

Program Description	Definitions	Sourcewell Pricing	
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		Group Size	PEPM
Service Description	Service [Bundled Offering]	<1000	\$50,000.00
	<ul style="list-style-type: none"> - Unlimited messaging therapy for employees + dependents (13+) with one schedule Live Session (audio, video, text) per month - Psychiatry services (18+) - Lasting Services 	1,000- 5,000	\$5.25
		5001- 10000	\$4.75
		10,000 -20,000	\$4.25
		20,001 - 50,000	\$3.75
		50K+	\$3.00
		100K+	\$2.50
Therapy (Licensed Clinicians)	<ul style="list-style-type: none"> - Access to therapy services for Sourcewell Participating Entities for student, community member, or employee populations (including dependents) ages 13+ - Unlimited Messaging™ therapy with a licensed clinician anytime of year - Text, voice, video, and photo messaging capabilities - Complimentary 10 minute introduction video session - One 30-minute live session/month (audio/video/text) with licensed therapist - Personalized therapist matching via Quick Match™ proprietary algorithm - Assessment and surveys - Member dashboard and progress tracking - Talkspace Bookshelf and self-help exercises to complement therapy - Secure web and mobile app access - HIPAA-compliant platform 		
Psychiatry	<ul style="list-style-type: none"> - Access to psychiatric services for Sourcewell Participating Entities for student, community member, or employee populations (including dependents) ages 18+ - 13 live video sessions per year (one evaluation + 12 additional follow-up) - Personalized treatment plan, prescription and medication management - Text, voice, video, and photo messaging capabilities - Personalized provider matching - Secure web/mobile app access - Online scheduling - HIPAA-compliant platform 		
Lasting Services (Self-Guided Counseling)	<ul style="list-style-type: none"> - Self-guided sessions focused on improving mental and relationship health - Key features like: Weekly expert-led workshops, dozens of research-backed series with audio, reflection, & journaling exercises - Key features for couples: comparison generation of both partners' answers, daily conversational prompts 		
Self-Guided Assessments & Exercises	<ul style="list-style-type: none"> - 10 clinically approved assessments for conditions like anxiety, depression, PTSD, social anxiety, insomnia and more that clients can navigate and use independently - Library of self-guided exercises including deep breathing, overcoming worry, CBT clients can utilize independently or be directed to by their therapist. 		
Marketing & Communications	<ul style="list-style-type: none"> - Co-branded landing/registration page with Sourcewell; participating entities will each have unique keywords to access services - Access to communications portal to download self-serve marketing materials including banner and physical signage files, videos, email templates, and brochures (print production and mailing not included) - Periodic business updates - Quarterly webinars hosted and curated by our clinical team based on a variety of topics - Access to library of Talkspace exclusive webinars 		
Account Management	<ul style="list-style-type: none"> - Access to dedicated Account Manager trained to support key stakeholders and be a strategic resource and partner to the Sourcewell team, ensuring the success of the program on all levels - Member Support: Inquiry submission to dedicated specialists available 24/7, response time within 2 business days 		
Reporting	<ul style="list-style-type: none"> - Monthly registration reports - Quarterly report providing insight into utilization, engagement, user satisfaction, and outcomes. 		

Detailed Justification for Changes

1. Changed Product List

List the products and/or services that are changing from the previous contract price list, along with the percentage change for each item or category. Attach a separate sheet if a large number of changes are included in this request.

- 1) Teen offering to now be included
- 2) Non-Teen Post-Pandemic Cost Adjustments

By breaking teens into an independent tier the overall Talkspace offering has a *5% price reduction*.

2. Justification for Changes

Provide justification and documentation explaining the requested changes (e.g., add a product because of technology advances in new model of equipment, increased raw material costs, add a Hot List of products). Include the percentage range of increase.

Justification for Pricing Change –

****Teen Offering Customization and Preferred Pricing****

Talkspace has introduced a new pricing tier specifically for our teen-focused services. This tier includes enhanced customization options designed to meet the unique needs of youth-focused entities. These updates allow for more tailored support and resources to better serve adolescents, reflecting our commitment to providing specialized mental health services to younger populations. Furthermore, Talkspace will offer preferred pricing for Sourcewell under our partnership. This preferred rate ensures that Sourcewell can access the most competitive pricing available for our services.

****Non-Teen Post-Pandemic Cost Adjustments****

In the wake of the pandemic, we have seen substantial increases in costs related to clinical resources, including hiring and retaining qualified mental health professionals, and the overall cost of delivering our services. To maintain the high quality of care our clients expect, we have adjusted our non-teen pricing accordingly. However, we are committed to minimizing the impact of these changes on our partners. As such, Sourcewell will continue to benefit from preferred pricing in this category, ensuring that your organization receives the best possible rates.

We believe that these changes will not only help us to maintain the quality and availability of our services but also provide enhanced support for youth and adult populations alike.



3. Product additions only

Describe how the product additions fit within the scope of the original RFP.

Talkspace for teens:

In addition to our core offering of message and live therapy sessions, the Talkspace teen program also offers a unique 16-part mental health course designed for teens, helping them manage anxiety and boost confidence in just five minutes a day. This micro-learning approach easily fits into their busy schedules. Progress is tracked using the Teen-Modified PHQ-9 questionnaire, ensuring measurable results based on clinical standards. With over 70 programs and 800 activities, including videos, self-assessments, meditations, and journaling, the platform caters to a variety of learning styles. Talkspace has also introduced the Teenspace Community, an anonymous, peer-to-peer online platform providing teens with a safe, moderated space to connect and receive evidence-based support, as part of their effort to address the teen mental health crisis.

4. Price changes or product/service additions only

State how the requested pricing is consistent with current Sourcewell contract pricing.

Below is our pricing addition for Talkspace for Teens:

Talkspace, Sourcewell : Teens / EDU Pricing (effective 9.12.24)				
Group Size	Msg + 1 Monthly LVS + TSG		Product Add-Ons	
	Teens / EDU PSPM*	1 Monthly Live Session	Psychiatry (Higher EDU Only)	Peer-to-Peer Community
0 - 999**	\$30,000	\$3,000	\$4,200	\$3,000
1,000 - 2,999	\$2.50	\$0.25	\$0.35	\$0.25
3,000 - 14,999	\$2.25	\$0.25	\$0.35	\$0.25
15,000+	\$1.90	\$0.25	\$0.35	\$0.25

*Pricing eligible for teen populations only (i.e. school faculty not eligible)

**Pricing per Year

Below is our pricing adjustment for Non-Teen post pandemic cost adjustments:

Talkspace, Sourcewell : Non Teens / EDU Pricing (effective 9.12.24)	
No change to service coverage*	
Group Size	Non Teens / EDU PEPM
0 - 500**	\$72,600
500 - 999**	\$83,600
1,000 - 4,999	\$7.45
5,000 - 9,999	\$6.40
10,000 - 24,999	\$5.05
25,000 - 49,999	\$4.20
50,000+	\$3.50

*Msg + 1 Monthly Live Session + Psychiatry +TSG, includes Dependents

**Pricing per Year

