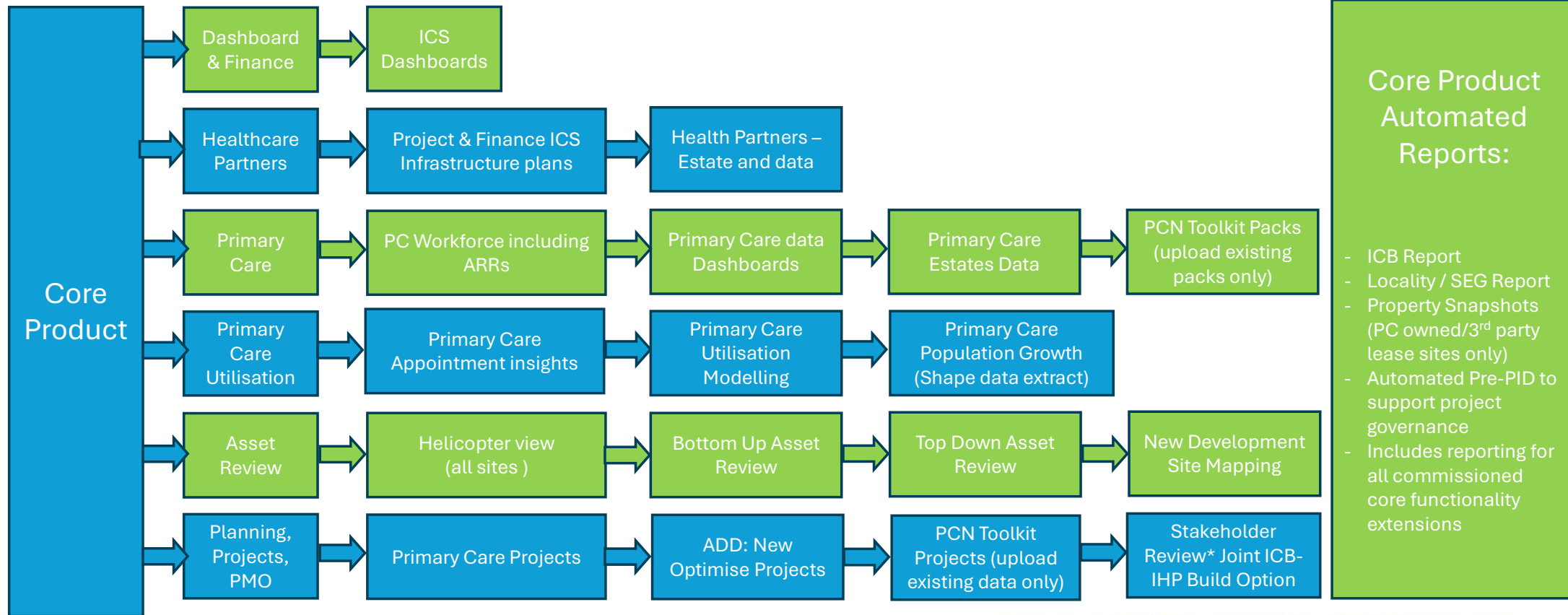
Its entry level fixed cost is £80,000 per annum containing all items in the **core product**, including its Hosting maintenance, updating and support. It also contains IHP's ongoing quarterly updates where we make minor improvements to existing functionality and tailoring of the system to user feedback.

For the sake of clarity core product is all current dashboards, DQP, user access, quarterly updates to core software and data source changes, user support, all updates, training and support days of specialist consultancy. In effect it is a turnkey service.



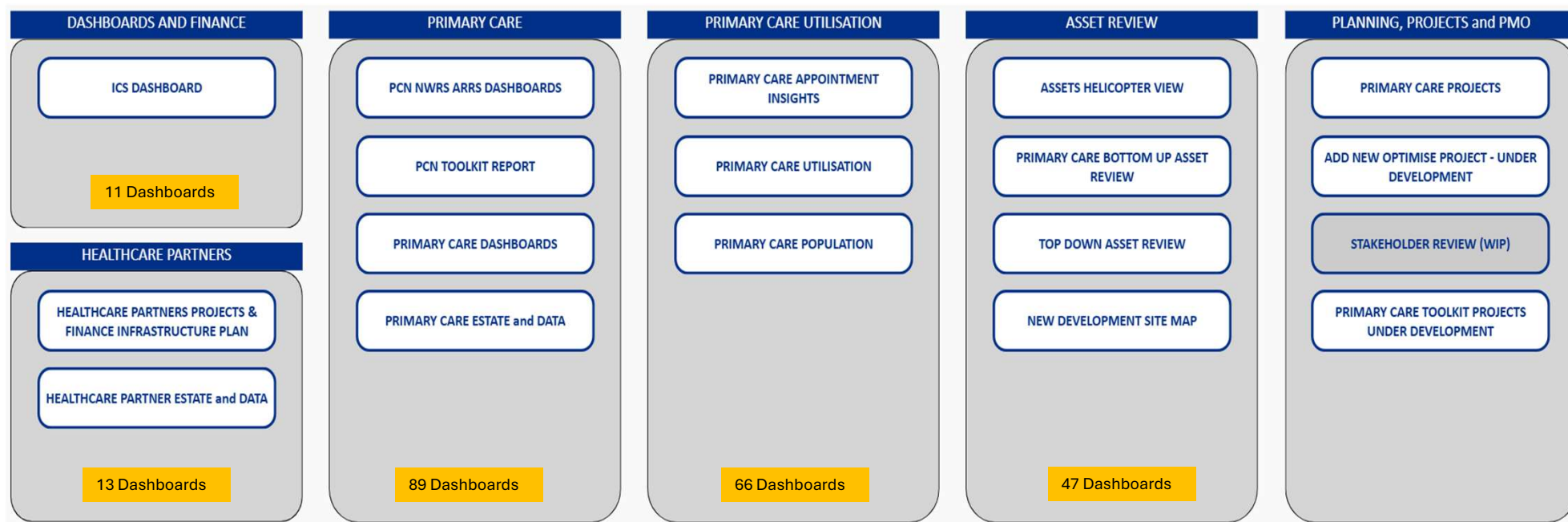
Optimise – Core

What is included in Core Product?



Optimise - Core

Dashboard and data examples





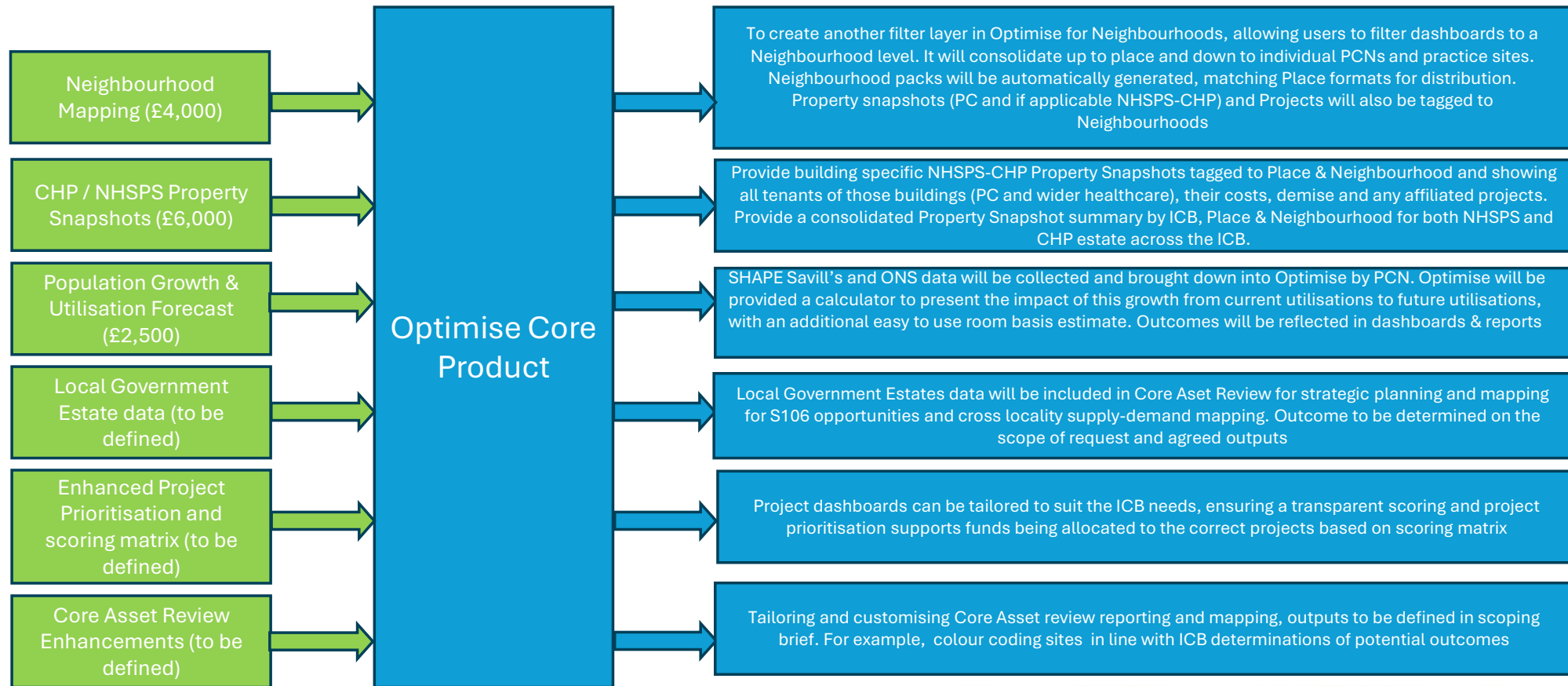
Optional Core Functionality Extensions

Why are we offering optional core functionality extensions?

ICB's are all in different stages of estate management, planning and delivery. We believe it is better value for money to offer a core product that all ICB's would require to support their estate planning and delivery, then offer additional functionalities and modules that they can commission on a phased approach, as and when needed.

- Optional core functionality extensions are not included in the core licenced offer. However once commissioned, the new functionality will be included in the Core Offer licence fee for subsequent years at no additional cost, therefore a non-recurrent investment into Optimise, fee to be determined on scope.
- It largely uses data that is on Optimise, or its existing functionality, but presented differently so can be delivered by IHP with limited ICB involvement and is more akin to technical changes and/or data loading
- It is a new data source for the ICB that it to have on Optimise using Optimise's existing functionality, e.g. Local Government tail estate and voids.
- IHP believes these additional core functionality extensions share economies of scale with the ICB's as this is a recharge of actual cost for IHP to implement in the ICB not the full development costs. An example is Neighbourhoods being rolled out across ICBs at a once off cost of £4,000.

