

SIGNATURE PAGE


CC-20-2023

To the Monmouth County Board of County Commissioners:

**THE UNDERSIGNED HEREBY DECLARES THAT
I (WE) HAVE CAREFULLY EXAMINED THE SPECIFICATIONS.
I (WE) HEREBY CERTIFY PRICES QUOTED ARE IN ACCORDANCE
WITH YOUR REQUIREMENTS.**

Company Name: One Stop Wellness Inc.

Preparer's Name: Romuald Antoine Jr (PRINT)

Signature:  (DATE) 5/7/2023




Address: 110 E Houston St Fl 7
San Antonio, TX 78205

Telephone No.: 973 641 8340

Fax No.: _____

E-Mail Address: rantoine@onestopwellness.com
*****(This should be the email where Contracts would be sent)*****

Contact Person: Romuald Antoine Jr

FEIN: 
(Federal Employee ID)
BRC:  
(Business Registration Certification)

(Revised 2/2017)

APPLICATION #1: PROPOSED FEE STRUCTURE (Option 1)

	Year One (1)	Year Two (2)	Year Three (3)	Year Four (4)	Year Five (5)
EAP: Interactive Technology Based Wellness Services	\$4.30 per employee per month 3,200 ± employees	\$4.01 per employee per month 3,200 ± employees	\$3.50 per employee per month 3,200 ± employees	\$3.30 per employee per month 3,200 ± employees	\$2.78 per employee per month 3,200 ± employees
EAP: Interactive Technology Based Wellness Services	\$2.70	\$2.63	\$2.50	\$2.41	\$2.05
Health Enhancement Educational Seminars, webinars, training, and support materials	\$0.50	\$0.50	\$0.35	\$0.35	\$0.25
Union Meetings	\$0.12	\$0.08	\$0.08	\$0.05	\$0.05
Program Promotional Materials Chosen by EAP Committee	\$0.40	\$0.25	\$0.25	\$0.20	\$0.18
Additional charges, if any, for mobile app registration and usage	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Additional charges, if any, for virtual and insta-chat interactions with members with 24/7 access to counselors and chat services	\$0.50	\$0.50	\$0.29	\$0.29	\$0.25
Additional charges, if any, for educational, concierge and resource materials	\$0.08	\$0.05	\$0.03	\$0.00	\$0.00
Total PEPM	\$4.30	\$4.01	\$3.50	\$3.30	\$2.78
Monthly	\$13,760	\$12,832.00	\$11,200	\$10,560	\$8,896.00
Annually	\$165,120	\$153,984	\$134,400	\$126,720	\$106,752

Our pricing reflects the robust and comprehensive nature of our virtual EAP service, which requires more than average data hosting for 24/7 virtual and telephonic calls. Despite this, our pricing provides exceptional value for the same feature set offered by competitors. The quoted pricing is for 3,200

employees/users, with an additional \$0.95 per user per month (inclusive of all services) charged for data storage, hosting, EAP, and support costs if the user count increases by over 3%. Our program exceeds any EAP technology on the market and is completely hands-off for HR, with the OSW team designing, implementing, and managing the program from start to finish. We also provide various employee training sessions throughout the year. Printed materials are not included in Option 1 pricing, but employees can request a print version as there are QR codes available to view everything on their phone. Full-color posters and items can be posted in common and high traffic areas.

Our competitively-priced, comprehensive virtual EAP includes wellness components, an on-demand library of 60+ hours of classes, and seamless integration with existing tools. Standard wellness programs typically cost \$2-6 PEPM and do not typically include EAP services. They may also come with extra fees for 24/7 call centers, live EAP support, data integration, and in-person visits. When combined with your healthcare initiatives, the One Stop Wellness program has been proven to reduce health costs by an average of 11% and has an average user engagement of 70%. This is in contrast to our competitors, where 70 people per 100 stop using the services due to disengagement. For OSW, only 30 people per 100 on average do not engage. Furthermore, on average, 30% of health costs are driven by mental health claims, which presents a significant opportunity through our EAP support. Our AI-driven technology streamlines processes for enhanced accuracy and efficiency, distinguishing our superior offering. We also can offer virtual reality smoking cessation and health coaching as an add-on for each activated employee. We can also provide additional services beyond the project scope at an extra cost if needed.

Service	5 Sessions	10 Sessions	20 Sessions	40 Sessions
Fractional Wellbeing Officer	\$400/ea	\$375/ea	\$300/ea	\$225/ea
Wellbeing Event Management	\$2500+	<i>Event Planning and Management can be Included In Wellbeing Officer Scope of Work</i>		
Educational Presentations	\$350/ea	\$300/ea	\$275/ea	\$220/ea
Group Classes	\$250/ea	\$225/ea	\$200/ea	\$125/ea
One on One/ Health Coaching	\$200/ea	\$190/ea	\$175/ea	\$110/ea

Rewards Program Add On*

To increase engagement, we typically recommend up to \$50 per employee for a rewards budget. This means not every employee will earn the full amount unless they are fully engaged in the platform and complete all assigned tasks and program components. Points are earned based on engagement, logins, completing challenges etc. On average for a \$50 rewards allocation, we see employees earning about 40%. Other incentives work well such as gift cards (\$25-500 quarterly drawings), smart watches/scales etc. We can work directly with the wellness coordinator to discuss rewards and incentives and optimize current incentive strategies. All of this can be managed directly in the OSW platform and integrated with our rewards mall Tango where employees can redeem as little as \$5 for Gift cards to 100s of retailers.

APPLICATION #1: PROPOSED FEE STRUCTURE (Option 2)

	Year One (1)	Year Two (2)	Year Three (3)	Year Four (4)	Year Five (5)
EAP: Interactive Technology Based Wellness Services	\$3.73 per employee per month 3,200 ± employees	\$3.55 per employee per month 3,200 ± employees	\$3.34 per employee per month 3,200 ± employees	\$3.25 per employee per month 3,200 ± employees	\$2.78 per employee per month 3,200 ± employees
EAP: Interactive Technology Based Wellness Services	\$2.70	\$2.63	\$2.50	\$2.41	\$2.05
Health Enhancement Educational Seminars, webinars, training, and support materials	\$0.35	\$0.30	\$0.28	\$0.28	\$0.25
Union Meetings	\$0.12	\$0.10	\$0.08	\$0.08	\$0.05
Program Promotional Materials Chosen by EAP Committee	\$0.23	\$0.22	\$0.20	\$0.20	\$0.18
Additional charges, if any, for mobile app registration and usage	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Additional charges, if any, for virtual and insta-chat interactions with members with 24/7 access to counselors and chat services	\$0.25	\$0.25	\$0.25	\$0.25	\$0.20
Additional charges, if any, for educational, concierge and resource materials	\$0.08	\$0.05	\$0.03	\$0.03	\$0.00
Total PEPM	\$3.73	\$3.55	\$3.34	\$3.25	\$2.73
Monthly	\$11,936.00	\$11,360.00	\$10,688.00	\$10,400.00	\$8,736.00
Annually	\$143,232	\$136,320	\$128,256	\$124,800	\$104,832

This includes standard printed items and digital components that the County can print. Pre-determined promotional materials and health enhancement seminars based on the scope are included, but no custom content or materials outside of the scope are available. The 24/7 EAP services will only be virtual/live chat, unless they need to be referred for a crisis/emergency. No custom integrations will be provided and this requires a little more management for HR/admin to administer the program.

Comprehensive Catalog of Training Topics (More available upon request)