

Control Your Costs and Protect Your Business From April's Cost Rises

Increase Control. Reduce Uncertainty.

Be Financially Resilient

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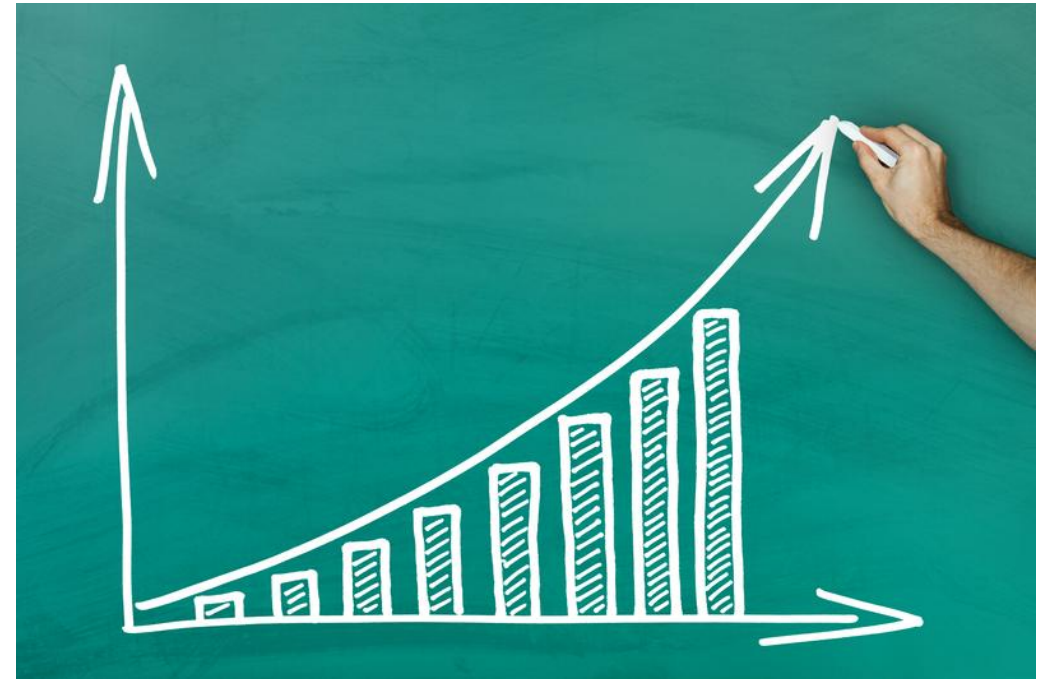
WMCA – 9th April 2026

How to be financially healthy

Control your costs (as far as possible)



Return enough profit



If you don't control your costs

- They will spiral out of control.
- Staff don't receive the vital training they need.
 - Your clients won't receive the care they need.
 - Incidents, accidents, safeguarding.
- Increased staff turnover.
 - New staff recruitment and training costs.
- You will struggle to receive the fees you need.
- Value of your business declines.
- Close your business.



Controlling your costs is absolutely vital.

Cost control - Direct and Indirect

Direct - Know your costs
Reactive

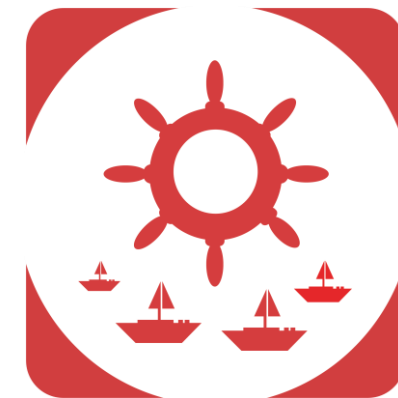


Indirect – Build a Solid Foundation
Proactive

STRATEGY



SYSTEMS



LEADERSHIP

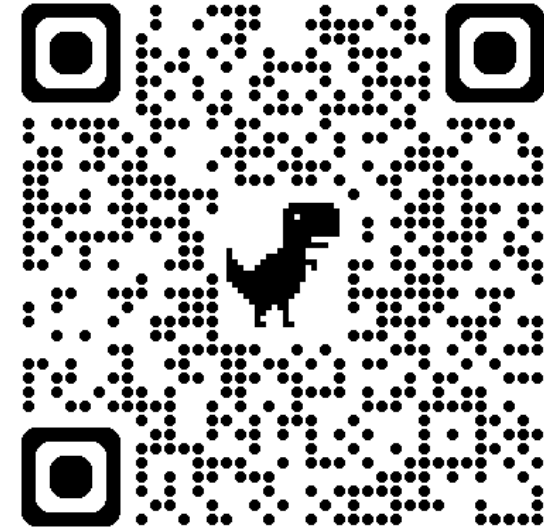
Know and monitor your costs - Reactive

- Record your costs.
- Set monthly budgets
- Establish a process for entering the data.
- Use an appropriate tool.
 - Accounting software
 - Spreadsheet
 - **Running Cost Calculator**
- Monitor
- Establish average monthly costs that you can confidently use when setting care fees.



Fixed Costs	April	May	June	July	August	September	October	November	December	January	February	March
Utilities	£9,202.24	£11,557.61	£9,636.11	£9,751.67	£9,613.27	£8,524.32	£8,792.83	£9,041.55	£9,257.45	£9,327.58	£9,415.24	£9,356.79
Monthly Budget	£12,869.00	£12,869.00	£12,869.00	£12,869.00	£12,869.00	£12,869.00	£12,869.00	£12,869.00	£12,869.00	£12,869.00	£12,869.00	£12,869.00
Cost Vs Budget	72.0%	90.0%	75.0%	76.0%	75.0%	66.0%	68.0%	70.0%	72.0%	72.0%	73.0%	73.0%
Average Monthly Cost	£9,202.24	£10,379.93	£10,131.99	£10,036.91	£9,952.18	£9,714.20	£9,582.58	£9,514.95	£9,486.34	£9,470.46	£9,465.44	£9,456.39
Kitchen	£6,683.56	£6,144.39	£6,254.56	£6,661.19	£6,499.48	£7,756.53	£6,471.87	£6,530.61	£8,590.58	£5,556.34	£5,276.41	£5,415.94
Monthly Budget	£5,086.00	£5,086.00	£5,086.00	£5,086.00	£5,086.00	£5,086.00	£5,086.00	£5,086.00	£5,086.00	£5,086.00	£5,086.00	£5,086.00
Cost Vs Budget	131.0%	121.0%	123.0%	131.0%	128.0%	153.0%	127.0%	128.0%	169.0%	109.0%	104.0%	106.0%
Average Monthly Cost	£6,683.56	£6,413.98	£6,360.84	£6,435.93	£6,448.64	£6,666.62	£6,638.80	£6,625.27	£6,843.64	£6,714.91	£6,584.14	£6,486.79
House Keeping	£1,810.40	£1,329.39	£1,547.01	£1,274.43	£2,542.79	£1,535.92	£1,370.16	£2,203.01	£1,328.15	£1,329.97	£1,291.02	£1,243.09
Average Monthly Cost	£4,636.58	£4,616.34	£5,012.99	£4,833.49	£4,777.08	£4,869.07	£4,773.34	£4,851.93	£5,245.60	£5,329.64	£5,407.40	£5,298.87
Total Fixed Costs	£96,644	£67,857	£100,604	£73,630	£66,379	£47,543	£86,051	£72,230	£91,165	£78,063	£70,038	£62,723
Monthly Budget	£62,096	£62,096	£62,096	£62,096	£62,096	£62,096	£62,096	£62,096	£62,096	£62,096	£62,096	£62,096
Cost vs Budget	156.0%	109.0%	162.0%	119.0%	107.0%	77.0%	139.0%	116.0%	147.0%	126.0%	113.0%	101.0%
Average Monthly	£96,644	£82,251	£88,368	£84,684	£81,023	£75,443	£76,958	£76,367	£78,011	£78,017	£77,291	£76,077

Control your costs - Running Cost Calculator



Try the Running Cost Calculator free for 30 days.
Cancel your subscription if you wish without paying a penny.

No risk.

Scan the QR code to go to the **Running Cost Calculator** web page.

<https://www.qualityofcare.co.uk/runningcostcalculator.html>

If you have any questions, contact us on support@qualityofcare.co.uk

Indirectly control your costs - Proactive

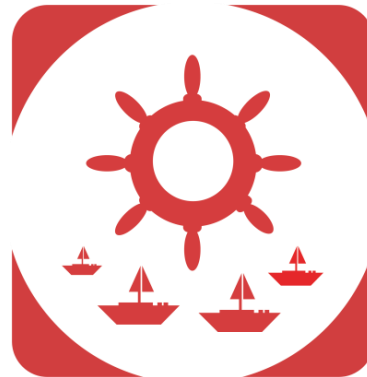
Create and maintain a strong,
coherent **strategy**

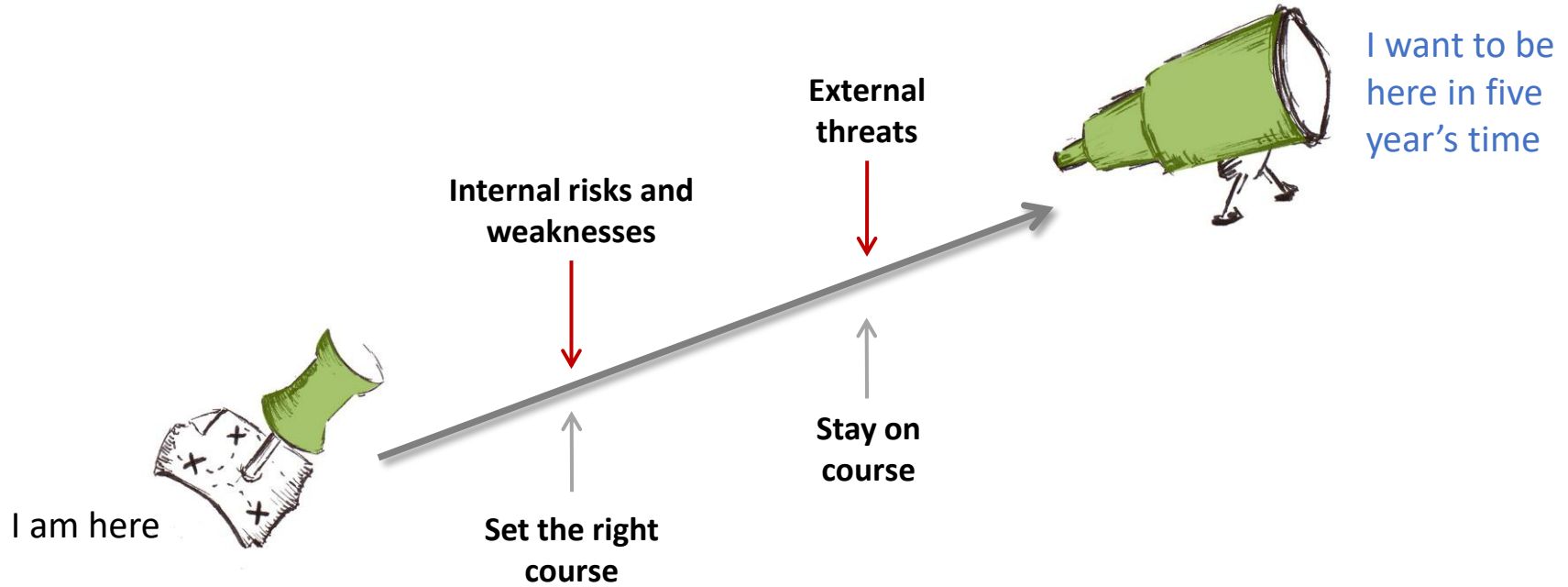
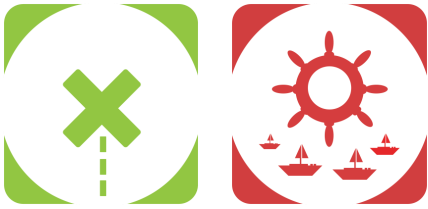


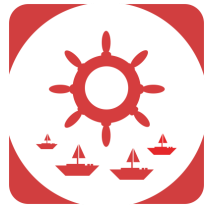
Systemise your business to
make it run efficiently



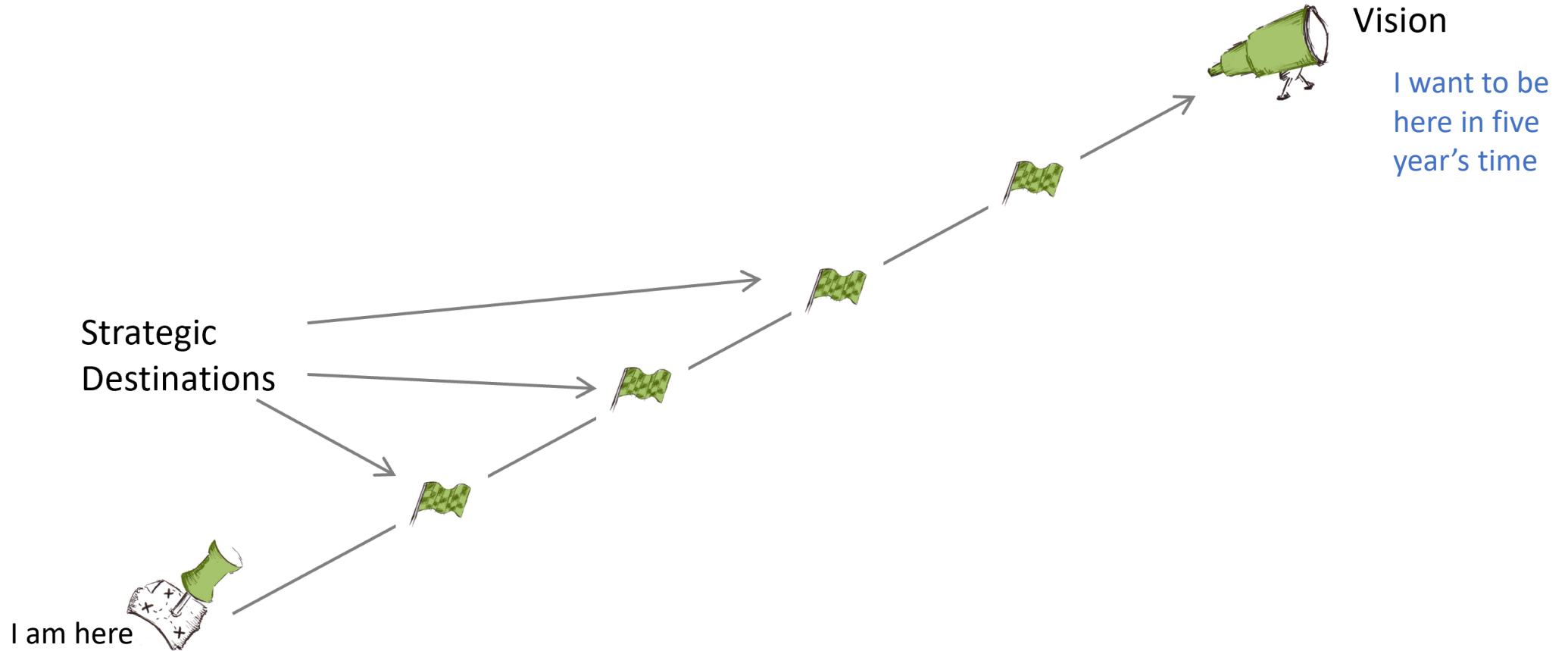
Have the right **leaders** in place to
make it happen

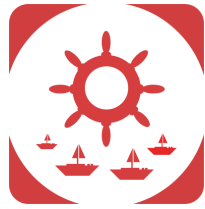




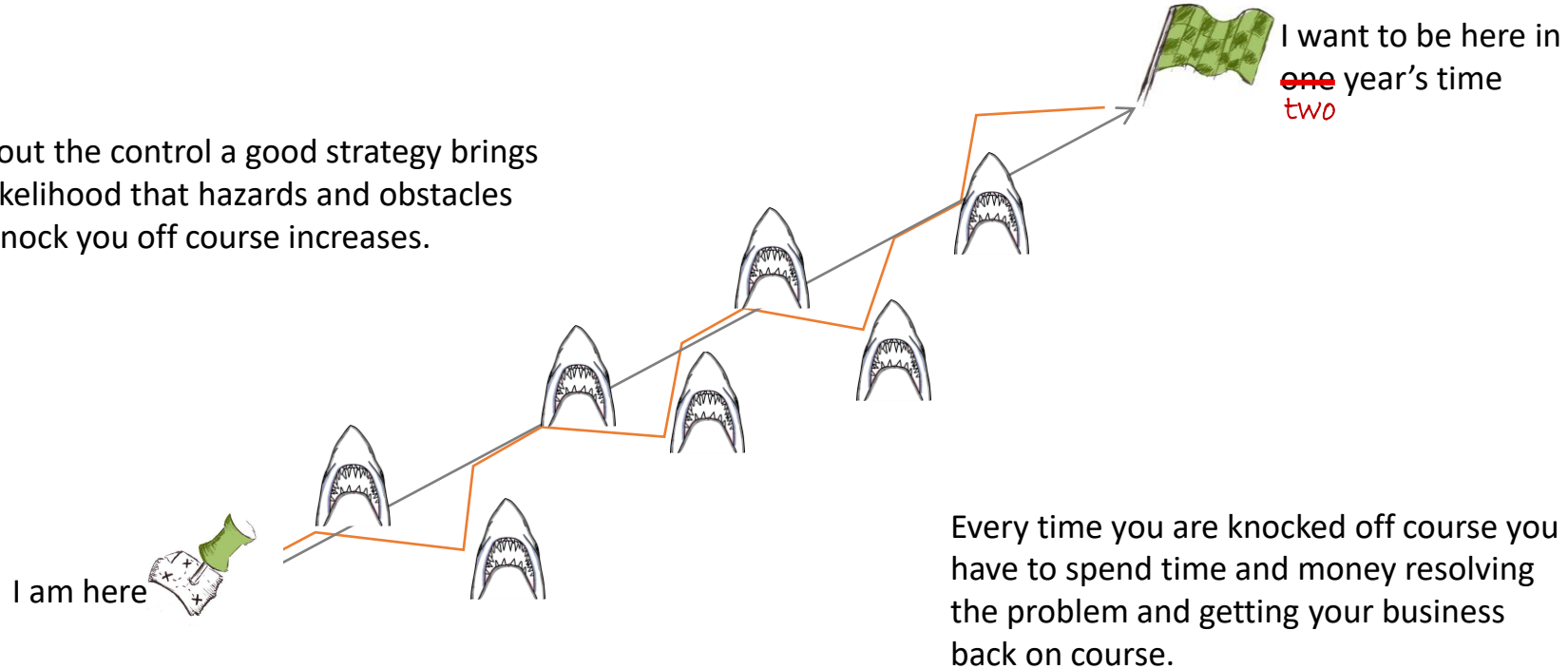


Strategic destination



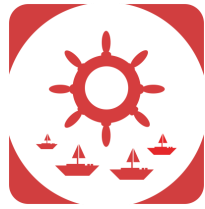


Without the control a good strategy brings the likelihood that hazards and obstacles will knock you off course increases.

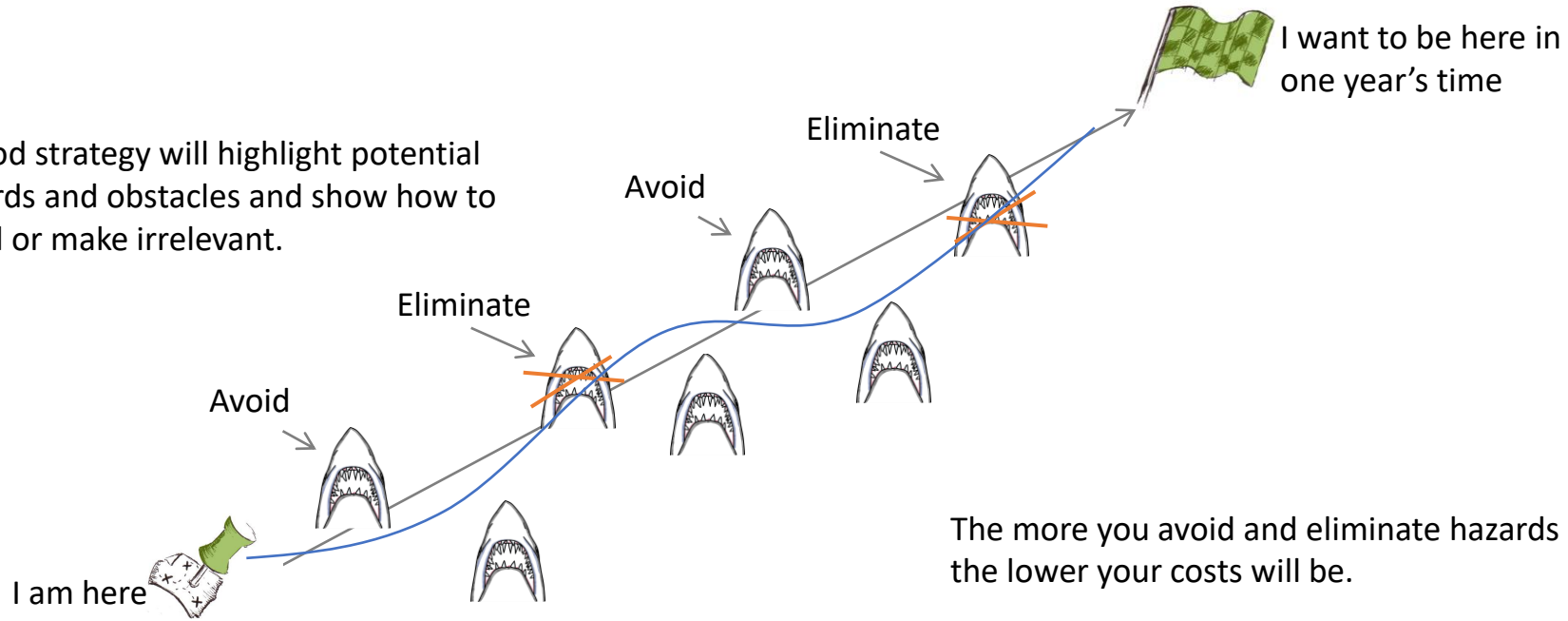


Every time you are knocked off course you have to spend time and money resolving the problem and getting your business back on course.

No strategy = Less control = increased uncertainty = Increased costs

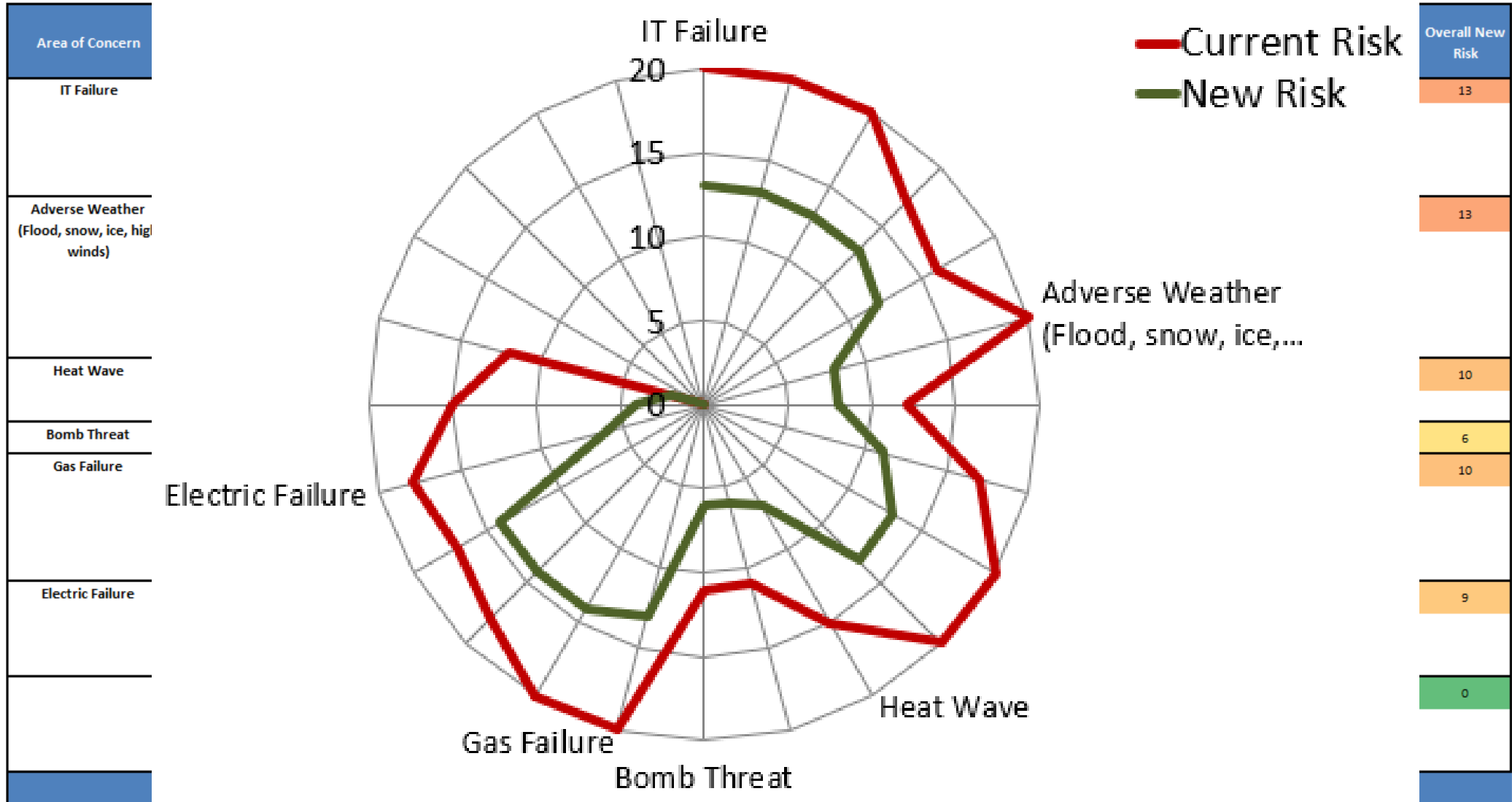


A good strategy will highlight potential hazards and obstacles and show how to avoid or make irrelevant.



A good strategy increases control and certainty and reduces cost

BCP risk and threat analysis



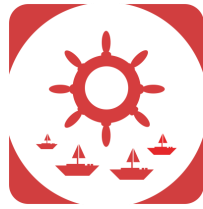
Business Continuity Planning



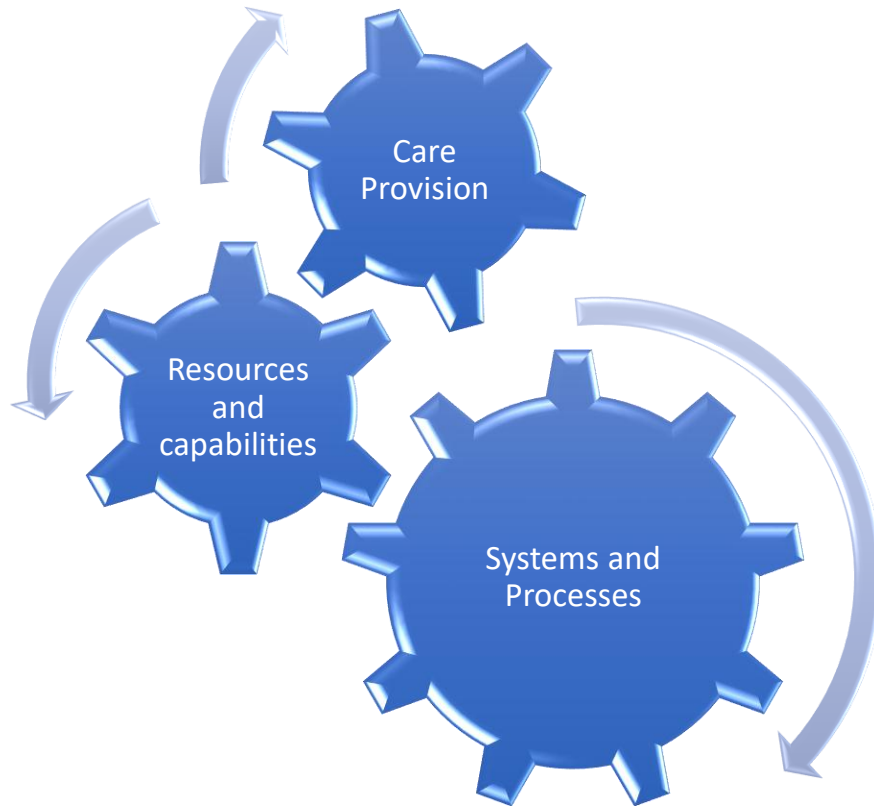
What's Included in the pack?

- A thorough BCP template document for you to amend to suit your care business.
- Forms needed to test, manage and review risks and threats.
- A Risk Analysis tool with which to assess the probability and impact of risks and threats.
- A Cyber Security Audit tool that will help you assess weaknesses and mitigate the threat of cyber-attacks.
- A BCP presentation to guide you and help train your staff.

https://www.qualityofcare.co.uk/careproviders_bcppack.php



“Systemise” your organisation



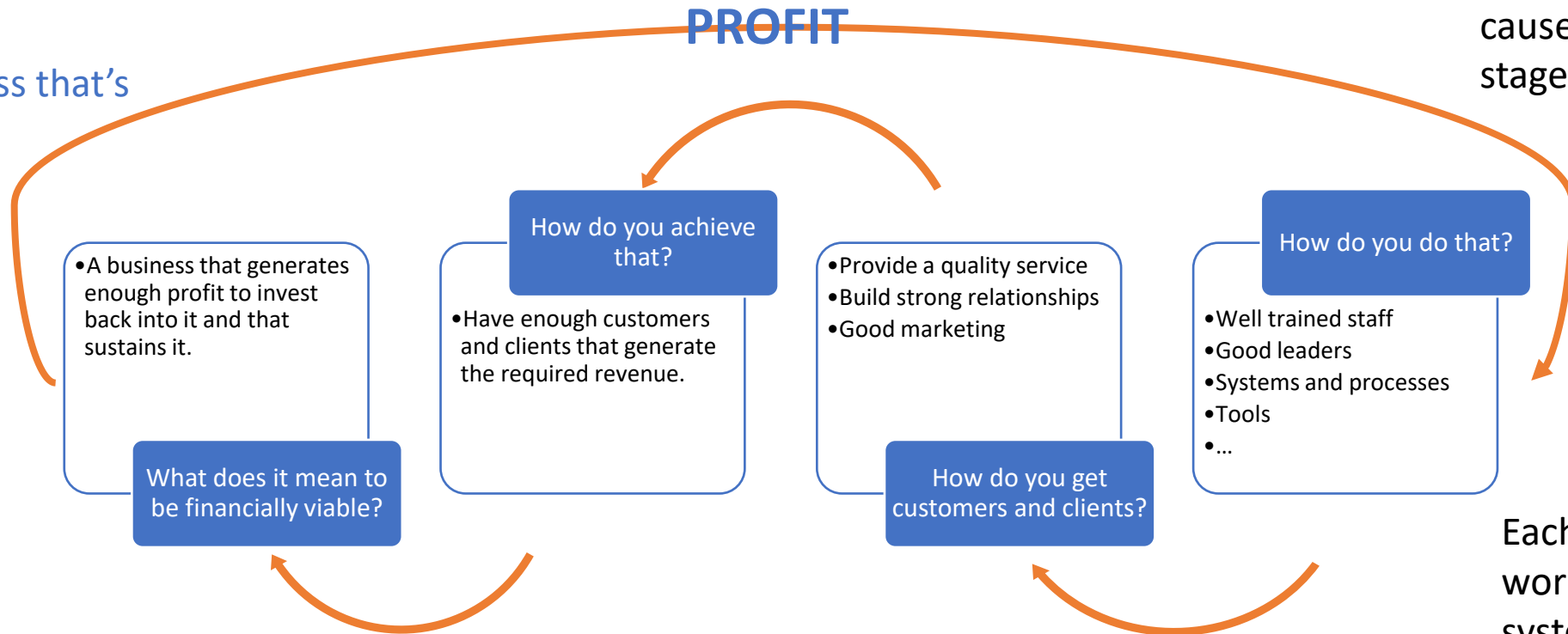
- When your business runs efficiently it will **run more cost effectively**.
- An efficiently run business will:
 - Carry out tasks in less time and with fewer mistakes.
 - Present fewer issues for you to resolve.
 - Provide a higher quality service.
 - Be easier to keep compliant.

