



**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #012722  
Entitled

**Digital Health Products and Solutions**

The following advertisement was placed December 9, 2021 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, December 10, 2021 in Oregon's *Daily Journal of Commerce*, and on December 9 and December 16, 2021 in *The Oklahoman*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Digital Health Products and Solutions to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 27, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

98point6	Life365, Inc.
Aark Canada, Incorporated	Lincor, Inc.
ActiveHealth Management	LotusUSA, Inc.
Advanced Digital Systems, Inc.	MCI Medical Clinics, Inc.
AdvanTech, Inc.	MEDformance, LLC
AgreeYa Solutions, Inc.	MHA Ventures, Inc.
Alliant Insurance Services	Modern Health, Inc.
AmaraTech IT Solutions, LLC	Newtopia, Inc.
Amico Accessories Corporation	NS412, LLC dba Wondr Health
Annapurna Solutions, LLC	Omada Health, Inc.
ateb inc. dba EnlivenHealth, subsidiary of Omnicell	Outlier Technologies, Inc.
Calian, Ltd.	Premise Health Holding Corp.
Cappa Health, Inc.	Preventric Diagnostic, Inc

Carbon Health Technologies, Inc.	Prime Vendor, Inc.
Cardea Health Consulting, Inc.	QuantumSys Technologies, Pte. Ltd.
Carrum Health	R-Zero Systems, Inc.
CGI Information Systems & Mgmt Consultants, Inc.	RSM US LLP
ChipRewards, Inc.	SHI International
Cloud-Age iT	Signetcyber, LLC
Collective Medical, a PointClickCare Company	Sled Consulting, LLC
Data Reveal AI	Sober Grid
Dixon Hughes Goodman, LLP	Speridian Technologies
Electronic Health Resources, LLC	Strategic Alliances Group, Inc.
ELLKAY	SWORD Health, Inc.
Ephesoft	Teladoc Health, Inc.
eRepublic, Inc.	The Barrington Consulting Group, Inc.
ESBE Scientific	The IT Communication Group, Inc.
Estrada Consulting, Inc.	The Vestige Group, LLC
Fedcap Group	Thrive Health, Inc.
FEITIAN Tech US	TrueCare24, Inc.
Fitbit LLC, A Google Company	uHoo, Limited
FuseForward Solutions Group	Veoci, Inc.
Fusion Capital Management, LLC dba Fusion Health	Verboso, LLC
Habit Design, Inc.	Veru
HBM Group, Inc.	Vida Health, Inc.
Hinge Health, Inc.	Voice Products, Inc.
Honey Badger Analytics, LLC	VyTrac Health, Inc.
incentaHEALTH, LLC	WebMD Health Services Group, Inc.
Included Health	Wellable, LLC
INTERBORO PACKAGING CORPORATION	WellRight
Kaia Health Software, Inc.	WeUsThem, Inc.
Lakeshore Learning Materials	World In Sign, LLC

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on January 27, 2022, at 4:33:18 pm CT. Proposals were received from the following:

- Advanced Digital Systems, Inc. dba Mi-Corporation
- Amico Accessories Corporation
- Carrum Health
- Collective Medical, a PointClickCare Company
- Data Reveal AI
- Electronic Health Resources, LLC
- Fitbit LLC, A Google Company
- Fusion Capital Management, LLC dba Fusion Health
- Habit Design, Inc.
- HBM Group, Inc.
- Hinge Health, Inc.
- Honey Badger Analytics, LLC

incentaHEALTH, LLC  
Kaia Health Software, Inc.  
MEDformance, LLC dba Mi-Corporation  
Newtopia, Inc.  
NS412, LLC, dba Wondr Health  
Omada Health, Inc.  
R-Zero Systems, Inc.  
SWORD Health, Inc.  
Teladoc Health, Inc.  
The Vestige Group, LLC  
Thrive Health, Inc.  
TrueCare24, Inc.  
uHoo, Limited  
Vida Health, Inc.  
VyTrac Health, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst  
Michael Muñoz, CPPB, Procurement Analyst  
Craig West, Procurement Analyst  
Beverly Hoemberg, Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal responses from Amico Accessories Corporation and HBM Group, Inc., fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Fitbit LLC, A Google Company, offers their Fitbit devices and services that provide a holistic health and wellbeing experience to support physical activity, sleep, nutrition, and stress management. Their advanced sensors monitor skin temperature, breathing rates, sleep quality, and calories burned. Fitbit LLC provides sales and service to all of the United States and Canada. Fitbit LLC offers significant discounts off their list pricing to Sourcewell participating entities.

Habit Design, Inc., provides tools and training to form new habits with the goal of lowering stress, increasing physical activity, improving nutrition, and enhancing mental and social wellbeing. Their sales and service staff are capable of supporting Sourcewell participating entities across the United States and Canada. Habit Design is also a Washington State Certified Micro Business Entity and Minority Business Entity. They are offering competitive pricing discounts.

Hinge Health, Inc., provides a digital musculoskeletal offering that reduces pain, surgeries, and opioid use by pairing advanced wearable sensors, and computer vision technology with a comprehensive clinical care team of physical therapists, physicians, and board-certified health coaches. Their HingeConnect program integrates their clinical care team with in-person providers for real-time interventions. The Hinge Health client success and member support team will provide sales and service to all of the United States. They are offering Sourcewell Participating Entities a solid discount on their acute program, and chronic and surgery offerings.

incentaHEALTH, LLC, offers measurable weight management and type 2 diabetes prevention programs. Their sales and support staff, along with their distribution partners, can serve Sourcewell participating entities in the United States and Canada. incentaHealth is also registered as a Small Business Entity with the US Small Business Administration. They are offering deep discounts for their weight management and diabetes prevention services.

Newtopia Inc., delivers highly personalized and targeted disease prevention solutions that are proven to reduce employer healthcare costs. Employees utilize a unique combination of genetic testing, personality-matched coaching, and smart technology to achieve goals and maintain healthier lifestyles. Newtopia's sales teams and health coaches can serve Sourcewell participating entities across the United States and Canada. Their pricing proposal includes a solid percentage discount off their standard rates.

Omada Health, Inc., offers a suite of personalized behavior change programs for conditions including pre-diabetes and weight management, diabetes, hypertension, joint and muscle health, and behavioral health. Their sales and service teams are ready to support Sourcewell participating entities in the United States. Omada Health has also received NCOA accreditation for their solutions. They are offering a competitive pricing schedule for their solutions.

SWORD Health, Inc., provides access to virtual physical therapy services and programs using licensed physical therapists. Their program includes a Digital Therapist Kit which incorporates technology such as tablets and wearable sensors to enhance quality and precision of therapy feedback. SWORD Health is equipped and staffed to support Sourcewell entities across the United States and Canada. Their pricing proposal reflects solid discounts.

Teladoc Health Inc., offers their diabetes management and Chronic Care Complete solutions. Their Chronic Care Complete platform is built on the three foundational pillars of effortless data collection, personalized health signals, and a human-centered approach. Teledoc Health's sales and support staff can provide their solutions to Sourcewell participating entities throughout the United States and Canada. They are offering significant discounts for their solutions.

NS412, LLC, dba Wondr Health provides an in-depth behavioral weight management program. Their sales and service teams can support Sourcewell participating entities in the United States and Canada. Wondr Health offers complete parity between their web platform and mobile apps, along with the ability to integrate with most fitness trackers. Their pricing proposal includes solid discounts on their solutions.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #012722 to:

Fitbit LLC, A Google Company	#012722-FBT
Habit Design, Inc.	#012722-HBD
Hinge Health, Inc.	#012722-HNG
incentaHEALTH, LLC	#012722-ICH
Newtopia Inc.	#012722-NWT
Omada Health, Inc.	#012722-OMA
SWORD Health, Inc.	#012722-SWD
Teladoc Health Inc.	#012722-TLD
NS412, LLC, dba Wondr Health	#012722-WDH

The preceding recommendations were approved on March 18, 2022.

DocuSigned by:

*James Voelker*

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James Voelker, CPCM, CFCM, Procurement Lead Analyst

DocuSigned by:

*Michael Muñoz*

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Michael Muñoz, CPPB, Procurement Analyst

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*Craig West*

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Craig West, Procurement Analyst

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*Beverly Hoemberg*

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Beverly Hoemberg, Procurement Analyst

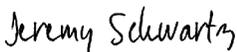
### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #012722** for **Digital Health Products and Solutions**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer