



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #051922
Entitled

Wellness Engagement Program Solutions and Related Services

The following advertisement was placed March 24, 2022 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, March 25, 2022 in Oregon's *Daily Journal of Commerce*, and on March 24 and March 31, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Wellness Engagement Program Solutions and Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 19, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

90 Degree Benefits, Inc.	Lifeomic, Inc. (Lifeomic Health, LLC)
A W Berry & Associates, LLC	Limeade, Inc.
Accolade, Inc.	LIV North, Inc.
Accountable Care Transaction, Inc. dba Activate Care	Manifest Education Solutions Group, LLC
ActiveHealth Management	Mason & Bone
Advanced Digital Systems, Inc.	Mediterranean Wellness
Advanta Health Solutions, Inc.	MEDITERRANEAN WELLNESS, LLC
Aetna Life Insurance Company	Morgan Stanley
Alliant Insurance Services	Navigate Wellness, LLC
Awodi Drumming, LLC (Chanel Music, LLC, Three Girls Media, LLC, Tinashe, LLC)	On-Site Health Solutions, LLC
BidPrime, Inc.	PDHI

Black Mind meditation& Coaching, LLC	Playlearn USA, Inc.
Bodies Done Right	PowerDMS, Inc.
Bravo Wellness, Inc.	Prime Vendor, Inc.
Christie Campus Health, LLC	Progressive Primary Care Solutions
Climb2Glory, LLC	Propel, Inc. (The Visibility Company)
Dogs & Sorcerers	PWXPress
Duke Tech Solutions, Inc.	Reach Fitness
Edan Diagnostics, Inc. (Edan Instrument, Inc.)	Safra National Bank of New York
eRepublic, Inc.	SiteWell Solutions, LLC
EtiKID Academy, LLC	Sled Consulting, LLC
Global Employment Services, Inc.	SoftSages, LLC dba SoftSages Technology
Grit Digital Health	TAO Connect, Inc.
Habit Design, Inc.	Telligen, Inc.
Healthper USA, Inc.	The Challenger Foundation
HealthSource Solutions, LLC	TRG, INC.
HealthView Services, Inc.	Vida Health, Inc.
HOUSE CALL NURSE PRACTITIONER IN ADULT HEALTH, PLLC dba CARE ACCESS CLINIC	Virgin Pulse, Inc.
incentaHEALTH, LLC	WebMD
Information Professionals, Inc.	Wellness Coaches USA, LLC
Interactive Health Technologies	WellRight
Kaia Health	WellSpark Health, Inc.
Katana Safety, Inc.	Workplace Medical Corp.
Lakeshore Learning Materials	ZP Medical Services, PC
Lifemark Occupational Health and Wellness Inc.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on May 19, 2022, at 4:31:14 pm CT. Proposals were received from the following:

90 Degree Benefits, Inc.
 Advanta Health Solutions, Inc.
 Awodi Drumming, LLC (Chanel Music, LLC, Three Girls Media, LLC, Tinashe, LLC)
 Bodies Done Right
 Bravo Wellness, Inc.
 Christie Campus Health, LLC
 Edan Diagnostics, Inc. (Edan Instrument, Inc.)
 Habit Design, Inc.
 Healthper USA, Inc.
 HealthSource Solutions, LLC
 HealthView Services, Inc.
 HOUSE CALL NURSE PRACTITIONER IN ADULT HEALTH, PLLC dba CARE ACCESS CLINIC
 incentaHEALTH, LLC
 Katana Safety, Inc.
 Lifemark Occupational Health and Wellness Inc.

