

Phased Rollout Proposal

ØYEHELSEKLINIKKEN AS

Prepared for	ØYEHELSEKLINIKKEN AS	10 August 2026
Point of contact	Andreas Kamøy	Currency: EUR
Prepared by	Pabau	Quote 20260810-112937482

About this proposal

This plan sets out how ØYEHELSEKLINIKKEN AS can adopt Pabau across its clinics in stages, starting small and expanding as each location proves out. You commit to the full platform from the start, but pay as each clinic comes live. This gives your team confidence the system fits your workflow before the wider rollout, while securing your pricing and setup from day one.

Figures are reproduced from quote 20260810-112937482, which expires on 31 August 2026. Timings remain proposals and can be adjusted together before anything is finalised.

How pricing works

There are two kinds of cost: one-off setup fees paid at the start, and a recurring monthly subscription. They are billed separately.

Item	Type	List	You pay
Full Project Management	One-off	€2,000.00	€500.00 75% off
Platinum Customer Success Package	One-off	€1,000.00	€0.00 included
One-offs total (paid on signature)		€3,000.00	€500.00
Enterprise licence (per seat)	Recurring	€60.00 /mo	€30.00 /mo 50% off
Care Plus	Recurring	€248.00 /mo	€124.00 /mo 50% off
Marketing Plus	Recurring	€185.00 /mo	€92.50 /mo 50% off
Monthly at completion (30 seats)		€2,233.00 /mo	€1,116.50 /mo

Monthly at completion = 30 seats (€900.00) + Care Plus (€124.00) + Marketing Plus (€92.50) = €1,116.50 / month.

Care Plus and Marketing Plus are free for your first three months. They come on at €216.50 / month after that.

€620.00 due on signature

€500.00 one-off setup, plus €120.00 for the first clinic's 4 licences. Your account setup begins once the one-off fees are paid. During setup there is a €1 placeholder charge to establish the subscription mandate; at go-live that is set to the agreed monthly sum.

Setup fees

The one-off setup fees (Full Project Management and Platinum Customer Success Package) come to €500.00 after discount, down from €3,000.00. They are paid at the start, cover the whole project across all your clinics, and are not repeated for each location.

How the monthly cost grows

Your monthly subscription steps up as each clinic goes live. You have the full platform and all support from day one; the cost grows only as more seats come on across your locations.

The rollout plan

Three phases, by clinic. You start with the Dry Eyes Clinic on 4 licences, then expand.

Ph.	Location	Seats	Licences	Add-ons	Monthly
1	Dry Eyes Clinic	4	€120.00	free	€120.00
2	Cataract Surgery	TBC	TBC	€216.50	TBC
3	Remaining locations	to 30	€900.00	€216.50	€1,116.50
	At completion	30	€900.00	€216.50	€1,116.50

Enterprise licences are €30.00 per seat per month after the 50% discount. Phase 1 is 4 licences (4 × €30.00 = €120.00). The Phase 2 seat count is confirmed together at Phase 2 planning.

Add-ons are Care Plus (€124.00) and Marketing Plus (€92.50), free for the first three months and €216.50 / month thereafter. The Phase 2 and Phase 3 figures above assume the free period has ended.

Moving between phases

Each phase runs for a set period from its start. Phase 1 starts when the Dry Eyes Clinic goes live; each later phase starts when the one before it completes. A phase moves forward, and the monthly cost steps up, on the earlier of:

- joint sign-off of the Go-Live Checklist for the clinic that just went live; or
- the agreed backstop date for that phase.

The backstop keeps the rollout on track so it cannot stall indefinitely. Phase durations and backstop dates are still to be agreed. The €500.00 setup fee is paid once at the start and is not affected by the phases.

What's included from day one

Care Plus and Marketing Plus are both active from Phase 1 and free for your first three months. You get the full support and capability of the platform from the first clinic.

Norway and Sweden

Each country runs on its own Pabau account, so currency, VAT and patient language are correct locally. The accounts are connected under a head-office master, giving you one login to switch between them and group-wide reporting on clients, appointments, invoices and item-level sales across both countries.

How we confirm each clinic is ready

Each clinic has a Go-Live Checklist (see Appendix A for Phase 1) that confirms Pabau is set up to and supports your workflow at that location. We review it together at the end of each phase. It is a shared readiness check, giving you confidence the system fits before expanding to the next clinic.

Your commitment

We will agree the commitment basis together. The two options on the table are a fixed term (for example 24 or 36 months, which locks in your pricing for the period) or a monthly rolling subscription after Phase 1 go-live. We are happy to talk through which suits ØYEHELSEKLINIKKEN best.

Next steps

If this plan looks right, we will confirm together: the Phase 2 seat count, phase durations and backstop dates, and the commitment basis. We then move it into a final agreement for signature.

We are glad to walk through any part of this with you, Andreas, and adjust it to fit how ØYEHELSEKLINIKKEN wants to roll out.

Appendix A: Phase 1 Go-Live Checklist

Dry Eyes Clinic

Client		Phase	1 of 3
Location	Dry Eyes Clinic	Phase start	Go-live date
Pabau lead		Backstop	To be agreed
Client lead		Licences	4

Purpose

This checklist confirms Pabau is set up to and supports the Dry Eyes Clinic workflow. It is the readiness check for Phase 1, completed together. Sign-off by both parties confirms the clinic is live and ready, and moves the rollout to the next location.

Tier 1: System configured to your workflow

Proves the build matches how the clinic actually works.

Criterion	Definition of done	Met
Booking flow live	Appointment types, durations and provider calendars match the clinic's real schedule.	
Clinical charting templates	Charting templates built for dry eye procedures and consultations.	
Billing and invoicing	Invoicing configured to the clinic's own currency and VAT.	
Patient records migrated	Existing patient data imported, accurate and accessible in Pabau.	
Communications set up	Confirmations, reminders and recalls configured in the clinic's language.	

Tier 2: Your team can operate it

Proves staff adoption, not just setup.

Criterion	Definition of done	Met
Staff trained	All Dry Eyes Clinic users trained and able to log in.	
Bookings made in Pabau	An agreed share of clinic bookings created in Pabau during the phase window.	
Daily workflow end to end	A full patient journey completed in-system without workarounds: book, chart, bill.	
Charting done in-system	Clinical notes recorded in Pabau, not on paper or other tools.	

Tier 3: It performs in your environment

Proves the system holds up live.

Criterion	Definition of done	Met
Performance acceptable	System speed and availability acceptable during clinic hours.	
No critical open tickets	No unresolved critical support issues at the point of sign-off.	
Reporting outputs match needs	Reports produce the data the clinic needs to operate.	

Phase 1 sign-off

Both parties confirm the criteria above are met. This sign-off confirms the Dry Eyes Clinic is live and ready, and moves the rollout to the next location. If anything is outstanding by the backstop date, we agree a plan together to resolve it.

For the Client	For Pabau
Name:	Name:
Role:	Role:
Signature:	Signature:
Date:	Date: