

# 2019 SALES PRICING SHEET



Biometric screenings provided by Quest Diagnostics.  
New intakes effective 3/1/2019.

**We are pleased to offer you a new set of packages that include the HbA1c measure. The benefits include:**

- › Claims billing: Total bundled package cost billed as a claim instead of the HbA1c billed separately.
- › HbA1c measure reporting.
- › Better understanding of your population's health related to prediabetes.

Quest will fax a copy of the customer's results to their primary care provider. Customer will provide authorization and their provider's name and fax number during the registration process, or when accessing results in the on-line portal.

The Subcontractor model (client obtains the biometric services by contracting through Cigna instead of with the biometric vendor directly) is an option for the client to reduce their administrative burden. This is the required model for clients whose plans are not set up under HIPAA to receive PHI. Additional \$5.00 per participant fee added to the fees below for Subcontractor services.

SERVICES (Includes fax to provider)	DESCRIPTION	PRICING PER PARTICIPANT
<b>Finger stick – Onsite</b> Basic Screening Package with HbA1c: Finger stick	Non-fasting (height, weight, body mass index [BMI], waist circumference, blood pressure and pulse, blood glucose, total cholesterol, HDL, TC/HDL ratio), hemoglobin HbA1c includes: Results review (3-5 minutes), all event materials, two privacy screens per station (upon request), online appointment system, participant report, aggregate report, shipping, high-risk referral and counseling, data feeds to company, shipping/local travel.	\$58
<b>Finger stick – Onsite</b> Expanded Screening Package with HbA1c: Finger stick	Fasting (same as description above plus LDL, triglycerides and hemoglobin HbA1c).	\$60
<b>Venipuncture – Onsite</b> Expanded Screening Package with HbA1c: Venipuncture	Fasting (height, weight, BMI, waist circumference, blood pressure and pulse, blood glucose, total cholesterol, HDL, coronary risk ratio, triglycerides, LDL, hemoglobin HbA1c).	\$53
<b>Venipuncture – Onsite</b> Basic Screening Package with HbA1c: Venipuncture Non-fasting	Height, weight, BMI, waist circumference, blood pressure, blood glucose, total cholesterol, HDL, coronary risk ratio, hemoglobin HbA1c, estimated average blood glucose.	\$51

PACKAGE SERVICES: ONSITE (Includes fax to provider)	PRICING PER PARTICIPANT
<p><b>Standard screening: Healthy heart finger stick (non-fasting):</b> Total cholesterol + HDL + TC/HDL risk ratio, blood 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 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.</p>	\$46
<p><b>Expanded screening: Healthy heart finger stick (fasting required):</b> Total cholesterol + HDL + TC/HDL risk ratio, LDL cholesterol, triglycerides, blood 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.</p>	\$47
<p><b>Expanded screening: Healthy heart venipuncture (fasting required):</b> Total cholesterol + HDL + TC/HDL risk ratio, LDL cholesterol, triglycerides, blood 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.</p>	\$47
PACKAGE SERVICES: ONSITE (Includes fax to provider)	PRICING PER PARTICIPANT
<p><b>Basic screening: Venipuncture (non-fasting):</b> Includes: Height, weight, BMI, waist circumference, blood pressure, blood glucose, total cholesterol, HDL, coronary risk ratio.</p>	\$47
<p><b>Basic screening package with HbA1c: Venipuncture (non-fasting):</b> Includes: Height, weight, BMI, waist circumference, blood pressure, blood glucose, total cholesterol, HDL, coronary risk ratio, hemoglobin HbA1c, estimated average blood glucose.</p>	\$51
RETAIL OPTION: QUEST DIAGNOSTICS PATIENT SERVICE CENTER (PSC) AND QUEST LAB RETAIL LOCATIONS; PARTICIPANTS REGISTER ONLINE AND GO TO AN AFFILIATED QUEST DIAGNOSTICS LOCATION WHERE BIOMETRIC SCREENING IS PERFORMED. (Includes fax to provider)	PRICING PER PARTICIPANT
<p><b>Basic screening package with healthy heart venipuncture (non-fasting):</b> Includes: BMI, blood pressure, HDL, total cholesterol, HDL ratio, height, weight and waist circumference (no results review).</p>	\$44
<p><b>Basic Screening Package with HbA1c:</b> Basic screening package (venipuncture testing only, with BMI, blood pressure, HDL, total cholesterol, HDL ratio, hemoglobin HbA1c, height, weight, waist circumference, no results review)</p>	\$47
<p><b>Expanded screening: Healthy heart venipuncture (fasting required):</b> Total cholesterol + HDL + TC/HDL risk ratio, LDL cholesterol, triglyceride, blood 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>	\$45
<p><b>Expanded Screening Package with HbA1c:</b> Expanded screening package (venipuncture testing only, with BMI, blood pressure triglycerides and blood glucose, HDL, LDL, total cholesterol, HDL ratio, hemoglobin HbA1c, height, weight, waist circumference, no results review)</p>	\$53
PACKAGE SERVICES: HOME SCREENING; PARTICIPANTS ARE MAILED THE HOME SCREENING KIT WITH INSTRUCTIONS FOR SECURE PROCESSING. (Includes fax to provider)	PRICING PER PARTICIPANT
<p><b>Standard home screening: Healthy heart (fasting recommended):</b> Total cholesterol + HDL + TC/HDL risk ratio, blood 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.</p>	\$6 per kit mailed. \$46 dollars per screening kit returned.
<p><b>Expanded screening: Healthy heart (fasting required):</b> Total cholesterol + HDL + TC/HDL risk ratio, LDL cholesterol, triglycerides, blood 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.</p>	\$6 per kit mailed. \$47 dollars per screening kit returned.

<b>OTHER SERVICES</b> THIS IS NOT AN ALL-INCLUSIVE LIST; CHECK WITH SUPPLIER ON OTHER SPECIFIC REQUESTS.		<b>PRICING PER PARTICIPANT</b>
Provider faxes – participant takes the form to their provider to complete. The provider can fax in the results or participant can upload online themselves.		\$13
Cotinine screening; saliva cheek swab; add to a package.		\$14
Hemoglobin HbA1c screening; – If added to finger-stick package – If added to venipuncture package		\$15 \$7
<b>OPTIONAL STAFFING</b>		<b>FEE PER STAFF HOUR</b>
– RN, LPN, phlebotomist		\$82
– Bilingual RN, LPN, phlebotomist		\$95
– Medical tech		\$50
– Bilingual medical tech		\$60
– Clerk		\$50
<b>FINGER-STICK AND VENIPUNCTURE PACKAGE EVENTS</b>		
For events with 75 participants or more, a registration clerk is required, and Quest will provide the registration clerk at no additional charge to the client.		
For events with less than 75 participants, a registration clerk is NOT required. It is up to the client whether they want a registration clerk, and if so, the client will have to pay the applicable fees (as with any additional staff). The expense for additional staff is at the hourly rate with a four-hour minimum.		
<b>PROGRAM TERMS</b>	<b>PRICING</b>	
Event minimum.	30 participants or 100% of the estimate as of 10 business days from the event, whichever is greater. For venipuncture events, the minimum is 20 participants or 100% of the estimate as of 10 business days prior to the event, whichever is greater.	
Small event fees (finger stick only).	Will waive the 30 participant clinic minimum for a one-time small clinic charge of \$425 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 four consecutive hours with no planned downtime.	If event is less than four hours onsite, staff hours making up the four hours will be billed at \$70 per staff hour. Charge waived with small event fee.	
Multiple events in one day separated by > two hours downtime (split shift events).	Events will be treated as two independent events with respective minimums.	
Cancellation policy.	If a confirmed event is canceled within 10 business days or less before the scheduled due date, 50% of estimated event fees, for events with 30 participants or more, or 100% for events with with less than 30 participants.	
Clinics requested for time frames longer than the standard number of hours to service the expected participants, or outside standard business hours of operation, as calculated by supplier.	If requested clinic hours exceed the standard number of hours needed to service the expected participants, as calculated by supplier, the additional staff hours will be billed at \$70 per staff hour. Additional charges also apply for services requested outside the standard hours of operation (which are Mon-Fri between 7:00 am – 7:00 pm). Standard hours will be presented to the client in advance to determine hours and additional costs.	
Non-peak season lead time (December 2 to June 30)	Eight weeks from signed Client Services Agreement: Anything less than eight weeks may not be supported. If the event can be supported, the following charges will apply: 5–6 weeks cost \$200; equal to or less than four weeks' notice cost \$425.	

PROGRAM TERMS	PRICING
Peak season lead time (July 1 to December 1)	10 weeks from signed Client Services Agreement: Anything less than eight weeks may not be supported. If the event can be supported, the following charges will apply: 5–8 weeks cost \$200; equal to or less than four weeks' notice cost \$425.
Nonstandard hours, after 7:00 pm and before 7:00 am weekdays, all day weekends and national holidays.	\$250 per event. In addition to the event fee, a one hour, \$75 per hour, per staff member charge for setup and breakdown.
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.
Custom reporting.	\$175 per hour/\$350 minimum.
Additional aggregate reports.	\$525 per report.
Additional participants' list report.	\$100 per report.
Puerto Rico, U.S. Virgin Islands	Will be quoted on a case-by-case basis.
State fees, subject to change.**	<b>NV:</b> Additional fee of 10% per participant for finger-stick event. Per-location fee of \$350. <b>CA:</b> 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 two hours; change in services rendered that does not affect staffing mix).	\$250
Major administrative (e.g., address change > 30 miles distance; start or end time change of two hours or more; change in services that requires restaffing).	\$500
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 charges for travel and expediting of supplies. No estimate decreases – 10 business day estimate stands.



\* Supplier reserves the right to decline the event.

\*\***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. 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 3/1/19 and are subject to change.**

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