

Sourcewell 



SWORD HEALTH

Proposed Pricing & Administrative Fees

October 27, 2021

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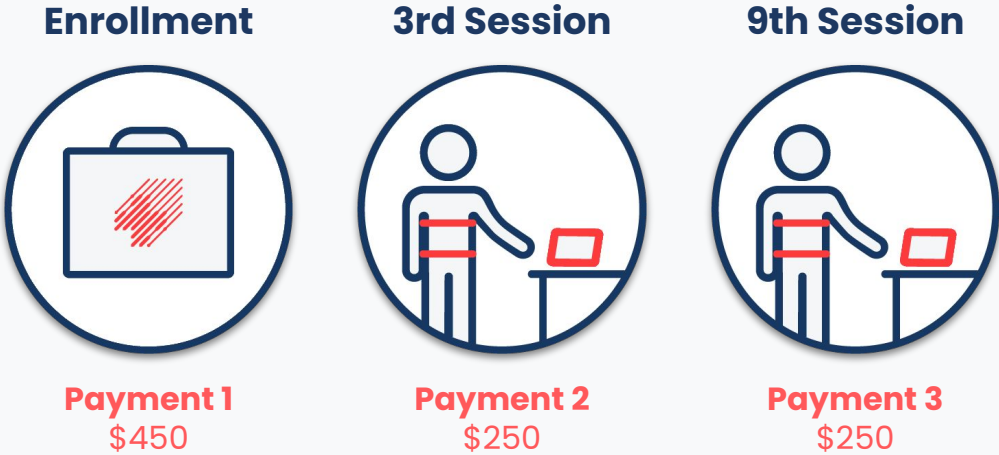


Proposed Pricing

Total Maximum investment

\$950

Per member / year



Special pricing proposed to Sourcewell



Performance Guarantees

Our fees are at risk unless we achieve:



- 1. Measured by self-reported intent for pursuing surgery, from 0 to 100, and translated into ROI according to the following formula: each 1 point decrease in surgery intent corresponds to an estimated 1% savings on cost with surgery.
- 2. Self-reported outcome measured from 0 to 10, referring to the previous week. Assessed for every participant at baseline, and eight weeks thereafter.
- 3. Self-reported outcome of each participant measured from 0 to 10.



Proposed Administrative Fees

To Sourcewell when Sourcewell entities use the contract resulting from this RFP to procure SWORD services

Sliding Scale based on total actual annual revenue	
Total Actual Annual Revenue	Administrative Fees to Sourcewell
\$1-\$500,000	2%
\$500,001-\$3,000,000	3.5%
>\$3,000,000	5%



Let's outsmart pain, together.

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