

STATE OF OHIO
DEPARTMENT OF ADMINISTRATIVE SERVICES
GENERAL SERVICES DIVISION
OFFICE OF PROCUREMENT SERVICES
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

AMENDMENT FOR CHANGE
AMENDMENT NO. 1

TO: LIMITED DISTRIBUTION: OHIO DEPARTMENT OF ADMINISTRATIVE SERVICES (DAS), BENEFITS
ADMINISTRATION SERVICES (BAS) OFFICE

FROM: ROBERT BLAIR, DIRECTOR, DEPARTMENT OF ADMINISTRATIVE SERVICES

SUBJECT: CONTRACT FOR STATE OF OHIO EMPLOYEE POPULATION HEALTH MANAGEMENT (PHM) PROGRAM

Attached are pages 7, 9 and 10 to this contract. Remove these pages from the existing contract and replace with the attached pages on the effective and/or revision date.

This amendment is issued to advise of the addition of a registration clerk for Worksite Health Screenings and clarify EFT terms which are mutually agreeable.

All other prices, terms and conditions remain unchanged.

Questions regarding this Amendment and/or the Requirements Contract may be directed to:

Carol Clingman
carol.clingman@das.state.oh.us

This Amendment, the main Requirements Contract and any additional amendments thereto are available from the DAS Web site at the following address:

<http://www.ohio.gov/procure>

Affected Contractor(s):

197381
American Healthways Services LLC
DBA Healthways
701 Cool Springs Blvd.
Franklin, TN 37067
steve.sachtleben@healthways.com

- C. Savings Based on Readmissions. Healthways measures any readmission within 30 days, except for a small handful around newborn delivery, etc. These readmissions don't have to be the "same clinical" issue as the original admit. For example, if a person is admitted for diabetes, but then readmitted within 30 days for a heart issue, that readmission "counts" and is measured. The program does not reach out to 100% of all discharges as discussed above. There are a few discharges, again newborn delivery is an example, where Healthways doesn't reach out to the person since the risk of readmission is very low.

If Healthways cannot receive a hospital discharge file, then Healthways impact on a 30day readmit rate will be reduced. In Healthways normal services, Healthways will know of some people who are about to enter the hospital, or were just discharged, and Healthways will talk to them about readmission risks, but since that will be a small percentage of the total discharges, Healthways will not have the full impact Healthways would like. In any event, if Healthways can't get all the hospital discharge information, Healthways can and will reach out to more people in Healthways' "active management" services to make certain and deliver for the State the ROI and net savings return Healthways has its performance guarantees.

XII. Other Clarifications from Proposal

- A. Healthways confirms the line item for three onsite wellness coordinators is included in the pricing sheets.
- B. Healthways confirms communications fee will be \$30,000 annually to include 500 hours in year one, 250 hours in year two and 250 hours in year 3. The State may roll over hours to the next year if the allocated hours are not used. Additional hours will be billed at \$150 per hour.
- C. Healthways confirms messaging to the agency level including in pricing assuming location indicators are provided in the data files. Example of the messaging feature: The corrections department will have a lunch and learn on smoking in the cafeteria on August 15th.
- D. Healthways can furnish kiosks for completion of the Well Being Assessment (WBA) for \$775 per kiosk per event. The price is all inclusive – set-up, shipping, wireless data charges are included. Kiosks are available in conjunction with our biometric screening events. Thus, a Kiosk is available for the duration of a given screening event. For example, if the event lasts 3 days, then the kiosk would be available for 3 days at the rate of \$775 for the entire three days. The estimated number of kiosks required must be provided a minimum of 60 days in advance in order to provide kiosks and ensure adequate availability.
- E. Healthways agrees to record all calls for the State.
1. Healthways currently records 45 days of calls for our entire book of business. Healthways agrees to record 60 days of calls for the State of Ohio.
- F. Healthways anticipates that the State will have access to Web-based reporting in the fourth quarter of 2012. There will be no additional charge to the State.
- * G. Healthways agrees to the following special EFT terms in the event the state of Ohio would inadvertently overpay Healthways by EFT.
1. The state of Ohio will notify Healthways in advance of the debit.
 2. The state of Ohio has to debit the account within three days of the deposit.
 3. The state of Ohio can only debit the deposited amount.

* Additional mutually agreeable language added by Amendment #1.

COST SUMMARY (Cont'd)

Program Area	Per Employee Per Month PEPM	Per Participant Per Year PPPY	Per Participant Per Month PPPM	Per Participant Fee	Optional Additional Fees
Worksite Health Screenings – Individual Screening Rate					\$150.00 Ea
Worksite Health Screenings – Registration Clerk 1 – 4 locations per year					\$75.00 / Hr.
5 or more locations per year					\$90.00 / Hr.
Worksite Health Screenings – Fingerstick Test per A1C screened participant				\$13.50	
Disease Management – High Risk Cost Avoidance	\$2.52				
Optional Disease Management – Enhanced Program Low Back/Musculoskeletal	\$0.34		\$37.67		
Well-being Improvement Campaigns and Challenges Material					Various Per Each Pricing

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* To advise of the addition of a registration clerk for Worksite Health Screenings added by Amendment #1.

CONTRACTOR INDEX

CONTRACTOR AND TERMS:

OAKS Vendor ID No.: 197381

American Healthways Services LLC
Dbas Healthways
701 Cool Springs Blvd.
Franklin, TN 37067

CONTRACT NO.: CSP900013-1 (06/30/15)

TERMS: Net 30 Days

CONTRACTOR'S CONTACT: Steve Sachtleben

Telephone: 704-544-3255
Fax: 704-544-4843
Email: steve.sachtleben@healthways.com

SUMMARY OF AMENDMENTS

Amendment Number	Revision Date	Description
1	07/01/12	To advise of the addition of a registration clerk for Worksite Health Screenings and clarify EFT terms which are mutually agreeable. *

* Table added by Amendment #1.