Lifeomic, Inc. (Lifeomic Health, LLC)
MEDITERRANEAN WELLNESS, LLC
On-Site Health Solutions, LLC
Propel, Inc. (The Visibility Company)
TAO Connect, Inc.
Telligen, Inc.
Vida Health, Inc.
Virgin Pulse, Inc.
Wellness Coaches USA, LLC
WellSpark Health, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst
Carol Jackson, Procurement Analyst
Nick Scholer, Procurement Analyst
Beverly Hoemberg, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from Edan Diagnostics, Inc. and Katana Safety, Inc., fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Advanta Health Solutions, Inc., a certified small business enterprise, provides integrated fitness programming with information technology that motivates, measures, and rewards physical activity. With ActiveFit@Home, members are given the ability to generate an activity event using custom at-home exercises that promote physical wellbeing. Advanta Health Solutions is equipped and staffed to support Sourcewell entities across the United States and Canada. They are offering a solid discount on implementation fees.

HealthSource Solutions, LLC, partners with two service providers, WellRight and US Wellness, to deliver services to Sourcewell participating entities throughout the United States. The HealthSource Solutions services include wellness program management, a collaborative wellness solution, a mental health strategy, the WellRight wellness portal, onsite staffing, and biometric screening. They offer competitive pricing and are a certified woman-owned small business.

Lifemark Occupational Health and Wellness Inc. is offering wellness engagement programs and platforms, biometric screening services and coordination, wellness incentive management, health coaching, and wellness program management. They are also providing related services, such as data analytics, predictive modeling, wellness program branding, strategic planning, and on-site wellness center management services to participating entities in all ten provinces in Canada. Lifemark is offering sizable discounts off their services.

The Visibility Company, dba Propel, Inc., is focused on two core elements of well-being: the science of behavior change and employee engagement. They offer a full spectrum of services to include a wellbeing engagement platform, incentive management, biometric screening and health coaching. Their sales and service teams are ready to serve Sourcewell participating entities across the United States and Canada. They are offering significant discounts from standard pricing rates.

Telligen, Inc., has been providing health management and care coordination services for almost 50 years in the United States. Services include customizable fitness, nutrition, healthy living, and mindfulness content with certified health coaching. The Telligen Wellness Portal and Mobile App sync with most mobile operating systems. Multiple biometric screening options are available. Their pricing reflects a range of discounts from standard services pricing and implementation fees.

Virgin Pulse, Inc., offers a software-as-a-service platform solution, The Virgin Pulse Homebase for Health, designed to foster positive health, wellbeing, and performance habits. They serve the United States and Canada with a platform that supports both English and French (Canadian) languages with country and region-specific content. Virgin Pulse offers Sourcewell participating entities a comprehensive set of performance guarantees, service-level agreements, and competitive discounted pricing.

Wellspark Health, Inc., is providing their SparkHealth Digital Experience on MySparkCentral, an online wellness portal and mobile app. In addition, they are offering biometric screenings, including testing, coordination, and results, as well as the tracking of results against wellness goals, incentive management, and wellness coaching. They are positioned to serve Sourcewell participating entities in the United States and Canada. Wellspark is providing a range of significant discounts from list price on their services.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #051922 to:

Advanta Health Solutions, Inc.	#051922-ADV
HealthSource Solutions, LLC	#051922-HSS
Lifemark Occupational Health and Wellness Inc.	#051922-LFM
The Visibility Company, dba Propel, Inc.	#051922-PRL
Telligen, Inc.	#051922-TGN
Virgin Pulse, Inc.	#051922-VRG
Wellspark Health, Inc.	#051922-WSH

The preceding recommendations were approved on July 5, 2022.

DocuSigned by:

Kim Austin

6830543C58384D1...

Kim Austin, MBA, CPPB, Procurement Lead Analyst

DocuSigned by:

Carol Jackson

6EE63AEDED5F46E...

Carol Jackson, Procurement Analyst

DocuSigned by:

Nick Scholer

4513A60DCA01467...

Nick Scholer, Procurement Analyst

DocuSigned by:

Beverly Hoemberg

36394C13F1E94C7...

Beverly Hoemberg, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #051922 for Wellness Engagement Program Solutions and Related Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:

Jeremy Schwartz

C0FD2A139D06489...

Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer