

Attachment Number 1:

Wondr (part of the current contract) - Wondr is our clinically proven behavior change program that treats the root cause of chronic metabolic conditions to improve quality of life and health outcomes while reducing costs.

Wondr Advanced (addition to the current contract) - Wondr Advanced is an obesity solution for optimal metabolic health and cost containment strategies that helps organizations overcome the cost and complexity of obesity and weight-loss drug management.

eM Life (addition to the current contract) - eM Life is an evidenced-based mindfulness solution that reduces stress and anxiety and improves emotional well-being.

Attachment Number 2:

We believe in keeping pricing as simple as possible. Therefore, Wondr proposes to charge all Sourcewell member entities who we partner with through this contract a single charge of \$395 per enrolled participant. There are no other fees for the program. The proposed price represents a 12.2% discount from Wondr's current lowest available MSRP of \$450.

(Additional pricing for Wondr, Wondr Advanced & eM Life)

Sourcewell member entities will also have access to our special bill as a medical claim pricing for both Wondr and eM Life of \$175 per 30-day engagement claim fee, maximum of four claim fees per 12-month period.

Wondr Advanced pricing: \$175/month with a 12-month expected engagement per participant. A participant is in the core Wondr behavior change program for 30 days before being able to assess into the Advanced program. This helps participants build early skills to assist them throughout the program. There is a \$360 one time per participant, onboarding fee once members enroll in Wondr Advanced.

eM Life discount case-rate pricing: Sourcewell member entities will receive a 10% discounted single charge rate of \$350 per enrolled participant.

Sourcewell
CONTRACT AMENDMENT
PRICE AND PRODUCT CHANGE REQUEST FORM

Question:

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.

(Current product)

Wondr is a digital behavioral change program that helps people measurably improve their physical and mental wellbeing to prevent and reduce the impact of weight-related chronic conditions. A master class of sorts, Wondr's renowned team of clinicians and experts teach practical skills through engaging and inclusive weekly lessons that include mindful eating, nutrition, physical activity, sleep, and stress management to improve overall health and quality of life - starting with modest, sustained weight loss.

The innovative Wondr curriculum is tailored to meet individual user preferences and challenges and is reinforced by a team of highly credentialed certified health coaches who provide participants additional support as needed. Plus, Wondr is delivered 100% digitally, making it infinitely scalable, with users being able to access their program anytime, anywhere it's convenient. For employers, Wondr is easy to implement and can be launched in as little as six weeks. Instead of investing in costly point solutions that only manage the symptoms of chronic conditions, employers and plan sponsors can broadly - and sustainably - address the root cause of weight-related chronic disease through the Wondr program. This helps prevent and reverse costly conditions, enhance productivity, increase engagement, and decrease claims costs - which means Wondr can help improve the financial, clinical, and cultural health of Sourcewell member entities.

Program highlights include:

More than a decade of proven results. Wondr Health, formerly Naturally Slim, is the oldest new company in the industry, with a legacy of success in employee benefits space since 2007. For nearly 15 years, the Wondr program has helped improve the health and quality of life of hundreds of thousands of participants from nearly 1,000 employers and plan sponsors of all types, sizes, industries, and geographic locations.

Real-world, holistic approach: It's well known that restrictive diets, calorie counting, and "eat this, not that" advice do not create sustainable behavior change. Instead, Wondr utilizes an evidenced-based, skill building, and mindful eating curriculum grounded in behavioral science to help users realize that when, why and how we eat are just as important as what we eat. Wondr's practical, commonsense approach treats the whole person to address the mental,

emotional, and physical barriers to behavior change and help inspire healthy habits that last - without dieting!

Infinite scalability and flexibility: Our digital approach to health behavior change offers flexibility for both our clients and participants. Wondr is completely asynchronous with no set schedules, class times, or one-on-one meetings, giving participants the ability to engage whenever and wherever they choose. This approach also helps scale Wondr's high-quality, consistent coaching across the largest populations, without the inherent variability found in traditional health coach-centric approaches.

Master classes taught by experts: Wondr isn't a typo. We left out "e" as a tribute to our renowned team of Wondr doctors, clinicians, and other experts who created and teach the program and bring a holistic approach to wellbeing combining medical, physical, psychological, social, emotional, and nutritional aspects of behavioral weight loss and health improvement.

Cost effectiveness: Wondr Health is a cost-effective investment in disease prevention and population health improvement that delivers a proven financial ROI that's been third-party validated. Without the hefty price tag of one-on-one health coaching and costly devices, Wondr's digital video curriculum allows employers and plan sponsors to maximize return on their limited resources to do the most good for the most people at the lowest possible cost.

Science-based and data-backed: Independent studies have proven that behavioral counseling programs focused on skill-building, not dieting, are the most effective and sustainable method for weight loss, diabetes prevention, and overall health improvement. Wondr's real-world clinical outcomes with large populations have added to the evidence, with results published in five peer-reviewed published clinical studies, with a sixth currently in final review.

Easiest implementation ever: Seriously, it's ridiculously simple and we do all the heavy lifting. We'll create a co-branded application page and customized, co-branded employee communications and marketing materials. Wondr Health also includes comprehensive reporting on each group's enrollment, participation, and health improvement metrics.

Based in behavioral science, the entire Wondr experience is designed to drive sustained engagement and measurable health outcomes. Here's what it includes:

- A full year of weekly master class video lessons led by a world-class line up of renowned instructors who are experts in their fields covering mindful eating, nutrition, physical activity, healthy cooking and meal prep tips, sleep, stress management, resilience, and more
- Research-based, tailored content tracks for physical activity and eating behaviors based on users' goals, individual challenges, lifestyles, and personal preferences
- Weekly skills checks and in-the-moment tools to reinforce learning, provide and create results that last
- Regular in-program communications, including emails and optional text alerts, to keep participants engaged and moving toward their goals

- Full-featured mobile app for both iOS and Android offering full program parity with the Wondr web platform for 24x7 on-the-go access to the program
- Non-video, off-line resources like downloadable tip sheets that consider all types of earners
- Welcome kit with components - including a comprehensive Wondr program reference guide - designed to excite participants and keep them on track towards their goals
- WondrLink online social network for building connections and community with current participants and Wondr alumni
- Unlimited on-demand access to certified and highly credentialed health coaches

The 12-month Wondr program has been designed to maximize positive outcomes by meeting and exceeding the Federal Obesity Treatment Guidelines. These guidelines recommend no less than 14 interventions in the first six months, with continuing treatment and support for a full year. Our program is delivered in three distinct phases that build on each other for lasting weight loss and improvements in mental and physical wellbeing.

WondrSkills (Months 1-3) - The foundational WondrSkills portion of the program is designed to educate users on the science behind weight loss. This includes Wondr's proprietary Between Meal Skills that help users identify their personal hunger patterns and minimize emotional eating and mindless snacking, and During Meal Skills that promote more mindful eating with an increased awareness of the role flavor and fullness play in developing a healthier relationship with food. Users also learn how things like stress, sleep, emotions, physical activity, and nutrition all impact our weight. Beyond simply delivering information, Wondr sets participants up for success by empowering them to hone their skills through practical application. Each week of WondrSkills is made up of multiple video lessons, including core content for all participants, plus personalized behavioral strategies based on individual participant's eating and physical activity preferences.

WondrUp (Months 4-6) - After completing phase WondrSkills, participants move into the WondrUp phase. This phase reinforces the learning provided in WondrSkills and allows participants to tune-up their learning in the areas they need it. This includes refreshers on many of the core During and Between Meal Skills and other topics covered in WondrSkills, including stress management, improved sleep, and building resilience. New topics are also covered, such as brain health, relapse prevention, and body positivity.

WondrLast (months 7-12) - After completing WondrSkills and WondrUp, participants receive ongoing weekly support to help them maintain their new healthy habits in the face of real-life challenges. Our team is there to provide extra motivation and encouragement for continued weight maintenance. WondrLast includes new weekly episodes from our instructors and health coaches that address topics requested by participants. Supplemental content is released to provide additional coaching based on the most up-to-date research and seasonal topics, and how to apply the WondrSkills in the real world at social events, during holidays, on vacation, and more. Ongoing access to WondrLink provides users continued support from Wondr's community of participants and alumni to further catalyze and enhance progress.

(Added Products: Wondr Advanced & eM Life)

Wondr Advanced: builds on the success of Wondr to optimize outcomes, control costs, and help organizations navigate the complexities of obesity and anti-obesity medications (AOMs).

Wondr Advanced offers qualified participants access to a team of leading experts, licensed practitioners, and certified health coaches who provide tailored medication management paired with behavior change support to deliver a seamless experience with optimal outcomes. Individuals who receive tailored treatment based on their needs achieve greater weight loss, and pairing AOMs with behavior change support is significantly more effective at sustained weight loss than taking AOMs alone.

Following FDA guidelines, individuals are assessed and triaged to determine if they qualify for AOMs. Participants begin the behavioral change program prior to treatment and will have the flexibility to engage with it at any point along their weight-loss journey.

Wondr Advanced tracks participant behaviors, medication adherence, and outcomes to give organizations valuable insights into their population and confidence in their cost savings and sustainable results.

eM Life: offers interactive, live and on-demand, evidence-based mindfulness programs led by expert teachers to help create connections while building skills to manage stress and anxiety, improve focus and enhance overall well-being.

eM Life is built on a solid foundation of 15+ years of data-driven insights with clinically validated outcomes that improve workplace performance and health.



Pricing Proposal

Sourcewell RFP

January 27, 2022

Simplified Case Rate Option

Wondr Health proposes to offer the entire 12-month Wondr program to all Sourcewell member entities for a discounted case rate of **\$395 per enrolled participant**.

There are no fixed or upfront charges and Wondr doesn't charge for setup, implementation, eligibility, account management, or reporting.

The single per-participant fee includes online access to the 52-week Wondr video curriculum, unlimited on-demand health coaching, Wondr Welcome Kit, full-featured Wondr mobile app for iOS and Android, integration with activity trackers and connected scales, WondrLink online social community, online video library of Wondr Workouts and Wondr Body Mind Breaks, and more.

Additional Fees

There are no additional fees. The per-participant fee is all-inclusive.

Sourcewell
CONTRACT AMENDMENT
PRICE AND PRODUCT CHANGE REQUEST FORM

Question:

4. Price changes or product/service additions only

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

(Current pricing)

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