

Sourcewell Partnership Pricing

Fees Aligned to Value

Engagement-based pricing means Sourcewell's member organizations will only be billed when an enrolled member is active. For billing purposes we define program activity as members taking three (3) or more actions from the following during the most recent 3-month period: App login, coach messaging, lesson completion, goal setting, recording meals, weigh-in, checking blood values, and other in-app activities.

What does this mean for your members? They won't pay for people who are not engaged and actively participating in the program. Omada's engagement standards are much higher than our competitors bringing your members a much better value for their benefit dollar spend.

Pricing

Pricing illustrated on the following pages are grouped by member employer size defined as the number of employees eligible for employee health and welfare benefits.

Performance Guarantees

Omada Health is pleased to offer Sourcewell and your members a Performance Guarantee (PG) that includes up to 100% of fees at risk based on clinical metrics. Should we be selected as a finalist for this RFP process, we would be pleased to review our PG arrangement for Sourcewell and how it brings value to you and your membership.

Administration Fee

Omada Health proposes an administrative fee* in the form of a per participating employee member payment flat dollar amount that represents the equivalent of 1 - 2% of the contract value.

* Because Omada is a health care provider, Omada must ensure that any fees paid to Sourcewell are permissible under all applicable laws and regulations, specifically including federal and state anti-kickback statutes. We may require revisions and/or additional language or assurances in this section upon discussion with outside counsel regarding the administrative fee structure.

Sourcewell Pricing Members with 80,000+ Employees

	Prevention	Diabetes	HTN	Diabetes + HTN	MSK
Omada Monthly Fee - YR1	\$59	\$80	\$51	\$89	
Omada Monthly Fee - YR2+	\$27	\$80	\$51	\$89	
Omada Consultation Fee					\$162
Omada Program Fee					\$432
Estimated Y1 Member Fee	\$603	\$873	\$554	\$980	\$508

¹ Omada's services are health care services delivered by a health care provider and a HIPAA covered entity. (Omada is not a wellness vendor.) Accordingly, for Reseller to receive an Admin Fee or to charge Reseller clients a mark-up on Omada's health care programs, Reseller Legal will need to confirm that Reseller can operate as a group purchasing organization able to receive such payments in compliance with anti-kickback regulations (42 CFR 1001.952(j)), and corresponding representations will be included in the partnership agreement.

² Annual fees are based on projected churn rates given activity-based billing

Sourcewell Pricing

Members with 20,000 - 80,000 Employees

	Prevention	Diabetes	HTN	Diabetes + HTN	MSK
Omada Monthly Fee - YR1	\$60	\$82	\$53	\$92	
Omada Monthly Fee - YR2+	\$28	\$82	\$53	\$92	
Omada Consultation Fee					\$167
Omada Program Fee					\$444
Estimated Y1 Member Fee	\$619	\$897	\$559	\$1,007	\$522

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Sourcewell Pricing

Members with 5,000 - 20,000 Employees

	Prevention	Diabetes	HTN	Diabetes + HTN	MSK
Omada Monthly Fee - YR1	\$61	\$84	\$54	\$93	
Omada Monthly Fee - YR2+	\$28	\$84	\$54	\$93	
Omada Consultation Fee					\$169
Omada Program Fee					\$451
Estimated Y1 Member Fee	\$629	\$912	\$568	\$1,024	\$530

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Sourcewell Pricing

Members with 1,000 - 5,000 Employees

	Prevention	Diabetes	HTN	Diabetes + HTN	MSK
Omada Monthly Fee - YR1	\$62	\$85	\$55	\$95	
Omada Monthly Fee - YR2+	\$29	\$85	\$55	\$95	
Omada Consultation Fee					\$173
Omada Program Fee					\$461
Estimated Y1 Member Fee	\$643	\$931	\$580	\$1,024	\$541

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Sourcewell Pricing

Members with <1000 Employees

	Prevention	Diabetes	HTN	Diabetes + HTN	MSK
Omada Monthly Fee - YR1	\$63	\$87	\$56	\$97	
Omada Monthly Fee - YR2+	\$29	\$87	\$56	\$97	
Omada Consultation Fee					\$176
Omada Program Fee					\$468
Estimated Y1 Member Fee	\$653	\$946	\$589	\$1,062	\$550

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Thank You!

Product Integration Terms

Topic	Omada Term
SSO	<ul style="list-style-type: none">●The SSO integration development will be completed between 60 to 90-days after securing a dry-inked deal with the first mutual client●The scope of this integration will be determined by Omada product teams during implementation●The data elements passed through this integration will be subject to a legal review to ensure participant data fields shared are HIPAA compliant●The partnership agreement will specify that no other technical integrations are contemplated except as set forth in the next row or as later agreed by the parties.
Flat File	<ul style="list-style-type: none">●All data transfers for the purposes of engagement tracking and incentives will be shared as flat files
API Integration	<ul style="list-style-type: none">●Omada's team will dedicate resources to develop an API integration once Sourcewell's member organizations have generated at least 10,000 enrollments through mutual clients sold on Sourcewell's agreement