



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #102821
Entitled

Teletherapy Services

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

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Teletherapy Services 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 October 28, 2021, 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:

5G Solutions, Inc.	LifeWorks (US), Ltd.
Access Therapies/Softbir, Inc.	Lutheran Services in Iowa
Acivilate, Inc.	Maple Maskawâhtik
American CyberSystems, Inc.	MindBeacon Health Inc.
Amwell	National Recruiting Consultants
Applied Pediatrics	OneHealth Technologies, Inc.
Better Speech, LLC	Physitrack, PLC
Beyond OT	Prime Movement
Calian, Ltd.	R.L. Klein & Associates
Crosswinds Center for Personal and Professional Development, LLC	Rotator Staffing Services, Inc.
Dalton Associates	SHC SERVICES, INC.
Daskalakis Psychological Services, PC	Snap-on Industrial, A Division of IDSC Holdings, LLC

DotCom Therapy, Inc.	Specialist TeleMed, LLC
E-Therapy, LLC	SWORD Health, Inc.
Edmonton Medical Group, Inc.	Talkspace Inc.
Empowerment Counseling and Consulting	Teladoc Health
Family Ties (1997) Association	The Family Centre of Northern Alberta Association
Global Speech and Rehab	The Uncomplicated Family
Global Teletherapy, LLC	Therapeutic Focus, LLC
Golden Health Initiative	Thrive Counseling, LLC
Guided Path Counselling Group, Inc.	Unytalk, Inc.
Homewood Health	Vault Medical Services, P.A.
Infinity Rehabilitation, LLC	Verboso, LLC
Infinity Therapy, LLC	VyTrac Health, Inc.
J5 Therapy, Inc.	WellMind, 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 October 28, 2021, at 4:31:00 pm CT. Proposals were received from the following:

Better Speech, LLC
Dalton Associates
DotCom Therapy, Inc.
Global Teletherapy, LLC
Infinity Rehabilitation, LLC
LifeWorks (US), Ltd.
MindBeacon Health Inc.
Physitrack, PLC
SWORD Health, Inc.
Talkspace Inc.
The Family Centre of Northern Alberta Association
Unytalk, Inc.
Verboso, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst
Stephanie Haataja, CPIM, Procurement Analyst
Beverly Hoemberg, Procurement Analyst
Nan Records, 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 all proposal responses met the scope and mandatory submittal requirements and were evaluated.

The Family Centre of Northern Alberta Association provides psychoeducational, behavioral, emotional, and mental health counseling services. They are a Certified Social Enterprise organization through Buy Social Canada. The Family Centre is prepared to offer counseling services to Sourcewell participating entities in Alberta and psychoeducational services across the United States and Canada. They are offering competitively discounted pricing rates.

Global Teletherapy, LLC's, offering includes speech, physical therapy, psychology, social work, and special education services; behavioral, emotional, and mental health counseling; deaf and hard of hearing, visual impairment, and sign language interpreter services; and assessment and diagnostic services. Their cloud-based library resources target a large variety of skills, ages, and developmental abilities. Global Teletherapy will serve Sourcewell participating entity schools across the United States. They are offering solid discounts in their proposal.

LifeWorks (US), Ltd., offers real-time, multilingual crisis and in-the-moment mental health support via telephone, chat or text through their application. The application can be brand configured to a specific Sourcewell participating entity and includes the ability to follow unique crisis protocols. LifeWorks is prepared to serve Sourcewell's higher education participating entities across the United States and Canada. They are providing sizeable discounts on their services.

MindBeacon Health Inc. services include online, guided cognitive behavior therapy and virtual live therapy options for teletherapy services. Their services are available in both English and French via computer, phone, or tablet and an internet connection. MindBeacon Health is prepared to serve Sourcewell participating entities across Canada and are currently expanding into the United States. They are offering competitive pricing discounts.

SWORD Health, Inc., provides access to virtual physical therapy services and programs using licensed physical therapists. Their program includes a Digital Therapist Kit which includes 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. They are offering solid discounts.

Talkspace Inc. offers virtual psychotherapy, emotional well-being support, psychiatry, and relationship counseling. Their Talkspace Therapy program allows a user to select their therapist through their QuickMatch™ questionnaire which provides recommendations based on a matching algorithm. Talkspace can provide their services to Sourcewell participating entities across the United States and Canada. They are providing competitive discounts on their service rates.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #102821 to:

The Family Centre of Northern Alberta	#102821-FMY
Global Teletherapy, LLC	#102821-GTY
LifeWorks (US), Ltd.	#102821-LFW
MindBeacon Health, Inc.	#102821-MND
SWORD Health, Inc.	#102821-SWD
Talkspace, Inc.	#102821-TKS

The preceding recommendations were approved on December 15, 2021.

DocuSigned by:

James Voelker

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James Voelker, CPCM, CFCM, Procurement Lead Analyst

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Stephanie Haataja

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Stephanie Haataja, CPIM, Procurement Analyst

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Beverly Hoemberg

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Beverly Hoemberg, Procurement Analyst

DocuSigned by:

Nan Records

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Nan Records, 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 #102821 for Teletherapy Services**.

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.

DocuSigned by:

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer