

HealthSource Solutions Pricing

The fee structures listed below indicate the HealthSource Solutions (HSS) retail market price for services, followed by the discount that Sourcewell (SW) clients will receive.

Health Portal

Total Eligible Employees	HSS Market Fee	HSS Annual Support Fee	SW Client Fee	SW Client Annual Support Fee
<100	\$10,500/yr	-	\$10,000/yr	NA
100-200	\$11,500/yr	-	\$11,000/yr	NA
201-499	\$3.45/PEPM	\$3500	\$3.30/PEPM	\$3000
500-1000	\$3.35/PEPM	\$3800	\$3.20/PEPM	\$3300
1,000–5,000	\$3.25/PEPM	\$4800	\$3.10/PEPM	\$4000
5,000–8,000	\$2.80/PEPM	\$5800	\$2.70/PEPM	\$4500
8,000 +	\$2.00/PEPM	\$7000	\$1.90/PEPM	\$5000

NOTE Special Rate **Offered to all Sourcewell clients under 5,000 lives**

If the accumulative total reaches 20,000PEPMs (combining all groups under 5000) the rate will be lowered to \$3.00 PEPM for all client's under 5000.

Wellness Program Management: Client Support

Wellness Program Management (WPM) provides client support throughout the year. It includes planning, program guidance, accountability, free resources and hands-on-support. Our WPM Services are not based on a portal, but on driving the overarching wellness initiative to create a culture of wellbeing.

During the sales process, once we better understand the client goals and needs, we will recommend a solution that fits best. Typically, the implantation of a WPM solution is within 30-days of contract signature.

Annual Packages	HSS 2022	HSS 2023	HSS 2024	SW Client 2022	SW Client 2023	SW Client 2024
Solution 1*	\$6,100	\$6,500	\$6,800	\$5,900	\$6,100	\$6,500
Solution 2	\$12,000	\$12,500	\$13,000	\$11,300	\$12,000	\$12,500
Solution 3	\$20,900	\$21,900	\$23,000	\$19,900	\$20,900	\$21,900

*Solution 1 is geared for small clients who need help **starting** a wellness program and do not want to join the collaborative solution.

Travel costs: If a client would like us to travel to their location, all travel costs and per diem will be at a pass-through cost. Depending on the length of time away, there may be an additional fee to cover travel and onsite time. This will be discussed and approved by the client prior to travel.

Wellness Program Management: *Mental Wellbeing Initiative*

“New” to the market as of June 1, 2022, the mental wellbeing strategy is a multi-phased approach to help organizations build a culture that enables employees to feel safe, valued, and supported. It goes beyond offering tools and resources and addresses mental wellbeing from an organizational perspective which encompasses individual elements, company influencers, and community factors.

This is a multi-year commitment to complete all four phases of the strategy. The client will also need a budget to bring in trainings for managers/supervisors and employees. Depending on the size of the organization the estimated range for trainings is between \$1,500 to \$6,000. This is NOT included in the fees below as outside expertise is used to deliver the sessions.

Annual Packages	HSS 2022	HSS 2023	HSS 2024	SW Client 2022	SW Client 2023	SW Client 2024
Mental Health	\$12,000	\$12,500	\$13,000	\$11,500	\$12,000	\$12,500

Wellness Program Management: *Collaborative Solution*

The collaborative solution is a unique offering that allows HSS to support small to mid-market organizations with a cost-effective approach to building and maintaining a wellness program.

We will build collaborative solution’s exclusively for Sourcewell’s book of business. These solutions will mirror the current Sourcewell MN model. The offering is geared for groups of 10 – 20 clients. Once a group is full, another group will be started. If there is enough interest, we will branch into industry specific groups (i.e., school districts, municipalities, health care). To start a group, we need a **minimum of 10** organizations.

This model is priced affordably, to encourage small companies to participate. For this reason, there will be no additional discount to the clients. However, we will waive \$10,000 start-up fee, that would normally be paid by Sourcewell. Because this offering will be unique to Sourcewell, we will work closely with our Sourcewell liaison to uplift any products or services that would align with other benefit/wellness offerings.

Annual Fee	SW Client 2022	SW Client 2023	SW Client 2024
	\$5,100	\$5,300	\$5,500

Onsite Staffing

Pricing to place an onsite staff, either wellness program management or fitness center management, is bid based on a case-by-case basis. There are multiple variables that affect fees: staff salary (experience/degrees); region of the country (cost of living); state and regional taxes; workers compensation (by state); FTE status (Full Time Equivalent); and travel requirements. Bids are provided by request. Average range for an annual staffing contract:

- .6 FTE (24hrs/wk) \$60,000 to \$75,000
- .8 FTE (32hrs/wk) \$90,000 to \$110,000
- 1.0 FTE (40hrs/wk) \$95,000 to \$135,000

Sourcewell clients who sign a multi-year contract will receive a 3% discount each year. Because a large percentage of the annual fee are direct costs (labor, benefits, taxes) larger discounts are not feasible.

Biometric Screenings

Because market price on biometric screenings has such a wide variance throughout the US, we just included the Sourcewell client fee.

Screenings	SW Client 2022	SW Client 2023	SW Client 2024
Non-fasting includes: Total Cholesterol, HDL, Glucose, BP, HT/WT, BMI, results review	\$45/ea	\$45/ea	\$46/ea
Fasting: 10-hour fast Total Cholesterol, HDL, LDL, Triglycerides, Glucose, BP, HT/WT, BMI, results review	\$50/ea	\$50/ea	\$51/ea

Assumptions:

The screening we provide is a CLIA waived fingerstick.

- 12-minute pace (5/hour)
- 3-hour minimum with consecutive appointments (no less than 15 people).
- Billing minimum is 80% of appointments booked.
- Small location minimum of \$775 (no less than 15 people).
- Shipping of supplies is billed as a pass-through cost. Average shipping is about \$100/location – with the exception of Canada, Hawaii and Alaska which will be higher.
- Travel and mileage may be added based on screening location.
- Deposit of 25% for orders greater than \$5000.