How does a good business flow?

All systems need to be fed.

For a business that's the profit it generates.

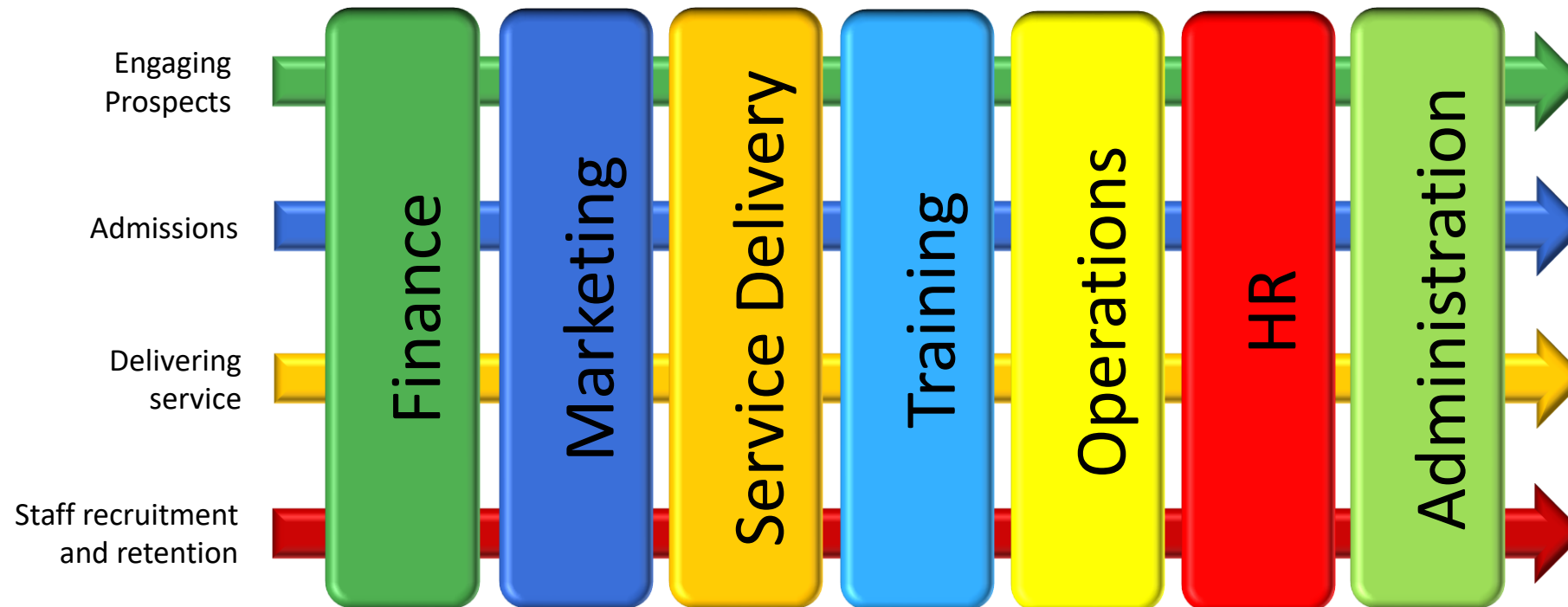
A successful business flows from one cause-and-effect stage to the next.



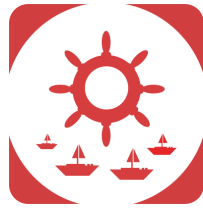
Each stage needs to work like an efficient system with as little hands-on input from you as possible.

This **systemised business** will support you as you keep it on course to where you want it to be.

Think horizontally

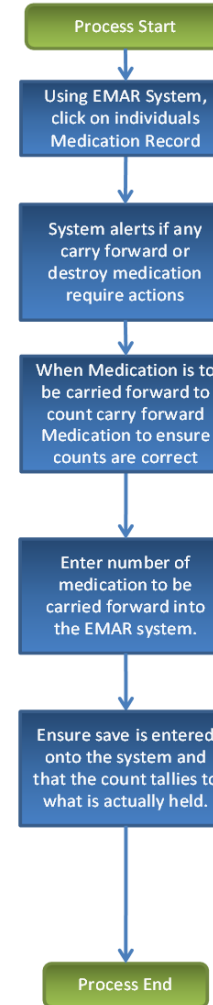


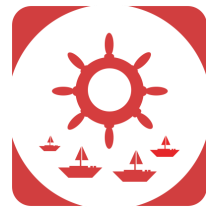
When you think about your business in this way it's easier to find and eliminate the bottlenecks that slow the flow down or result in mistakes.



Systems and Processes

TITLE: Medication Carried Forward





Tools to increase control and certainty

Staff training management

Name:

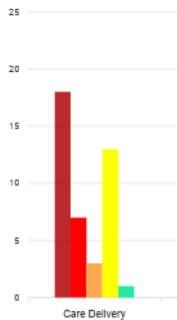
Overall training compliance

Mandatory	Non-Mandatory	Key Risks
80.0%	100.0%	NO RISK

Risk is measured by the following mandatory subjects being out of date:
Moving & Handling, Safeguarding, Fire Safety and Health and Safety.

High Risk	All 4 subjects are out of date	Medium Risk	2 or 3 subjects are out of date
Low Risk	1 subject out of date	No Risk	All subjects in date

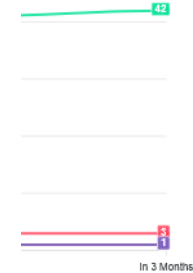
Mandatory Courses Compliant



Course	Date Last Achieved
Fire Safety	04-07-2025
Moving & Handling	13-11-2024
Basic Life Support (BLS)	12-05-2025
Food Safety (1yr or 3yrs)	11-09-2024
Infection Control (1yr or 3yrs)	03-04-2024

Mandatory Courses Non-Compliant

Course	Date Last Achieved
First Aid	21-04-2021
Nutrition & Hydration	24-05-2022
PREVENT	



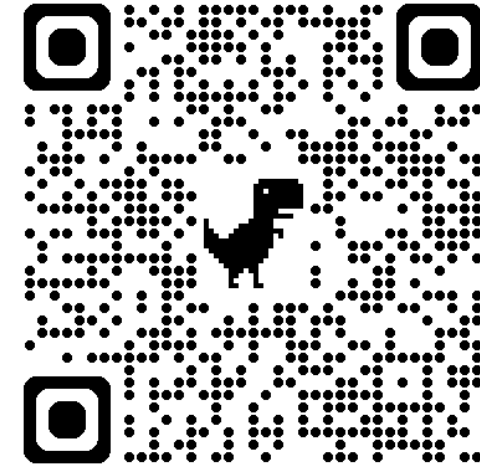
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support@qualityofcare.co.uk
Or call me on 07921 452913

How prepare for April's cost rises

Control your costs (as far as possible)



Return enough profit



- April's cost rises **aren't** coming — they're here.
- And the real risk isn't the cost increase itself but it's **you not being prepared for it.**
- It's about whether your fees are still financially safe after April — and what you can do if they aren't.



- There is no bigger priority than for you to **make sure your care business is financially healthy.**
- Nothing else you do matters because without enough profit (“oxygen”) your business will die.

Number 1 priority



How much profit is your business returning?

