



SJVIA Condition Management and Diabetes/Hypertension Prevention Program RFP

**Summary Presentation
July 1, 2021**

RFP Original Timeline

- RFP release date: May 7, 2021
- Deadline for submitting RFP questions: May 24, 2021 5:00 PM PT
- Electronic proposal submission deadline: May 28, 2021, 5:00 PM PT
- Selection and notification of vendor finalists: June 7 - June 21, 2021
- Vendor finalist presentations: Week of June 28, 2021
- Selection and notification of contract recipient: July 23, 2021
- Effective date of contract: August 1, 2021
- Launch of program services: August 1, 2021
- Contract Period: One (1) to three (3) years

Vendors/Responses

Received RFP Invitation	Submitted Proposal
Anthem Blue Cross	✓
Livongo/Teladoc	✓
Medicine at Work	✓
Omada Health	✓
Sharecare	✓
Halcyon Behavioral	
TrestleTree	
Virta Health	

Estimated Pricing

Vendors	Type of Vendor	Estimated Pricing based on All Programs Offered*
Anthem Blue Cross	Telephonic Health Coaching and Condition Management resources for members; Digital solution for Diabetes Prevention	All programs - \$242,286 each year
Livongo/Teladoc	Digital solution; monitoring tools (scale, BP monitor, glucose monitor)	Yr1 - All Programs: \$627,120 Yr2 - All Programs: \$537,120
Medicine at Work	On-site clinic vendor that provides primary care and chronic condition management programs	Anthem Members Only: Base Rate for 5-day a week programs at 5 clinics - \$854,354 ABC + KP Members: Base Rate for 5-day a week programs at 5 clinics - \$1,165,661
Omada Health	Digital solution; monitoring tools (scale, BP monitor, glucose monitor)	Yr1 - All Programs: \$412,073 Yr2 - All Programs: \$328,073
Sharecare	Digital solution; Health and Well-being and Benefits hub that can unify all health programs and offer chronic condition programs for extra cost	All Programs: \$757,290

*Please note: This is preliminary pricing and assumes we would accept all the programs and services offered. Pricing will be better calculated when we decide which programs to offer through the selected vendor(s).

Anthem Blue Cross



- Pros:
 - Seamless implementation (easy for them to provide outreach to members based on claims data and history to encourage participation in programs).
 - Most costs can be added to the health plan cost instead of invoiced.
 - Pricing is affordable compared to other vendors.
- Cons:
 - Eligibility: Anthem members only (very difficult for them to work with Kaiser members).
 - Low technology compared to other vendors for ConditionCare program.
 - Use opt-out model to track participation, which is not very accurate. Opt-in model would be preferred.

Livongo/Teladoc Health



- Pros:
 - Overall very high tech, digital solution to reach employees with chronic conditions.
 - Provide monitoring tools, such as digital scale, blood pressure monitor, and glucose monitor.
 - Per Participant pricing instead of PEPM pricing.
 - Can bill through claims, although this would need to be discussed more with the vendor.
- Cons:
 - No on-site presence; no face-to-face coaching options for those who prefer it.
 - More expensive PPPM fees compared to other similar vendors, like Omada Health.
 - Need more details from the vendor about how they count engagement and participation to bill the PPPM pricing.
 - Does not have a hypertension prevention program, only a hypertension management program.

Medicine At Work



- Pros:
 - Unique vendor who can provide on-site clinics for employees to have easy access to primary medical care and chronic condition coaching and management.
 - They can also provide biometric screenings at the clinic and could assist with the biometric screening program throughout the year.
 - The biometric screenings would be a great way to engage members and get them put into the Condition Management Programs.
 - No extra set-up fees for equipment or additional facility fees, PEPM pricing includes primary care and condition management programs.
- Cons:
 - No mobile app or virtual care available for employees who are not able to visit the on-site clinic(s).
 - Very costly with the PMPM pricing, so the SJVIA entities would need to promote this program heavily to get value, engagement and cost savings.

Omada Health



- Pros:
 - Overall very high tech, digital solution to reach employees with chronic conditions.
 - Documented engagement and outcomes with peer-reviewed studies.
 - Per Participant pricing instead of PEPM pricing (more affordable compared to Livongo, which is a similar program).
 - Can bill through claims, although this would need to be discussed more with the vendor.
- Cons:
 - No on-site presence; no face-to-face coaching options for those who prefer it.
 - Need more details from the vendor about how they count engagement and participation to bill the PPPM pricing.

Sharecare



- Pros:
 - Comprehensive, digital wellness platform with healthcare navigation, wellness challenges, and points tracking.
 - All employees could utilize the platform, not just those with chronic conditions. Those with chronic conditions can enroll in the Condition Management Programs for extra care and coaching.
 - Great wellness resource hub and health aggregator to have all the wellness resources, materials, programs, challenges, benefits information, etc. in one place.
- Cons:
 - Must pay for the well-being platform and then pay additional fees for the chronic condition programs. Cannot get the condition management programs as stand-alone pricing.
 - More expensive option because of the PEPM pricing for the platform.
 - Need more explanation about the condition management programs and how they work to help manage conditions and costs.
 - No on-site presence; no face-to-face coaching options for those who prefer it.

Estimated Pricing Review

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Next Steps for Selecting a Vendor

- Selecting Finalists?
- Who will be on the Finalist Committee?
- When will we have the Finalist Presentations?
- Reference Checks?