Optional Core Functionality Extensions

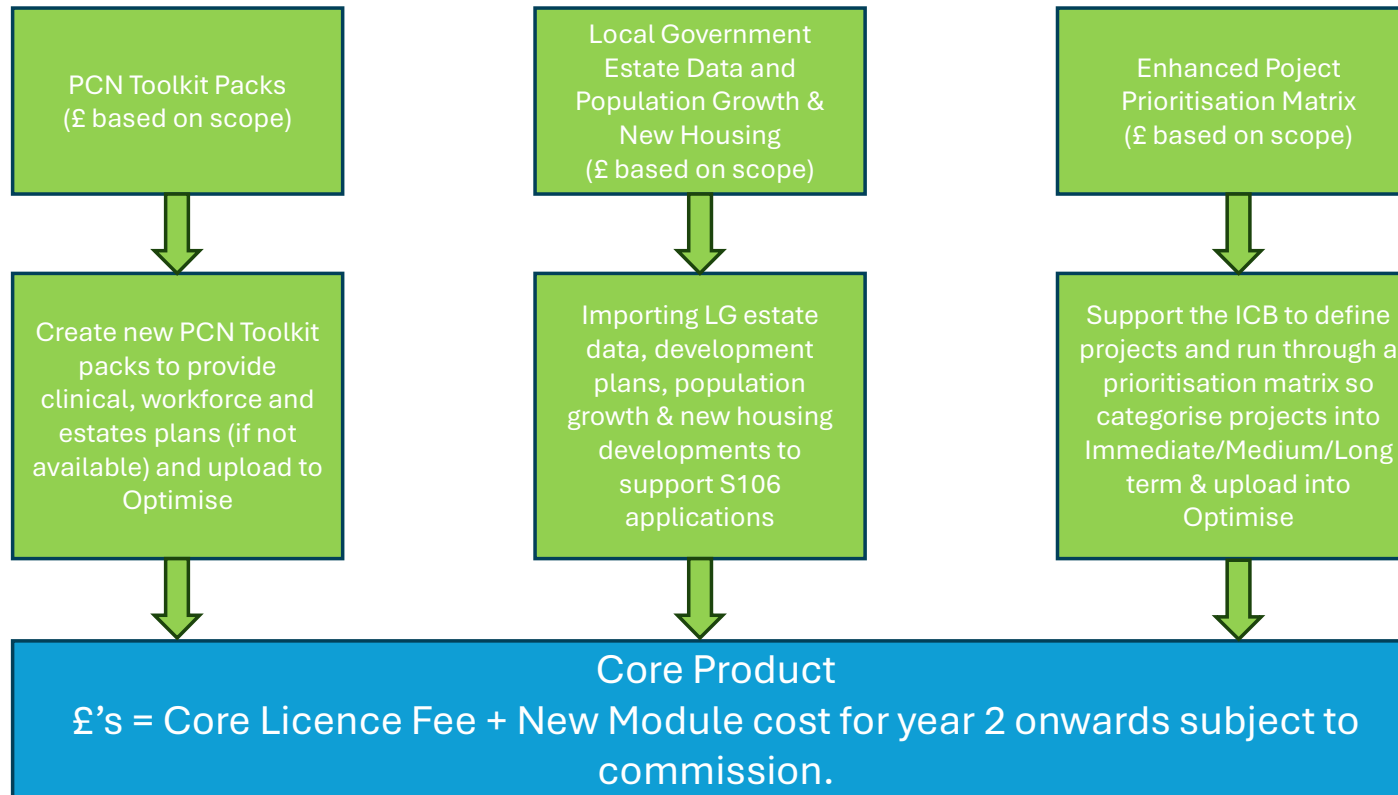




Optional NEW Modules

- New modules do not meet the criteria of either Core Product or Core Functionality Extensions
- These are substantial new capabilities for Optimise and the ICB providing results that do not currently exist within the NHS or its current data sources. It requires substantial IHP technical investment and time in its development
- IHP will expend substantial investment to develop these modules and will recover its costs from its wider client base over an extended period of time via an annual licence, providing economies of scale sharing to the ICB. This cost is added to the base core Optimise Licence fee from year 2.
- IHP will cover all implementation costs and support costs & updates within the licence fee
- IHP is estimating it can cap via development control the cost at c.£20,000 for each module where it is largely a technical development. Where delivery might require substantial client interaction, such as supported development of PCN clinical plans cost expectations will be higher. In all cases the ICB chosen scope will be the determinant and agreed prior to any commission. If selected, in effect it becomes part of the ICB's core optimise licence fee + cost of module

NEW Module examples



Annual Licence Fee and Price Structure

Year 1 & Year 2



Commissioned and Delivery Activity	Year 1	Year 2	Delivery Status
Optimise Annual Contract	£80,000	£80,000	Fixed Annual Licence Fee for Optimise Core Product.
Tailoring, Engagement, Data	£34,000	£0	Data Quality Plan, Accuracy Log, Locality Engagement, Shape update
Total Fixed Fee	£114,000	£80,000	Annual Licence Fee per annum
<i>Optional:</i> Enhanced extensions – Neighbourhood Mapping	£4,000	£0	Setup costs for year 1, Included as standard Core Licence Fee for Year 2
<i>Optional:</i> Enhanced extensions – NHSPS & CHP Property Snapshots	£6,100	£0	Setup costs for year 1, Included as standard Core Licence Fee for Year 2
<i>Optional:</i> Enhanced extensions – Population Growth & Utilisation Forecast	£2,500	£0	Setup costs for year 1, Included as standard Core Licence Fee for Year 2
<i>Optional:</i> Enhanced Functionality and/or New Modules	£0	£0	ICB to determine need for new enhanced functionality or New Modules. Will be charged on drawdown basis and agreed scope.
Total Cost for Optimise	£126,600	£80,000	Total Contract Value.