Strong Business

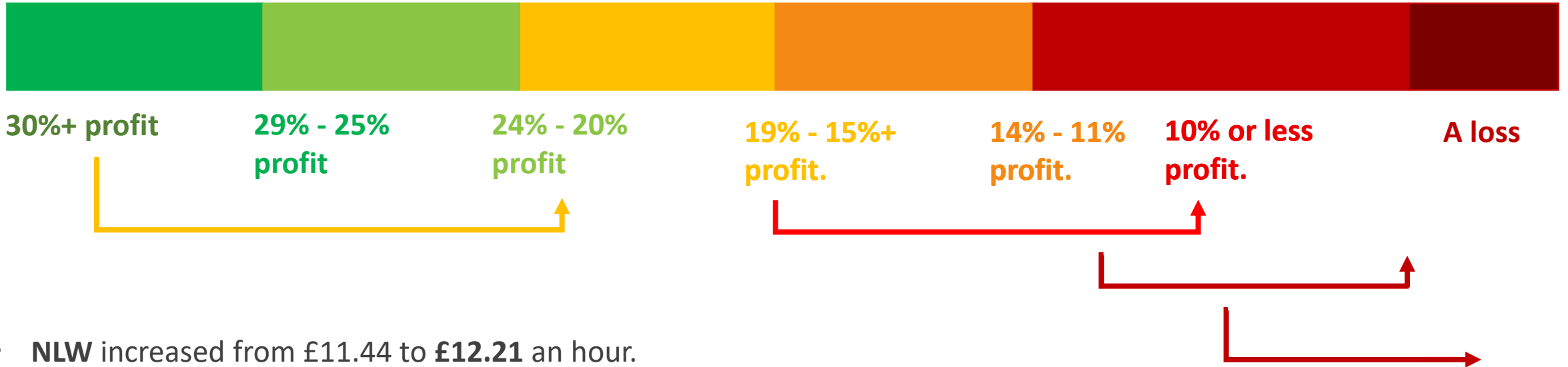
Vulnerable Business



Where will you be from April (2025)?

Strong Business

Vulnerable Business



- **NLW** increased from £11.44 to **£12.21** an hour.
- The **NMW** increased a recording breaking £1.40 from £8.60 to **£10** an hour.
- **Apprentices** increased from £6.40 to **£7.55** an hour.
- **NIC** increased from 13.8% to **15%**

From April 2025 your costs increased by at least 10%

Where will you be from this April if you didn't increase your fees?

Strong Business

Vulnerable Business



- **NLW** will rise from £12.21 to **£12.71** an hour.
- The **NMW (18-20)** will increase from £10 to **£10.85** an hour.
- **Apprentices (16-17)** will increase from £7.55 to **£8** an hour.

Come April your costs will increase by at least 7%

If you didn't increase your fees last April, then come this April that will be 17% off your bottom line.

National Living Wage & National Minimum Wage – Rates and Increases (2023–2026)

Effective From	21+ (NLW)	Annual Increase	Cumulative Increase (since 2023)	18–20	Annual Increase	Cumulative Increase (since 2023)	16–17	Annual Increase	Cumulative Increase (since 2023)	Apprentice	Annual Increase	Cumulative Increase (since 2023)
Apr 2023	£10.42	–	–	£7.49	–	–	£5.28	–	–	£5.28	–	–
Apr 2024	£11.44	£1.02	£1.02	£8.60	£1.11	£1.11	£6.40	£1.12	£1.12	£6.40	£1.12	£1.12
Apr 2025	£12.21	£0.77	£1.79	£10.00	£1.40	£2.51	£7.55	£1.15	£2.27	£7.55	£1.15	£2.27
Apr 2026 (forecast)	£12.71	£0.50	£2.29	£10.85	£0.85	£3.36	£8.00	£0.45	£2.72	£8.00	£0.45	£2.72

One Full-Time Care Worker (37.5 hours per week)

Year	NLW Rate	Weekly Wage Cost	Increase vs 2023
Apr 2023	£10.42	£390.75	–
Apr 2024	£11.44	£429.00	£38.25
Apr 2025	£12.21	£457.88	£67.13
Apr 2026 (forecast)	£12.71	£476.63	+£85.88 per week

That is £4,466 per employee per year more than in 2023 — **before employer on-costs or cover-costs are applied.**

What should I do?

Review Your Current Fees Based on April's Cost Rises

1. Decide that you are going to do this.
2. Set aside time.
3. Create accurate care fees for your current clients **based on your Increased April costs.**
4. Arrange client fee reviews for those clients who are now making you minimal profit or a loss.



“But they won’t pay us the fees we need?”

- Commissioners don’t reject fee increases because they’re unreasonable.
- They reject them because they’re unsupported.
- They want detail, consistency and justification, not finger-in-the-air estimates.

This isn’t about convincing commissioners to change their position.

Individual Breakeven Point		£1,944.98
Impact Analysis	2.0 %	£38.90
Individual Breakeven Point with Impact Analysis		£1,983.88
Profit	30 %	£850.23
Total Fee		£2834.11
Annual Uplift	0.0 %	£0.00
Total Fee with Annual Uplift		£2834.11

It’s about meeting them where they already are.

Where your commissioners are today

- Because they needed evidence they weren't getting – they had to find this evidence for themselves.
 - Fair Cost of Care
- Many commissioners are now using CareCubed to come up with a 'fair' fee for a client type.
- The CareCubed tool is being used by over 50 councils across the UK and over 600 commissioning bodies.

What are the Benefits to CareCubed?

CareCubed brings significant enhancements to the modelling of fair care costs in line with changing patterns of care provision, as well as ease of use on mobile devices, a fresher user interface and enhanced support for 'What If' options and analysis and collaboration within and across organisations.

The benefits of CareCubed for your organisation include:

- **Evidence** that the organisation has calculated the **fair cost of care** using current and local rates
- **Savings on current placement prices**
- Cost avoidance through **greater visibility** and control over price increases
- **Consistency of approach** for local authority staff and providers
- **Evidence to inform organisations** in shaping their local care market

This is where they are and this is where you need to meet them.

Produce evidence based on how they calculate fees.

Information they need-CareCubed

- The CareCubed tool needs to know:
 - Fixed Costs
 - Staff Costs (including agency)
 - Staffing Hours (including agency)
 - Extra Employer Cost
 - On-cost
 - Cover cost
 - Average Hourly Rates (including agency)

They used these 'costs' to work out regional and national averages and then, based on the client's needs, a 'fair fee'.

If you can present this same data and show how you calculate fees from it, you provide that detail, consistency and justification they seek.

4. Staff costs

▲ Please ensure these costs are correct as of April 2022

Staff costs - per hour				
i Please provide average hourly rates of pay for the various staff costs identified below				
		On cost (£)	Cover cost (£)	Hourly rate inc. on and cover cost (£)
Registered nursing staff	£ <input style="width: 80px;" type="text" value=""/>	0	0	0
Nursing assistants, associates or equivalents (non-RCN)	£ <input style="width: 80px;" type="text" value=""/>	0	0	0
Senior Carer (or equivalents)	£ <input style="width: 80px;" type="text" value=""/>	0	0	0
Carer	£ <input style="width: 80px;" type="text" value=""/>	0	0	0
Agency staff costs - per hour				
Registered nursing staff	£ <input style="width: 80px;" type="text" value=""/>			
Nursing assistants, associates or equivalents	£ <input style="width: 80px;" type="text" value=""/>			
Senior Carer or equivalents	£ <input style="width: 80px;" type="text" value=""/>			
Carer	£ <input style="width: 80px;" type="text" value=""/>			
Suspension		0		
Total		31 days		
Percentage add-on		11.89%		

Information you need – Care Fee Calculator

- You need to show the same:
 - Fixed Costs
 - Staff Costs (including agency)
 - Staffing Hours (including agency)
 - Extra Employer Cost
 - On-cost
 - Cover cost
 - Average Hourly Rates (including agency)

Care Cubed and the Care Fee Calculator follow the same logical steps.

The difference isn't the methodology — **it's whose costs are being used.**

Staff Position	Hourly Rate	No. Staff	Hourly Rate with On-Cost Only	Hourly Rate with Cover & On-Cost
Senior Care Level 1	£14.10	4	£16.64	£20.24
Senior Care Level 2	£13.90	4	£16.40	£19.95
Carer Level 1	£12.71	21	£15.00	£18.24
Carer Level 2	£10.85	14	£12.80	£15.57
Apprentice	£8.00	3	£9.44	£11.48
Carer Level 1 Part Time	£12.71	2	£15.00	£18.24
Average Hourly Rates	£12.09		£14.26	£17.35

Staff Position	Hourly Rate	Avg No. of Staff a Week
Agency 1	£20.00	4
Agency 2	£25.00	2
Average Hourly Rate	£21.67	

Blended Rate	
Care	£17.83
Nurse	£38.26

- To calculate fees, CareCubed derives its information from national and regional averages, and assumptions.
- But you live with **real costs**, not assumptions.
- The Care Fee Calculator derives its information **from your actual costs**.
- This is why you and commissioners can look at the same client and see different costs and fee levels.

If you can accurately calculate **YOUR** costs and **YOUR** fees, using these same logical steps that your commissioners use, then...

Fee reviews stop being emotional or confrontational — they become evidence-based discussions.
That's what commissioners want.

The Care Fee Calculator

Staff Position	Hourly Rate	No. Staff	Hourly Rate with On-Cost Only	Hourly Rate with Cover & On-Cost
Senior Care Level 1	£14.10	4	£16.64	£20.24
Senior Care Level 2				
Care Level 1				
Care Level 2				
Approved Care Level 1				
Care Level 3				
Average				

The Care Fee Calculator exists to produce that evidence.

Staff Position	Hourly Rate	Avg No. of Staff a Week	Blended Rate
Agency 1	£20.00	4	Care £17.83
Agency 2	£25.00	2	Nurse £38.26
Average Hourly Rate	£21.67		

Level the playing field

- Using their structured approach immediately changes the tone of negotiations.
- You're no longer asking — you're explaining.

You actually rise above simply 'levelling the playing field'.

You make your position that much stronger.

Fixed Costs

Summary Print Running Costs & Daily Care Allowance Summary

Cost Name	Monthly	Weekly	Weekly Per Client
Utilities	£5,700.00	£1,315.38	£26.31
Housekeeping	£3,305.00	£762.69	£15.25
Activities	£320.00	£73.85	£1.48
Training	£810.00	£186.92	£3.74
Other	£11,197.71	£2,584.69	£51.68
Total	£21,332.71	£4,922.93	£98.46

Cover Cost Total

Total No of Cover Days	Total Days Worked per FTE	Total Cover %
35.98	166.30	21.64%

Blended Rate

Care	£17.07
Nurse	£38.26

Weekly Staff Cost (Including Agency)

Summary Running Costs & Daily Care Allowance Summary

	Weekly Cost	Weekly Cost per client
Standard Care Staff (Incl. Apprentices)	£38,919.00	£778.38
Specialist Care Staff	£0.00	Not Applicable
Nurse Staff	£11,462.28	£229.25
Other Hourly Rate Staff	£15,644.52	£312.89
Salaried Staff	£7,513.42	£150.27
Total	£73,539.22	£1,470.78

Minimum Breakeven Point per Client **£1,522.65**

Standard Care and Nurse Costs (For Reference Only)

Standard Care & Nursing Required	Hours Per Day	Hours Per Week	Weekly Cost
Standard Care Costs			
Personal Care (Incl Toileting)	1:40	11:40	£199.15
Nutrition & Hydration	1:30	10:30	£179.24
Standard Care Costs Total	3:10	22:10	£378.39
Standard Nursing Costs			
Care Planning/Risk Assessment	0:30	3:30	£133.91
Standard Nursing Costs Total	0:30	3:30	£133.91
Standard Care Costs Total	3:10	22:10	£512.30

Extra Care and Nurse Costs

Extra Care & Nursing Required	Hours Per Day	Hours Per Week	Weekly Cost
Extra Care Costs			
Personal Care (Incl. Toileting)	0:40	4:40	£79.66
Falls Risk	1:00	7:00	£119.49
Extra Care Costs Total	1:40	11:40	£199.15
Extra Nursing Costs			
Medication	0:50	5:50	£223.18
Extra Nursing Costs Total	0:50	5:50	£223.18
Extra Care Costs Total	2:30	17:30	£422.33

Individual Breakeven Point **£1,944.98**

Impact Analysis % **£38.90**

Individual Breakeven Point with Impact Analysis **£1,983.88**

Profit % **£850.23**

Total Fee **£2834.11**

Annual Uplift % **£0.00**

Total Fee with Annual Uplift **£2834.11**

Justify your fees

Care Cubed helps commissioners benchmark.

The Care Fee Calculator helps providers justify.

It's the only way to speak the same financial language — but using your own numbers.

Fixed Costs

Summary [Print](#) [Running Costs & Daily Care Allowance Summary](#)

Cost Name	Monthly	Weekly	Weekly Per Client
Utilities	£5,700.00	£1,315.38	£26.31
Housekeeping	£3,305.00	£762.69	£15.25
Activities	£320.00	£73.85	£1.48
Training	£810.00	£186.92	£3.74
Other	£11,197.71	£2,584.69	£51.68
Total	£21,332.71	£4,922.93	£98.46

Cover Cost Total

Total No of Cover Days	Total Days Worked per FTE	Total Cover %
35.98	166.30	21.64%

Blended Rate	
Care	£17.07
Nurse	£38.26

Weekly Staff Cost (Including Agency)

Summary [Running Costs & Daily Care Allowance Summary](#)

	Weekly Cost	Weekly Cost per client
Standard Care Staff (Incl. Apprentices)	£38,919.00	£778.38
Specialist Care Staff	£0.00	Not Applicable
Nurse Staff	£11,462.28	£229.25
Other Hourly Rate Staff	£15,644.52	£312.89
Salaried Staff	£7,513.42	£150.27
Total	£73,539.22	£1,470.78

Minimum Breakeven Point per Client **£1,522.65**

Standard Care and Nurse Costs (For Reference Only)

Standard Care & Nursing Required	Hours Per Day	Hours Per Week	Weekly Cost
Standard Care Costs			
Personal Care (Incl. Toileting)	1:40	11:40	£199.15
Nutrition & Hydration	1:30	10:30	£179.24
Standard Care Costs Total	3:10	22:10	£378.39
Standard Nursing Costs			
Care Planning/Risk Assessment	0:30	3:30	£133.91
Standard Nursing Costs Total	0:30	3:30	£133.91
Standard Care Costs Total	3:10	22:10	£512.30

Extra Care and Nurse Costs

Extra Care & Nursing Required	Hours Per Day	Hours Per Week	Weekly Cost
Extra Care Costs			
Personal Care (Incl. Toileting)	0:40	4:40	£79.66
Falls Risk	1:00	7:00	£119.49
Extra Care Costs Total	1:40	11:40	£199.15
Extra Nursing Costs			
Medication	0:50	5:50	£223.18
Extra Nursing Costs Total	0:50	5:50	£223.18
Extra Care Costs Total	2:30	17:30	£422.33

Individual Breakeven Point **£1,944.98**

Impact Analysis % **£38.90**

Individual Breakeven Point with Impact Analysis **£1,983.88**

Profit % **£850.23**


Total Fee **£2834.11**

Annual Uplift % **£0.00**

Total Fee with Annual Uplift **£2834.11**

Negotiate with confidence


Real-time Comparison Table

Current Fee / Fee Offered 	£ 2000.00
Individual Breakeven Point with Impact Analysis	£1983.88
Profit	£16.12
Profit Margin	0.81%
Difference between profit received and profit required	£-576.47
Annual Profit/Loss on Fee Offered	£838.24
Annual Profit/Loss on Fee Calculated	£30814.68

Profit	23 %	£592.59
Total Fee		£2,576.47
Annual Uplift	0.0 %	£0.00
Total Fee with Annual Uplift		£2,576.47

Know the impact of fees

Real-time Comparison Table

Current Fee / Fee Offered 	£ 2500.00
Individual Breakeven Point with Impact Analysis	£1983.88
Profit	£516.12
Profit Margin	20.64%
Difference between profit received and profit required	£-76.47
Annual Profit/Loss on Fee Offered	£26838.24
Annual Profit/Loss on Fee Calculated	£30814.68

Profit	23 %	£592.59
Total Fee		£2,576.47
Annual Uplift	0.0 %	£0.00
Total Fee with Annual Uplift		£2,576.47

Prepare your evidence using the same structure commissioners already use — but based on reality not assumptions.

Use the Care Fee Calculator 30-day free trial to review your current client fees based on April's cost rises.

Then cancel your subscription if you wish without paying a penny.

Zero risk.



The Care Fee Calculator



Scan the QR code to go to the Care Fee Calculator web page.

