

SALES PRICING SHEET



Biometric screenings provided by Quest Diagnostics

With biometric screenings provided by Quest Diagnostics® and data integration with your health plan, it can be easy and affordable to bring onsite biometric screenings to your work site. Refer to the Biometrics Screening Information sheet for details.

As part of our continuing efforts to better serve our clients, Quest Diagnostics Health & Wellness will be offering all Cigna clients their enhanced platform, the Wellness Engine™. The Wellness Engine offers many new features and added capabilities that enhance the biometrics screening experience, including enhanced participant reporting and Qscreen™, Quest's new iPad® application (available with 7/1/2017 intakes), to host events without paper requisitions. Please refer to our Quest enhancement overview for additional information and pricing.

PACKAGE SERVICES: ONSITE	PRICING PER PARTICIPANT
<p>Standard screening: Healthy heart finger stick (Non-fasting): Total cholesterol + HDL + TC/HDL risk ratio, glucose, blood pressure and pulse, weight, height, waist circumference, body mass index (BMI). Packages include all travel and shipping within 60-mile round-trip of 200,000 population metropolitan statistical area (MSA),* single station delivery model, participant results coaching throughout, all event materials, high risk referral, participant report, client reporting and a results data feed to Cigna. Call or video consult with a Physician after the screening is \$3.50</p>	<p>\$43 (effective 7/1, pricing includes the option of iPad technology)</p>
<p>Expanded screening: Healthy heart finger stick (Fasting required): Total cholesterol + HDL + TC/HDL risk ratio, LDL cholesterol, triglycerides, glucose, blood pressure and pulse, weight, height, waist circumference, BMI. Packages include all travel and shipping within 60-mile round-trip of 200,000 population MSA, single station delivery model, participant results coaching throughout, all event materials, high risk referral, participant report, client reporting, and a results data feed to Cigna. Call or video consult with a Physician after the screening is \$3.50</p>	<p>\$45 (effective 7/1, pricing includes the option of iPad technology)</p>
<p>Expanded screening: Healthy heart venipuncture (Fasting required): Total cholesterol + HDL + TC/HDL risk ratio, LDL cholesterol, triglycerides, glucose, blood pressure and pulse, weight, height, waist circumference, BMI. Packages include all travel and shipping within 60-mile round-trip of 200,000 population MSA, single station delivery model, all event materials, high risk referral, mailed participant report, client reporting and a results data feed to Cigna. Does not include results coaching. Call or video consult with a Physician after the screening is \$3.50</p>	<p>\$46</p>
<p>Quest can provide onsite flu clinics in combination with a biometric event at the same time on the same day. Biometric pricing remains the same as above. Quest flu pricing for the industry standard quadrivalent serum is \$32 per shot.</p>	

RETAIL OPTION: QUEST DIAGNOSTICS PATIENT SERVICE CENTER; PARTICIPANTS REGISTER ONLINE AND GO TO AN AFFILIATED QUEST DIAGNOSTICS LOCATION WHERE BIOMETRIC SCREENING IS PERFORMED.		PRICING PER PARTICIPANT
<p>Expanded screening: Healthy heart venipuncture (Fasting required): Total cholesterol + HDL + TC/HDL risk ratio, LDL cholesterol, triglyceride, glucose, blood pressure, weight, height, waist circumference, BMI. Pulse is not included. Packages include mailed participant results, high risk referral, client reporting, and a results data feed to Cigna.</p>		\$44
Optional outbound coaching call to discuss results.		\$3.50
PACKAGE SERVICES: HOME SCREENING; PARTICIPANTS ARE MAILED THE HOME SCREENING KIT WITH INSTRUCTIONS FOR SECURE PROCESSING		PRICING PER PARTICIPANT
<p>Standard home screening: Healthy heart (Fasting recommended): Total cholesterol + HDL + TC/HDL risk ratio, glucose. Self-reported: blood pressure and pulse, weight, height, waist circumference, BMI. Packages include online or mailed participant results, high risk referral, client reporting, and a results data feed to Cigna. Replacement kits available for \$42.</p>		\$40
<p>Expanded screening: Healthy heart (Fasting required): Total cholesterol + HDL + TC/HDL risk ratio, LDL cholesterol, triglycerides, glucose. Self-reported: Pulse, weight, height, waist circumference, BMI. Packages include online or mailed participant results, high risk referral, client reporting, and a results data feed to Cigna. Replacement kits available for \$43.</p>		\$41
Optional outbound coaching call to discuss results.		\$3.50
OTHER SERVICES		PRICING PER PARTICIPANT
Physician faxes - participant can take to their provider and fax results, or upload online themselves.		\$13
Cotinine screening; saliva cheek swab; add to a package.		\$14
Cotinine screening; saliva cheek swab; standalone.		\$35
Blood pressure. Pulse not included.		\$16
BMI only.		\$21
Body composition only.		\$24
Standalone vital (heights, weight, BMI, waist circumference, blood pressure); standalone.		\$26
PROGRAM TERMS	PRICING	
Event minimum.	30 participants or 100% of the estimate as of 15 business days from the event. For venipuncture events, the minimum is 20 participants.	
Small event fees (Finger stick only).	Will waive the 30 participant clinic minimum for a one-time small clinic charge of \$295 per clinic, and will invoice only for the greater of per-participant charges (or 100% of the estimate for that clinic). Client may opt to keep the 30 participant minimum or pay the small clinic charge, whichever is more advantageous.	
Events less than 4 consecutive hours with no planned downtime.	If event is less than 4 hours onsite, staff hours making up the 4 hours will be billed at \$70 per staff hour. Charge waived with small event fee.	
Multiple events in one day separated by > 2 hours downtime (Split shift events).	Events will be treated as two independent events with respective minimums.	
Cancellation policy.	Within 15 business days or less before the scheduled date, 50% of estimated event fees, or for less than 30 participants, 100%.	

PROGRAM TERMS	PRICING
Short lead notice (December–August).	8 weeks from a completed intake form; 6 weeks from signed Agreement: >4 and <6 weeks cost \$200; ≤4 weeks' notice cost \$425.
Short lead notice (September–November).	10 weeks from a completed intake form 8 weeks from signed Agreement: >6 and <8 weeks cost \$425; ≤6 weeks' notice cost \$625.
Nonstandard hours, after 7:00 pm and before 7:00 am, all day weekends and national holidays.	\$250 per event.
For events beyond 60-mile round-trip of MSA with population of 200,000 or more, or for nonstandard events.	Flat fee of \$175 added to event; plus actual fees, including airfare, hotel, rental car, and \$35 meal allowance per day; plus complete total mileage over first 60, miles reimbursed at \$0.55 per mile or current IRS rate, if different.
Alaska, Hawaii.	Add 25% to all fees plus \$175 per event, plus actual travel, hotel, car rental, \$45 meal allowance per day and mileage.
Bilingual staff.	\$95 per staff per hour.
Custom reporting.	\$175 per hour/\$350 minimum.
Additional aggregate reports.	\$525 per report.
Additional participants' list report.	\$100 per report.
Puerto Rico.	Puerto Rico will be quoted on a case-by-case basis.
State fees, subject to change.*	NV: 10% per participant fee for finger-stick events. Per-location fee of \$350. CA: Per-event location permit fee of \$250, for finger-stick events.
EVENT CHANGE FEES	10 BUSINESS DAYS OR LESS BEFORE
Minor administrative (e.g., address change < 30 miles distance; start or end time change up to 2 hours; change in services rendered that does not affect staffing mix, etc.).	\$250
Major administrative (e.g., address change > 30 miles distance; start or end time change of 2 hours or more; change in services that requires restaffing, etc.).	\$500
Major estimate change (up or down, that requires staffing change as calculated via the supplier staffing model. May also result in an increase in travel and other charges).	\$500. Per staff increase or decrease. Staff increases may also incur additional charges for travel and expediting of suppliers.
Major estimate increase (that requires staffing change as calculated via the supplier staffing model. May also result in an increase in travel and other charges).	\$500. Per staff increase, plus applicable travel. No estimate decreases – 15 business day estimate stands.



Subcontractor model prices are \$2.50 more than referral model.

iPad is a registered trademark of Apple Inc.

* **Note:** State regulations may limit types of screening that can be performed at the worksite using Cholestech/CLIA waived testing. Currently Massachusetts and Maryland are impacted.

This is not a contract. Complete and prevailing pricing details and other program terms and conditions will be set forth in the applicable service agreement entered into between Quest Diagnostics Clinical Laboratories, Inc. and the employer. Biometric screenings are independently administered by Quest Diagnostics Clinical Laboratories, Inc., a third-party health and wellness service provider, and not by Cigna; reporting provided by Cigna. All service fees are based on prices as of 3/1/17 and are subject to change.

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