Wellness Platform Comparison

Vendor RFP Results | Consolidated Exhibit

Evaluation Criteria	Carrier 1	Carrier 2	Carrier 3
User Access & Technology			
Web-Based Portal	Yes	Yes	Yes
Mobile App	Yes	Yes	Yes
Device Connectivity	Yes	Yes	Yes
Program & Incentives			
Incentive Design	Premium differential, points / dollars toward Fringe	Fully customizable; can be based on premium differential, rewards mall	Fully customizable; can be based on premium differential, rewards mall
Rewards Mall	Fringe benefit design	Can redeem electronic rewards cards based on incentive (additional fee)	Can redeem electronic rewards cards based on incentive
Wellness Challenges	7 recommended, pre-designed; no customizable options	80+ challenges to choose from, plus customized challenges	100+ challenges / activities to choose from, plus customized challenges
Biometric Screenings	Automatically uploaded for clinic users	Can build out system for events and scheduling with the clinic	Can set up a feed from the clinic
Health Risk Assessment	Included	Included	Included
Administration			
Tracking Progress	Self-reported outside clinic; integrated with clinic services	Member dashboard; reporting available for Admin	Member dashboard; reporting available for Admin
Verification	None	Form tracking and / or self-report	Form tracking and / or self-report
Targeted Communication	Standard email each quarter and at start of each challenge (not customizable)	Pre-built communications calendar (editable; can add custom communications)	Right person, right time, right message based on progress and health identifiers
Communication Methods	Email, mailers (quote available upon request)	Email, text, push notifications, mailers	Email, text, push notifications, mailers
Educational Courses	35 available workshops (max 2 annually)	Learning Center dashboard; 250+ videos, webinars, and quizzes	Health coaching dashboard and 100+ courses
Clinic Integration	Yes, automatic	Yes, through feed	Yes, through feed
Portal Customization	Limited	Fully customizable (turn on / off)	Fully customizable (turn on / off)
Set Up & Structure			
Account Management Team	Dedicated team: Implementation, Managers, Marketing, Communications, Customer Service	Dedicated team: Implementation, Managers, Marketing, Communications, Customer Service	Dedicated team: Implementation, Managers, Marketing, Communications, Customer Service
Reporting	ROI integrated with clinic data	Custom fields; Acct. Management team emails reporting as needed, or Admins access via portal	24/7 reporting access, demographics filter, taxation incentive reporting
Account Structure	One account	Master account; can be broken out by division and / or location	Master account; can be broken out by division and / or location
Division Autonomy	Allows some autonomy in journey through additional activities	Challenges can run separately by division or cross over for competitions between locations / divisions	Challenges can run separately by division or cross over for competitions between locations / divisions
Participation	Employees and spouses only	All employees, spouses, adult dependents	All employees, spouses, adult dependents
Implementation Timeline	60 days	45 to 90 days	60 to 90 days
Pricing (annual, USD)			
Eligible Members (PEPM basis) [1]	3,229	5,400	5,400
One-Time Start-Up Fee	$1,500	$500	$5,000
Program Fee (PEPM) [2]	$4.00 PEPM	$1.60 PEPM	$2.10 PEPM
Annual Program Fees	$154,992	$103,680	$136,080
Operation Cost (Annual)	$25,000	—	—
1st-Year Base Annual Total	**$181,492**	**$104,180**	**$141,080**
Ongoing Base Annual Total	**$179,992**	**$103,680**	**$136,080**
Full Integration with Clinic [3] (optional)	$73,000	N/A	N/A
Additional Services / Cost			
Annual Exams (incl. Biometrics)	Completed at clinic: Included. Outside physician forms: $4,000	N/A	N/A
Eligibility File Feeds	Included	$1,500 one-time	Included
Other File Feeds	Non-standard: quote available upon request	Historical biometric: $250 per file, per year	Assessed based on scope
Health Coaching	Yes: quote available upon request	Telephonic health coaching: $40 per call. Diabetes management: $30 PPPM	Participant-initiated: $0.50 to $0.75 PEPM. Coach-initiated: $0.95 to $1.45 PEPM
Rewards Mall	N/A	$0.25 PEPM	Included