

**Wisconsin Department of Employee Trust Funds**

**RFPs ETB0047-49: Third Party Administration of the Well Wisconsin Program**

**Form I - Cost Proposal Workbook**

**Tab A. Instructions**

**Vendors submitting Proposals in response to RFPs ETB0047-49 must complete and return this Cost Proposal Workbook per the instructions in the RFP and in this Cost Proposal Workbook. Please note the following:**

<b>A.</b>	Complete the correct Tab(s) (B, C, D) as appropriate for the RFP(s) being responded to.
<b>B.</b>	Changes are not allowed to the format or formulas of this Cost Proposal Workbook. <b>DO NOT CHANGE ANY FORMATS OR FORMULAS IN THIS WORKBOOK.</b> Email the Department contact listed in the RFP if an error is spotted.
<b>C.</b>	All fees provided by Proposer in this Cost Proposal Workbook must be quoted on a firm, fixed cost basis, including all direct and indirect costs, general and administrative overhead. The Contractor and any Subcontractors' travel expenses (e.g. airfare, lodging, meals, insurance, etc.), and all other miscellaneous expenses related to the provision of Services within the RFP must be included in the Proposer's proposed cost and shall not be an additional charge to the Department. No other fees or charges may be added to the Contract after award unless the Department requests additional or revised services and such services and fees are agreed upon by the Department and the Contractor.
<b>D.</b>	Proposers offering a service/item at no charge to the Department must indicate a "0" cost in the appropriate cell.
<b>E.</b>	All costs must reflect the level of customization and features represented in the Proposal, including any and all one-time and recurring fees, charges, or costs, and implementation, transition, and run-out fees.
<b>F.</b>	If an Additional Service is offered by Proposer, include sufficient detail and the cost for the Additional Service. The Department is under no obligation to purchase an Additional Service.
<b>G.</b>	Clearly indicate how fees are administered in the comments cells.
<b>H.</b>	Enter any assumptions and exceptions you have regarding RFP Section 8-Cost and this Form I – Cost Proposal Workbook in Tab E.
<b>I.</b>	Provide Proposer's company details as requested and insert the date of submission at the top of Tabs B, C and D (as appropriate for the RFP(s) being responded to).
<b>J.</b>	The Department may choose to award one or more contracts for management of the Well-Being, Mental Health, and Chronic Condition Management programs, or no contracts.
<b>K.</b>	The Department is under no obligation to implement any of the programs under the umbrella of the Well Wisconsin Program or the services described in the RFP and its attachments. The Department is under no obligation to purchase any proffered services.
<b>L.</b>	By submitting a Proposal, Proposer agrees, if awarded a contract, Proposer will administer the program(s) (Well-Being, Mental Health, and/or Chronic Condition Management) described in the Proposer's Proposal according to the fees proposed in this Cost Proposal Workbook.
<b>M.</b>	ETF reserves the right to evaluate all listed costs for reasonableness.
<b>N.</b>	The Initial Term of the Contract is listed in RFP Section 1.11.

<b>Wisconsin Department of Employee Trust Funds</b>	
Proposer (Company) Name:	WebMD Health Services Group, Inc.
Primary Contact Name:	
Primary Contact Email:	
Primary Contact Telephone:	
Date of Submission:	11/9/2022

Tab B.

**Well-Being Services Cost Proposal ETB0047**

General Instructions: Complete the template by filling in the yellow highlighted cells. Use the comments cells to explain what your bid includes and any other clarifying notes. Enter any assumptions and exceptions you have regarding RFP Section 8-Cost and this Form I – Cost Proposal Workbook in Tab E.

Administrative Fee: Enter the Proposed Cost Per Employee Per Month for each of the 3 years listed below. This cost must include all items and services included in the sections of the RFP and its attachments that are applicable to the Well-Being Program, that is, everything except those items and services specifically called out for the Mental Health and Chronic Condition Management programs. Do not include costs that are listed in the Per Participant Usage Fees and Additional Services sections below. In the Comments cells, explain how fees would be administered.	Proposed Cost Per Employee Per Month (PEPM) (\$)	Number of Participants (Estimated Count)	Estimated Total Annual Cost	Comments
Year 1 (2024)	\$2.75	110,000	\$3,630,000.00	The PEPM fee includes the following core services: WebMD ONE Platform / Program Administration / Data Integration, as well as Account Management and Dedicated Well being Services, Communications & Marketing, Customer Service, Reporting, Wellness Challenges, Biometrics & Flu Shot Services, and Health Coaching Programs all further described in Tab E. Cost Assumptions.
Year 2 (2025)	\$2.75	110,000	\$3,630,000.00	The PEPM fee includes the following core services: WebMD ONE Platform / Program Administration / Data Integration, as well as Account Management and Dedicated Well being Services, Communications & Marketing, Customer Service, Reporting, Wellness Challenges, and Health Coaching Programs all further described in Tab E. Cost Assumptions
Year 3 (2026)	\$2.75	110,000	\$3,630,000.00	The PEPM fee includes the following core services: WebMD ONE Platform / Program Administration / Data Integration, as well as Account Management and Dedicated Well being Services, Communications & Marketing, Customer Service, Reporting, Wellness Challenges, and Health Coaching Programs all further described in Tab E. Cost Assumptions
		<b>3 year Total</b>	<b>\$10,890,000.00</b>	

Per Participant Usage Fees: Enter the per participant fee for each of the three quantity range columns. The cost per participant/unit should reflect the cost for the expected utilization volume (Number of units per Program year), e.g., lower fee per session at higher volume. In the Comments cells, explain how fees would be administered.	Proposed Cost per Participant/Unit			Comments
Number of units per Program Year	0 - 5,000	5,001 - 10,000	10,001+	
Biometric Screening - Onsite - Finger Stick (Body Composition, Full Lipid Panel, Blood Glucose)	\$50.00	\$50.00	\$50.00	This price will also be applicable to any onsite Venipuncture events ETF would like to hold. Event Minimums and ancillary Event fees are listed in Tab E. Cost Assumptions.
Biometric Screening - self-collection kit ordered	\$20.00	\$20.00	\$20.00	Self Collection kits are not available for Participants living in the State of New York
Biometric Screening - self-collection kit processed	\$35.00	\$35.00	\$35.00	Includes MyTest Report in black and white online & mailed result report.
Biometric Screening - Physician Form processed	\$12.00	\$12.00	\$12.00	Includes MyTest Report in black and white online only result report.
Well-being / Lifestyle Management Coaching	\$46.00	\$46.00	\$46.00	Each Well being / Lifestyle Management Coaching call will be invoiced at the rate of \$46 per call.
Flu Vaccine (to be negotiated and billed through the GHP health plans; coordination and reporting to the WIR to be included in the Administration Fee PEPM listed above)	\$32.00	\$32.00	\$32.00	WebMD will invoice ETF for any unmet minimums and any flu vaccinations administered to Participants for which health plans do not provide reimbursement. This fee of \$32.00 per Flu Vaccine includes uploading the data to the Wisconsin Immunization Registry and billing the Participant's health plan for all Participants receiving a vaccine at a WebMD provided Flu Vaccination Event.

Using the drop-down menu in the cell to the right, confirm the per participant fees listed above for Administrative Fees and Usage Fees will apply through the Initial Term of contract.

Yes
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Additional Services: include any other proposed services that are not included in the fees listed above. If the proposed service is not offered on a per participant basis, enter the annual cost in Column C "Estimated Total Annual Cost" and explain this in the Comments cells. If another cost basis is used, include the cost and explanation in the Comments cells.	Proposed Cost per Participant	Estimated Total Annual Cost	Comments
Positively Me by WebMD Health Coaching	\$ 335.00		This Per Participant Per Program Year fee will be invoiced for any Positively Me coaching participant in excess of the 300 Participants included in the PEPM fee.
Quit by WebMD including Nicotine Replacement Therapy	\$ 360.00		This Per Participant Per Program Year fee will be invoiced for any Quit by WebMD coaching participant in excess of the 200 Participants included in the PEPM fee.
WebMD Group Coaching	\$ 20.00		The per Group Coaching Session attendee fee will be invoiced \$20.00 for any Group Coaching Session attendee in excess of 100 Group Coaching Session attendees per Month included in the PEPM fee.
Custom Communication Hours - incremental to base	\$ 125.00		For any Custom Communication Hours in excess of the 1,250 hours included each Program Year the hourly rate will be \$125.
Data Files - incremental to base	\$ 3,750.00		For any data files in excess of the 8 data files included in the PEPM, the one time fee will be \$3,750 regardless of the frequency of the data being transferred into or out of the WebMD ONE Platform.

Using the drop-down menu in the cell to the right, confirm the per participant fees listed above for Additional Services will apply through the Initial Term of Contract.

Yes
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Discounts Offered: if you are submitting a Proposal for all 3 Well Wisconsin RFPs, please indicate the PEPM discount % (in column C to the right) for Well-Being Administrative Fees that you are willing to offer if awarded all 3 contracts. (Enter the % discount offered off the Administrative Fees specified in cells B13, B14 and B15).	Proposed Cost PEPM (cells B13, B14, B15)	Proposed PEPM % Discount (enter a %)	Discounted Cost PEPM	Comments
Year 1 (2024)	\$2.75	12%	\$2.42	
Year 2 (2025)	\$2.75	12%	\$2.42	
Year 3 (2026)	\$2.75	12%	\$2.42	
		<b>3 year Total</b>	<b>\$7.26</b>	

Wisconsin Department of Employee Trust Funds	
Proposer (Company) Name	WebMD Health Services Group, Inc.
Primary Contact Name	
Primary Contact Email	
Primary Contact Telephone	
Date of Submission	11/9/2022

Tab C.

### Mental Health Services Cost Proposal ETB0048

**General Instructions** Complete the template by filling in the yellow highlighted cells. Use the comments cells to explain what your bid includes and any other clarifying notes. Enter any assumptions and exceptions you have regarding RFP Section 8-Cost and this Form I – Cost Proposal Workbook in Tab E.

Administrative Fee	Proposed Cost Per Employee Per Month (PEPM) (\$)	Number of Participants (Estimated Count)	Estimated Total Annual Cost	Comments
Enter the Proposed Cost Per Employee Per Month for each of the 3 years listed below. This cost must include the cost for all items and services included in the sections of the RFP and its attachments that are applicable to the Mental Health Program, that is, everything except those items and services specifically called out for the Well-Being and Chronic Condition Management Programs. Do not include costs that are listed in the Cost Per Session Fees and Additional Services sections below. In the Comments cells, explain how fees would be administered.				
Year 1 (2024)	\$0.95	110,000	\$1,254,000.00	The PEPM fee includes the following core services WebMD ONE Platform / Program Administration / Data Integration, as well as Account Management and Dedicated Well-being Services, Communications & Marketing, Mental Health Podcast Package, meQuilibrium stress & resiliency, Togetherall Mental Health Support, Customer Service, Reporting and Health Coaching Programs all further described in Tab E. Cost Assumptions.
Year 2 (2025)	\$0.95	110,000	\$1,254,000.00	The PEPM fee includes the following core services WebMD ONE Platform / Program Administration / Data Integration, as well as Account Management and Dedicated Well-being Services, Communications & Marketing, Mental Health Podcast Package, meQuilibrium stress & resiliency, Togetherall Mental Health Support, Customer Service, Reporting and Health Coaching Programs all further described in Tab E. Cost Assumptions.
Year 3 (2026)	\$0.95	110,000	\$1,254,000.00	The PEPM fee includes the following core services WebMD ONE Platform / Program Administration / Data Integration, as well as Account Management and Dedicated Well-being Services, Communications & Marketing, Mental Health Podcast Package, meQuilibrium stress & resiliency, Togetherall Mental Health Support, Customer Service, Reporting and Health Coaching Programs all further described in Tab E. Cost Assumptions.
		<b>3-year Total</b>	<b>\$3,762,000.00</b>	

Cost Per Session	Proposed Cost Per Session			Comments
	Number of sessions in a Program year →	0 - 1,000	1,001 - 5,000	
Enter the per session fee in each of the three quantity range columns. The fee per session should reflect the cost for the utilization volume listed (Number of sessions in a Program year), e.g., lower fee per session at higher volume. In the Comments cells, explain how fees would be administered.				
Behavioral Health Counseling / Therapy Session (cost per session)	\$46.00	\$46.00	\$46.00	The Per Call Fee of \$46.00 will be invoiced by WebMD for any Stress Coaching Calls in excess of 300 calls included in the PEPM.

Using the drop-down menu in the cell to the right, confirm the per participant fees listed above for Administrative Fees and Usage Fees will apply through the Initial Term of contract.	Yes
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Additional Services	Proposed Cost per Participant/Unit	Estimated Total Annual Cost	Comments
Include any other proposed services that are not included in the fees listed above. If the proposed service is not offered on a per participant basis, enter the annual cost in Column C "Estimated Total Annual Cost" and explain this in the Comments cells. If another cost basis is used, include the cost and explanation in the Comments cells.			
WebMD Group Coaching	\$ 20.00		The per Group Coaching Session attendee fee will be invoiced at \$20.00 for any Group Coaching Session attendees in excess of 100 Group Coaching Session attendees per Month included in the PEPM fee.
Custom Communication Hours - incremental to base	\$ 125.00		For any Custom Communication Hours in excess of the 250 hours included each Program Year the hourly rate will be \$125.
Data Files - incremental to base	\$ 3,750.00		For any data files in excess of the 1 Eligibility File and 5 data files included in the PEPM, the one-time fee will be \$3,750 regardless of the frequency of the data being transferred into or out of the WebMD ONE Platform.

Using the drop-down menu in the cell to the right, confirm the per participant fees listed above for Additional Services will apply through the Initial Term of contract.	Yes
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Discounts Offered	Proposed Cost PEPM (cells B13, B14, B15)	Proposed PEPM % Discount (enter a %)	Discounted Cost PEPM	Comments
If you are submitting a Proposal for all 3 Well Wisconsin RFPs, indicate the PEPM Discount % (in column C to the right) for Mental Health Program Administrative Fees that you are willing to offer if awarded all 3 contracts. (Enter the % discount offered off the Administrative Fees specified in cells B13, B14 and B15).				
Year 1 (2024)	\$0.95	12%	\$0.84	
Year 2 (2025)	\$0.95	12%	\$0.84	
Year 3 (2026)	\$0.95	12%	\$0.84	
		<b>3-year Total</b>	<b>\$2.51</b>	

<b>Wisconsin Department of Employee Trust Funds</b>	
Proposer (Company) Name:	WebMD Health Services Group, Inc.
Primary Contact Name:	
Primary Contact Email:	
Primary Contact Telephone:	
Date of Submission:	11/9/2022

Tab D.

### Chronic Condition Management Services Cost Proposal ETB0049

**General Instructions:** Complete the template by filling in the yellow highlighted cells. Use the comments cells to explain what your bid includes and any other clarifying notes. Enter any assumptions and exceptions you have regarding RFP Section 8-Cost and this Form I – Cost Proposal Workbook in Tab E.

<b>Administrative Fee</b> Enter the Proposed Cost Per Employee Per Month for each of the 3 years listed below. This cost must include the cost for all items and services included in the sections of the RFP and its attachments that are applicable to the Chronic Condition Management Program, that is, everything except those items and services specifically called out for the Well-Being and Mental Health Programs. Do not include costs that are listed in the Per Participant Usage Fees and Additional Services sections below. In the Comments cells, explain how fees would be administered.	Proposed Cost Per Employee Per Month (PEPM)	Number of Participants (Estimated Count)	Estimated Total Annual Cost	Comments
Year 1 (2024)	\$1.40	110,000	\$1,848,000.00	The PEPM fee includes the following core services: WebMD ONE Platform / Program Administration / Data Integration, as well as Account Management and Dedicated Well-being Services, Communications & Marketing, WebMD ONE Senior Solutions, Diabetes Care by Onduo, Fern Health Pain Management and WebMD's Chronic Condition Health Coaching, Customer Service and Reporting all further described in Tab E. Cost Assumptions.
Year 2 (2025)	\$1.40	110,000	\$1,848,000.00	The PEPM fee includes the following core services: WebMD ONE Platform / Program Administration / Data Integration, as well as Account Management and Dedicated Well-being Services, Communications & Marketing, WebMD ONE Senior Solutions, Diabetes Care by Onduo, Fern Health Pain Management and WebMD's Chronic Condition Health Coaching, Customer Service and Reporting all further described in Tab E. Cost Assumptions.
Year 3 (2026)	\$1.40	110,000	\$1,848,000.00	The PEPM fee includes the following core services: WebMD ONE Platform / Program Administration / Data Integration, as well as Account Management and Dedicated Well-being Services, Communications & Marketing, WebMD ONE Senior Solutions, Diabetes Care by Onduo, Fern Health Pain Management and WebMD's Chronic Condition Health Coaching, Customer Service and Reporting all further described in Tab E. Cost Assumptions.
<b>3-year Total</b>			<b>\$5,544,000.00</b>	
<b>Cost Per Session</b> Enter the per session fee in each of the three quantity range columns. The fee per session should reflect the cost for the expected utilization volume (Number of sessions in a Program year), e.g., lower fee per session at higher volume. In the Comments cells, explain how fees would be administered.	Proposed Cost Per Session			Comments
Number of sessions in a Program year →	0 - 1,000	1,001 - 5,000	5,001+	
Condition Management Care Team Appointment/Session	\$78	\$78	\$78	Each 1:1 Chronic Condition Coaching call will be invoiced at the rate of \$78 per call.
Using the drop-down menu in the cell to the right, confirm the fees listed above for Administrative Fees and Session Fees will apply through the Initial Term of contract.	Yes			
<b>Additional Services</b> include any other proposed services that are not included in the fees listed above. If the proposed service is not offered on a per unit/participant basis, enter the annual cost in Column C "Estimated Total Annual Cost" and explain this in the Comments cells. If another cost basis is used, include the cost and explanation in the Comments cells.	Proposed Cost per Unit/Participant	Estimated Total Annual Cost	Comments	
WebMD Group Coaching	\$ 20.00		The per Group Coaching Session attendee fee will be invoiced at \$20.00 for any Group Coaching Session attendees in excess of 100 Group Coaching Session attendees per Month included in the PEPM fee.	
Custom Communication Hours - incremental to base	\$ 125.00		For any Custom Communication Hours in excess of the 250 hours included each Program Year the hourly rate will be \$125.	
Data Files - incremental to base	\$ 3,750.00		For any data files in excess of the 1 Eligibility File and 5 data files included in the PEPM, the one-time fee will be \$3,750 regardless of the frequency of the data being transferred into or out of the WebMD ONE Platform.	
Using the drop-down menu in the cell to the right, confirm the per unit/participant fees listed above for Additional Services will apply through the Initial Term of contract.	Yes			
<b>Discount Offered:</b> if you are submitting a Proposal for all 3 Well Wisconsin RFPs, please indicate the PEPM discount % (in column C to the right) for Chronic Condition Management Program Administrative Fees that you are willing to offer if awarded all 3 contracts. (Enter the % discount offered off the Administrative Fees specified in cells B13, B14 and B15).	Proposed Cost PEPM (B13, B14, B15)	Proposed PEPM % Discount (enter a %)	Discounted Cost PEPM	Comments
Year 1 (2024)	\$1.40	12%	\$1.23	
Year 2 (2025)	\$1.40	12%	\$1.23	
Year 3 (2026)	\$1.40	12%	\$1.23	
<b>3-year Total</b>			<b>\$3.70</b>	

**Wisconsin Department of Employee Trust Funds**

<b>Proposer (Company) Name:</b>	<b>WebMD Health Services Group, Inc.</b>
<b>Primary Contact Name:</b>	[REDACTED]
<b>Primary Contact Email:</b>	[REDACTED]
<b>Primary Contact Telephone:</b>	[REDACTED]
<b>Date of Submission:</b>	<b>11/9/2022</b>

**Tab E. Cost Assumptions**

**Enter any assumptions and exceptions you have regarding RFP Section 8-Cost and Form I – Cost Proposal Workbook in the cells below.**

<p>1. The Well-being Services Administrative PEPM Fee is based upon the actual number of Eligible Employees reported each month and includes the following Services: WebMD ONE Platform for ETF's Eligible Employees, Retirees, and Spouses &amp; dependents, which includes Telephonic and Paper Health Assessment support in English &amp; Spanish languages and the inclusion of the Work Limitations Questionnaire. The WebMD ONE Senior Portal with Telephonic and Paper Health Assessment support for Seniors in English and Spanish languages and the inclusion of the Work Limitations Questionnaire. All current ETF data integrations plus the addition of 8 extra data files and the integration with Benefitfocus. Incentive management and prepaid card issuance fees. ETF's 2 current Dedicated Well-being Staff members plus an additional 3 Dedicated Well-being Staff members for a total of 5 DWS members supporting ETF's Well Wisconsin Program. WebMD's Account Management team with support from up to 11 individuals in various positions, including ETF's Director of Strategic Accounts &amp; Client Success Manager as your day-to-day team, as well as support from the Senior Communication Strategist, Senior Coordinator for screenings &amp; flu services, Senior Solutions Architect, Implementation Consultant, etc. WebMD will provide ETF with up to a maximum of 1,250 hours of annual custom communications support for custom marketing campaigns, which will include associated Printing &amp; Postage costs up to a maximum annual value of \$250,000 per Program Year, (any custom communications hours and/or Printing &amp; Postage dollars remaining at the end of the Program Year will not be carried forward). A Marketing Support Budget for a maximum annual value up to \$200,000 per Program Year, (any remaining funds in the Marketing Support Budget at the end of the Program Year will not be carried forward); the Marketing Support Budget may be used for Well Wisconsin branded items and DWS supported events. WebMD ONE Platform videos, podcasts, and related health information content. An Annual Innovation Fund up to a maximum annual value of \$75,000 which can be used to support program expansion and support with IBM custom file export fees (any remaining funds in the Annual Innovation Fund at the end of the Program Year will not be carried forward). WebMD's standard CoreInsights reporting, specialty reporting &amp; ROI Analysis Support. WebMD standard Challenges as well as WebMD Custom Challenges Support. WebMD Positively Me coaching services which will include up to a maximum of 300 Participants each Program Year, Quit by WebMD for up to a maximum of 200 Participants each Program Year, and Group Coaching for up to a maximum of 100 Group Coaching Session attendees per Month.</p>
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Onsite Fingerstick Event minimum is 30 screenings. ETF will be invoiced for the number of actual participants screened at each onsite Event, or for 90% of the number of screenings ordered for the onsite Event, whichever is greater; provided, however, that in no instance shall ETF be invoiced for less than 30 screenings. Each Event will be a minimum of 4 hours; Events with 2 hours or more break between shifts will be treated as 2 separate events. In the event ETF schedules onsite Venipuncture Events, all of the above applies except the minimum is 20 screenings. Non-standard Weekend-Holiday Events will require a minimum of 4 hours and will incur a \$350 per Event fee. Additional Event hours will be invoiced at the rate of \$95 per hour, per staff member. Registration clerks are at no cost for any Event with 75 or greater number of screenings ordered, otherwise the fee is \$70 per hour per Registration clerk. Privacy Screens are \$31.50 per screen up to a maximum of 10 screens per Event. The Short Notice Fee is \$525 per Event. Standard travel is included in the per Participant Fee for any Events located within a 60 mile radius of a metropolitan statistical area with a population of 200,000 or more. Parking fees at cost. Non-standard Events that require a hotel stay will be \$125 per diem rate per night and \$40 meal expense per staff member. Increase in estimated number of expected Participants less than 10 business days from the Event date will be subject to approval based upon staff availability and \$150 per additional staff member. Expedited shipping of supplies associated with the expected increase in the number of Participants will be \$150 per box shipped. Event Changes 10 business days or less from the Event date are \$200 per Event for a minor change and \$300 per Event for a major change. Event Cancellation within 10 business days or less prior to the Event date for reasons not related to Quest's performance will be 50% of the Estimated Event Fees. Estimated Event Fees shall be based upon the number of screenings ordered multiplied by the Per Participant Fee and any travel fees that may have already been incurred. Bilingual Staff requests can be made 8 weeks in advance of the Event date and will be \$0.00 if there is a bilingual staff member available. Onsite Fingerstick Events in the State of Massachusetts cannot include a test for Triglycerides, therefore ETF would need to have a Venipuncture Event. In California, Nevada and New York there is a required minimum number of days lead time prior to the Event date.

2.

Flu Vaccination orders must be placed in increments of 10 Flu Vaccinations. If ETF orders 10 to 20 Flu Vaccinations, a minimum payment of 100% of the Flu Vaccinations ordered or the actual number of Flu Vaccinations administered, whichever is greater plus a small event fee of \$350; If ETF orders exactly 30 Flu Vaccinations, a minimum payment of 100% of the Flu Vaccinations ordered or the number of Flu Vaccinations administered, whichever is greater; If ETF orders more than 30 Flu Vaccinations, a minimum payment of 90% of the Flu Vaccinations ordered or the actual number of Flu Vaccinations administered, whichever is greater. Flu Vaccine Vouchers through OptumRX Pharmacy do not have a minimum number required.

Flu Vaccine and Flu Vaccine Voucher pricing are subject to price increases due to the market price established for each Flu season. WebMD will provide ETF with advance notice of the current Flu Vaccine and Flu Vaccine Voucher Fees as soon as WebMD has been provided the current market price for each Flu season.

Standard Event hours are: Monday through Sunday from 7am to 7pm.

- Events must be scheduled consecutively and are determined based on the assumption that one (1) nurse can administer 20 vaccines in one (1) hour.
- Events greater than 4 hours in length require a staff break of 30 minutes.
- Events with breaks in the schedule of 2 hours or greater will be treated as separate Events.
- If ETF requests Event staff to start 1 hour prior to the Event start time or requires Event staff to stay 30 minutes or longer after the Event end time there will be a fee of \$95 per hour, per staff member;
- If ETF requests additional staff above the number recommended for the Event there will be a fee of \$95 per hour, per staff member.

Registration Clerk is available upon request at the rate of \$95 per hour per staff member.

Privacy Screens are available upon request at the rate of \$31.50 per screen.

Standard travel is included in the per Flu Vaccination Fee, unless it is outside a forty (40) mile round-trip radius of a metropolitan statistical area ("MSA") with a population of 200,000 or more.

- Early start times (before 7:00 am local time) or late end times (after 7:00 pm local time) which require a hotel stay may incur travel fees.
- Events that require more than 10 staff members may incur travel fees.
- Parking fees at cost.

Event Changes 10 business days or less from the Event date will incur a \$200 per Event fee for a staffing change OR rush supply shipment and a \$300 per Event fee for a staffing change AND a rush supply shipment. WebMD will provide ETF with estimated travel costs for ETF's prior written approval.

Event Cancellation Fees are as follows: Events cancelled / postponed sixteen (16) to twenty (20) business days from scheduled Event date will incur fifteen percent (15%) of the Estimated Event Fees; Events cancelled / postponed eleven (11) to fifteen (15) business days from scheduled Event date will incur twenty-five percent (25%) of the Estimated Event Fees; Events cancelled / postponed ten (10) business days or less from scheduled Event date will incur fifty percent (50%) of the Estimated Event Fees. Estimated Event Fees shall be based upon the expected participation multiplied by the Per Participant fees for such Event; plus any Small Event Fees; plus any hourly fees required to make up the minimum 4 hours for each Event.

3.

4. The Mental Health Services Administrative PEPM Fee is based upon the actual number of Eligible Employees reported each month and includes the following Services: WebMD ONE Platform for ETF's Eligible Employees, Retirees, and Spouses & dependents. Data integration services for up to 1 Eligibility File and 5 data files. Incentive management, fulfillment and tracking services. Special Enhanced Mental Health Podcast Package by Beyond Well. One Dedicated Well-Being Service Program Manager to support the Well Wisconsin Program. WebMD will provide ETF with up to a maximum of 250 hours of annual custom communications support for custom marketing campaigns, which will include associated Printing & Postage costs up to a maximum annual value of \$50,000 pr Program Year, (any custom communications hours and/or Printing and Postage dollars remaining at the end of the Program Year will not be carried forward. WebMD's standard CoreInsights reporting & specialty reporting. WebMD Stress Coaching services will include up to a maximum of 300 Stress Coaching Calls each Program Year and Group Coaching for up to a maximum of 100 Group Coaching Session attendees per Month. In addition, WebMD will provide support for mental health services through Togetherall, a mental health online community forum and meEquilibrium Stress and Resiliency platform for all Eligible Employees and Retirees as well as Spouses & dependents.

5. The Condition Management Administrative PEPM Fee is based upon the actual number of Eligible Employees reported each month and includes the following Services: WebMD ONE Platform for ETF's Eligible Employees, Retirees, and Spouses & dependents, as well as a value-based program. All current ETF data integrations plus claims data integration. Incentive tracking, fulfillment, and reporting. One (1) Dedicated Well-being Services Program Manager supporting ETF's Well Wisconsin Program. WebMD will provide ETF with up to a maximum of 250 hours of annual custom communications support for custom marketing campaigns, which will include associated Printing & Postage costs up to a maximum annual value of \$100,000 per Program Year, (any custom communications hours and/or Printing and Postage dollars remaining at the end of the Program Year will not be carried forward). WebMD ONE Platform videos, podcasts, and related health information content. ETF partner access to Daily Habits Visibility Administration and Landscape Administration Tool for Well Wisconsin's health plans. WebMD's standard CoreInsights reporting and specialty reporting. Onduo's Good Measures' Diabetes Prevention Program, which has been granted full recognition status from the CDC, for up to 250 per engaged Eligible Employees per month (each engaged Eligible Employee will have a monthly fee for a minimum term of 6 months regardless if they are "disengaged" or "active". If the Participant does not interact with Onduo for 90 consecutive days they will become "disengaged". Participants who re-engage with the program will be considered "active" and after the 6 month minimum term the Participants are invoiced the monthly fee only when they are active; Fern Health Pain Management Program / MSK for up to 500 Program Participants Per Year, each participant will have a term of 12 months from their enrollment date, Participants may join more their one Fern Health Pain Management Program / MSK and the Participant is invoiced for each one; and Group Coaching Session attendees for up to a maximum of 100 Group Coaching Session attendees per Month.