

Price Comparison:
Virgin Pulse Proposal Submitted vs. Virgin Pulse via Sourcwell
For Williamson County
Based on 1,800 Eligible Employees
9.24.20

Line Description	Virgin Pulse Proposal	Virgin Pulse via Sourcwell	Difference
Subscription Services			
Engage Platform (Employees)	\$2.88 PEPM	\$2.97 PEPM	\$.09 PEPM
Engage Platform (Spouses/Partners)	Waived	Waived	NA
Implementation Fee	\$3,500 One-time	\$3,500 One-time	NA
Custom Communications Services Credit	\$3,000 annual	\$3,000 annual	NA
Custom Reporting Services Credit	\$3,000 annual	\$3,000 annual	NA
Recommended Optional Services			
Total Population Health Coaching - Telephonic	\$215 PPPY	\$205 PPPY	5% Discount
Next Steps Consult	\$25 Per Call	NA	Not offered in the Sourcwell Contract
Transform for Pre-Diabetes	\$375 PPPY	\$375 PPPY	NA
Maxx Buzz Activity Tracker	\$24.99 Per Device (Bulk Shipping Rate)	\$24.99 Per Device (Bulk Shipping Rate)	NA
Virgin Pulse Health Stations	\$739.00 Per Station	\$739.00 Per Station	NA
Concierge Onsite Biometric Screening - Fingertick	\$55 Per Unit	\$55 Per Unit	NA
Biometric Screening via Physician Form	\$10 Per Form	\$10 Per Form	NA
Form Processing Set-up (e.g. to receive forms from physicians)	\$1,500 Per Form Set-up	\$1,500 Per Form Set-up	NA
VP+ - Fully integrated collection of leading healthcare partners, contracted directly through Virgin Pulse (available in English only): ⁵ <ul style="list-style-type: none"> • Aaptiv – Digital Fitness • Kaia Health – Musculoskeletal Health • Enrich – Financial Wellbeing • Whil – Mindfulness • Zipongo – Nutrition • EX Program – Tobacco Cessation • Ovia Health – Women’s & Family Health 	Choose 4 for \$14.99 PEPY Choose 7 for \$19.99 PEPY	Choose 4 for \$14.99 PEPY Choose 7 for \$19.99 PEPY	NA
Single Sign On – One Way	\$2,500 Per Connection (5 included)	\$2,500 Per Connection (5 included)	NA
Single Sign On – Bi-Directional	\$2,500 Per Connection (1 Included)	\$2,500 Per Connection (1 Included)	NA

Virgin Pulse Proposal Payment Terms and Conditions (Subscription Services):

1. The Subscription Services Fees will be invoiced monthly in advance based on the actual number of Eligible Lives on record in Provider's system at the time of invoice.
2. The initial Subscription Services Fees invoice under this Order Form shall be issued on the Initial Order Start Date. Thereafter, the invoices shall be issued every month following the Initial Order Start Date for the period of the Term.
3. All Subscription Services fees shall be due and payable within thirty (30) days of the date of the invoice.
4. The Implementation fees will be invoiced on the Effective Date.
5. The Custom Communications Service Credit is annual and expires at the end of each program year. Unused credit cannot be carried over each year; it cannot be applied to non-communication related services (e.g. reporting). It cannot be applied to hard costs like printing of materials or postage for shipping. All work exceeding the credit is billed at \$150 per hour.
6. The Communications Reporting Services Credit is annual and expires at the end of each program year. Unused credit cannot be carried over each year; it cannot be applied to non-reporting related services (e.g. communications). It cannot be applied to hard costs like printing of materials or postage for shipping. All work exceeding the credit is billed at \$200 per hour.

Virgin Pulse Proposal Payment Terms and Conditions (Optional Recommended Services):

1. One inbound SSO and 5 outbound SSO's included at no additional cost.
2. All other Additional Services fees, including the Activity Trackers and Health Stations, will be invoiced monthly in arrears based on the total number of devices shipped or units completed during the month.
3. All Additional Services fees are due and payable within thirty (30) days of the invoice.

Virgin Pulse via Sourcewell Payment Terms and Conditions in Addition to the Above:

1. Requires utilization of the Virgin Pulse Master Subscription Agreement.
2. Pricing assumes a 3-year initial term.
3. No termination for convenience language. Termination for breach or elimination of funding is allowed.