<https://www.qualityofcare.co.uk/carefeecalculator.html>

If you have any questions, contact us on support@qualityofcare.co.uk

The Care Fee Calculator

ACTUAL REVENUE & PROFIT BY CLIENT TYPE

Client Type	Revenue	Cost	Profit
CHC	£29,030	£22,852	£6,178
CHC-117	£7,956	£6,922	£1,033
SS	£40,636	£33,468	£7,168
SS-117	£13,610	£11,669	£1,941

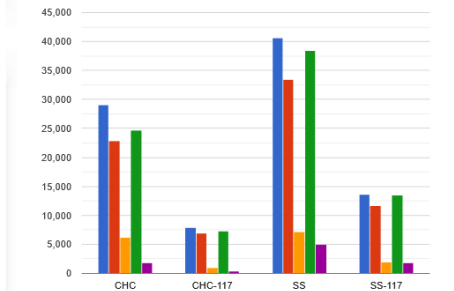
ORIGINAL & CURRENT REVENUE AND PROFIT

Room No	Name	Type	Fee Date	Current Revenue	Original Cost	Fee Profit	Fee Profit%	Current Cost	Current Profit	Current Profit%	Profit Difference
1	Betty Boop	SS-117	09-05-2023	£2000.00	£1580.31	£419.69	21.0%	£1702.66	£297.34	14.9%	£-122.35
2	Jane Doe	CHC	18-10-2024	£1800.00	£1589.24	£210.76	11.7%	£1821.55	£-21.55	-1.2%	£-232.31
2	John Doe	CHC	15-09-2024	£1800.00	£1904.91	£-104.91	-5.8%	£2422.94	£-622.94	-34.6%	£-518.03
3	Bobo Power	CHC	06-01-2024	£2100.00	£1745.49	£354.51	17.0%	£1992.44	£107.56	5.1%	£246.95
6	Fred Flintstone	CHC	13-10-2021	£3000.00	£2076.56	£923.44	30.8%	£2461.35	£538.65	18.0%	£-384.79
7	Susan Smith	CHC	21-10-2024	£1425.00	£1437.81	£-12.81	-0.9%	£1553.10	£-128.10	-9.0%	£-115.29
8	Michael Rose	SS	09-11-2023	£1850.00	£1426.66	£423.34	22.9%	£1845.75	£4.25	0.2%	£-419.09
10	David Green	SS-117	06-08-2024	£1600.00	£1633.98	£-33.98	-2.1%	£1766.61	£-166.61	-10.4%	£-132.63

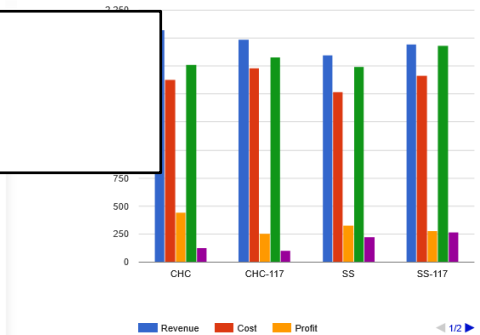
AVERAGE REVENUE & PROFIT BY CLIENT TYPE

Client Type	Revenue	Cost	Profit	Profit Margin
CHC	£2,074	£1,632	£441	21.3%
CHC-117	£1,989	£1,731	£258	13.0%
SS	£1,847	£1,521	£326	17.6%
SS-117	£1,944	£1,667	£277	14.3%

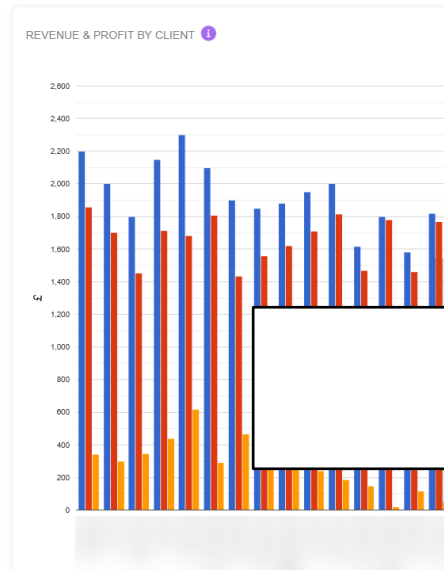
ACTUAL REVENUE, COST & PROFIT, TARGET REVENUE & PROFIT BY CLIENT TYPE



AVERAGE REVENUE, COST & PROFIT VS TARGET REVENUE & PROFIT BY CLIENT TYPE




Fee & Revenue Chart Analysis



Clarity = Certainty = Control

50	Jackson Lamb	SS	14-10-2024	£1600.00	£1541.10	£58.90	3.7%	£1664.83	£-64.83	-4.1%	£-123.73
Total				£89,642.96	£78,556.94	£11,086.02	12.4%	£87,941.07	£1,701.89	1.9%	£-9,384.13
Average				£1,867.56	£1,636.60	£230.96		£1,832.11	£35.46		£-195.50

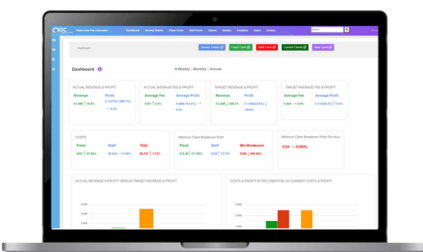




[Join early bird](#)

HOME CARE FEE CALCULATOR

Are you charging the right fees for your home care services?



The Home Care Fee Calculator helps domiciliary care providers **understand true costs, protect margins, and price with confidence.**

The Home Care Calculator:

- Calculates **true cost per care hour**
- Shows **profit per client and per contract**
- Highlights **under-priced work**
- Supports **fee reviews and new tenders**
- Built specifically for **UK home care providers**

This powerful tool is launching soon — early access now open.

Sign up before launch and get:

- 50% off the first year's subscription
- Early access before public release

Average Hourly Rate	Avg Hourly Rate with On-Cost
£14.34	£16.92
£13.18	£15.55
£12.99	£15.33
£15.66	£18.47
£15.22	£17.96
£13.50	£16.37

Home Care Fee Calculator
[Click this link and Sign-up for Early Access.](#)

What are you going to do now?

- If you do nothing
 - Continue on existing fees and profit silently erodes.
 - Discover the damage months later when options are limited and decisions rushed under pressure.
 - Fee reviews become reactive.
 - Your negotiating position is weak.
 - It could be too late for your business.
- If you act now
 - You know your minimum safe fees.
 - You choose *which* fees to review.
 - You are at the front of client review meetings.
 - Conversations are evidence led.
 - You have control.

“Doing Nothing” isn’t a neutral choice.

It becomes a business-harming risk.

One path gives you time and control.

The other removes both.

- If you decide to act, please don't simply estimate or guess.
 - Record and calculate your real costs.
 - Calculate accurate average hourly rates (with on-cost and cover cost)
 - Know your breakeven point per client or contracted hour.
 - Know the cost of all the care you provide an individual.
 - Calculate a healthy profit margin and start negotiations.

And make sure you can show that you calculated all of it and guessed or estimated none of it.

EVIDENCE. EVIDENCE. EVIDENCE

It's all about the evidence

Staff Position	Hourly Rate	No. Staff	Hourly Rate with On-Cost Only	Hourly Rate with Cover & On-Cost
Senior Care Level 1	£14.10	4	£16.64	£20.24
Senior Care Level 2				
Care Level 1				
Care Level 2				
Apprentice				
Care Level 3				
Average				

The Care Fee Calculator exists to produce that evidence.

Staff Position	Hourly Rate	Avg No. of Staff a Week	Blended Rate
Agency 1	£20.00	4	Care £17.83
Agency 2	£25.00	2	Nurse £38.26
Average Hourly Rate	£21.67		

The Real barrier: TIME

As I close this session I want you to decide one thing: when you will start.

- This isn't 'extra work'. It's **protective work**.
- If you don't step out of the business briefly, **the business will eventually force you to**.
- I'm not asking you to fix everything. I'm asking you to set aside a **small, protected window of time**.
- Two to three focused sessions over the next 30 days is enough to get **clarity**.
- Clarity doesn't come from intention. **It comes from making time**.



The 30-day trial isn't about software.
It's about helping you step out of the day-to-day to protect
your business.