

**PRICING AND DELIVERY**

52. Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.

Telligen can provide pricing under several models, as required by the RFP, but we typically price on a PEPM basis, as we have here, with tiered pricing that applies discounts according to the participant volumes. Our model includes a standard wellness platform package with a PEPM price, implementation fees that are stepped down by participant volume, and add-ons priced per participant. Additional add-on services are discussed and will be priced upon request. Our price proposal is summarized in the following table.

Title	Description	Cost PEPM 0-500	Cost PEPM 501-2500	Cost PEPM 2501-5000	Cost PEPM 5001+
Wellness Program	Includes Wellness Platform, Mobile Application, data file management, Health Risk Assessment, Participation tracking, Incentive reporting, marketing and communication, and call center support	\$1.20	\$1.10	\$1.00	\$0.80
Disease Management Coaching	Includes, data file management of claims, coaching mobile application, communication and marketing, and standard reporting	\$2.10	\$1.90	\$1.80	\$1.50
At-Risk Coaching	Includes coaching mobile application, communication and marketing, and standard reporting	\$1.30	\$1.25	\$1.15	\$1.05
One-time Implementation Fee		\$10,000	\$5,000	N/A	N/A
<b>Individual Programs</b>		<b>Cost Per Participant</b>	<b>Cost Per Participant</b>	<b>Cost Per Participant</b>	<b>Cost Per Participant</b>
Biometric Testing	Includes scheduler, communication and marketing, data file loads, and Biometric Screen	\$65.00 per participant*	\$65.00 per participant*	\$65.00 per participant*	\$65.00 per participant*
<b>Other Offered Programs</b>		<b>Cost Per Hour</b>	<b>Cost Per hour</b>	<b>Cost Per hour</b>	<b>Cost Per hour</b>
On-site events and programming	Includes any programming done onsite	\$150.00/hr. plus travel expenses	\$150.00/hr. plus travel expenses	\$150.00/hr. plus travel expenses	\$150.00/hr. plus travel expenses
Live web based events	Please see below	\$150.00/hr.	\$150.00/hr.	\$150.00/hr.	\$150.00/hr.
Custom reporting	For reporting needs outside of base reporting	\$150.00/hr.	\$150.00/hr.	\$150.00/hr.	\$150.00/hr.



Diabetes Prevention Program/Weight Loss Program	Please see Below	\$399/participant	\$399/participant	\$399/participant	\$399/participant
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*\*A minimum of 30 participants per biometric screening event*

Our tiered pricing model is adjusted to member population. Pricing variables also include dependent eligibility, dependent ratio, incentive structure administration and programs selected. The rates are representative and assume the programs would be available to employees and their dependents. Alternative rates are available for programs only available to employees or with lower/higher dependency factors.

If the client decides to expand their wellness program, Telligen offers the following add-on options to our services:

- ✓ **Diabetes Prevention Program/Weight Loss Programming:** The Telligen Weight Loss and National Diabetes Prevention program is composed of a series of group educational sessions and uses lifestyle change interventions that target improving diet, increasing physical activity and achieving moderate weight loss. Each session lasts 45 minutes and will take place on a live distance learning platform. Participants will complete assessments with their Telligen coach, receive education guides including access to an online portal, and each session will include a weigh in as well as review of the participant’s activity log and food diary.
- ✓ **Live Web-Based Events:** Additional web-based live events can be offered as a component incorporated into the wellness program strategy in 10-15 minute increments such as mindfulness and meditation sessions and exercise or nutrition-based sessions led by a Telligen health coach. Examples of exercise or nutrition sessions include desk/chair exercises and reading nutrition labels.

53. Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.

The tiered pricing model in our proposal represents an approximate discount of 8 to 15% from our standard pricing, depending on participant volume and selected services. Please see our price proposal in the attached proposal document in item #52.

54. Describe any quantity or volume discounts or rebate programs that you offer.

Yes, our tiered pricing model provides discounted PEPM pricing and reduced implementation fees based on the size of the member population (number of covered lives).

55. Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.

Not applicable to this submission.

56. Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

All charges for programming are included in our pricing provided in item #52. One-time implementation fees are required for new clients with fewer than 2,500 participants. This pricing is also reflected in our tiered price proposal.

57. If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.

Not applicable to this submission.

58. Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.

Not applicable to this submission.

59. Describe any unique distribution and/or delivery methods or options offered in your proposal.

Not applicable to this submission.

## PRICING OFFERED

60. The Pricing Offered in this Proposal is:

D. Other when what the Proposer typically offers.

Telligen has provided a discounted fee structure based on participant volumes. It is not our typical fee structure and provides relief for rates and implementation fees that are not offered in our other bids. We have proposed this fee structure to address the anticipated range of contract sizes Sourcewell facilitates.

## AUDIT AND ADMINISTRATIVE FEE

61. Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.

Sourcewell contract compliance will be managed by our Account Management team, with primary responsibility assigned to our Director of Strategic Accounts, Ami Bolles. She will oversee and delegate all operational-level contract monitoring and compliance management, ensuring that contract terms, rates and reporting requirements are followed and fulfilled. The Account Management team will collect and monitor data necessary to assess program status, performance, quality and to produce scheduled and ad hoc reports. The Account Management team is supported by Telligen's Finance and Administration (F&A) Division, which provides organization-level contract audit controls to ensure contract compliance. The F&A contracts and finance teams will work with our Account Management team to ensure contract pricing levels are observed on all Sourcewell contracts.

62. If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.

Please see our performance guarantees for our primary performance metrics. Telligen is willing to negotiate additional metrics to address contract requirements and client preferences, as needed.



Criteria – Clinical Goals	Targeted Standard
Personal Health Assessment Survey Completion rate	50% of registered users complete Health Assessment
Biometric Screenings	In year one at least X individuals will participate in one of the three biometric screening options (screening events, physician form, clinical lab form)
Wellness Portal Engagement	In year one, at least X individuals will participate and complete a quarterly fitness/wellness challenge and look at increasing completions each year by 5%.
Coaching Outreach	90% of individuals that qualify for coaching off of biometric screening data will be outreached within 14 business days after identification

63. Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor’s sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member’s cost of goods. (See the RFP and template Contract for additional details.)

Telligen proposes a 2% fee payable to Sourcewell for facilitating, managing, and promoting Sourcewell contracts up to \$2 Million per year. We agree to pay a fee of 5% for all Sourcewell-facilitated contract revenue above \$2 Million per year.