

### Sandbox Fee Structure

All work with TechSpring and Baystate Health is subject to an Innovation Project Agreement, including appendix Statement of Work detailing work to be accomplished.

Any engagement by TechSpring and Baystate pre-supposes alignment between Baystate strategic objectives, goals, existing operations and the solution offered by innovator.

| <b>Customer Development Insights Program</b>  |  |  |
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| \$5-60K, determined on case-by-case basis and defined in Statement of Work document |  |  |
| \$5-10K   | Value Proposition Validation and/or Co-Definition  | <ul style="list-style-type: none"> <li>• TechSpring Innovation Strategists</li> <li>• Key Baystate Stakeholder(s)</li> </ul>           |
| \$5-30K   | End user perspective <ul style="list-style-type: none"> <li>• Evaluation of current state of business systems and work processes</li> <li>• Experience-based co-design of future state               <ul style="list-style-type: none"> <li>○ Patients or consumers</li> <li>○ Baystate employees</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>• Observations</li> <li>• Feedback sessions</li> <li>• Workshops</li> <li>• Meetings</li> </ul> |
| \$5-30K   | IT Infrastructure Consulting <ul style="list-style-type: none"> <li>• Integration considerations and strategy</li> <li>• Estimations on prioritization, resources and costs</li> <li>• Data strategy, access and use</li> </ul>  | <ul style="list-style-type: none"> <li>• Innovation Strategists</li> <li>• Key Baystate IT Systems owners</li> </ul>                   |
| \$5-60K   | Gather customer development insights from other Healthcare delivery systems, example LifeBridge Health in Maryland   | <ul style="list-style-type: none"> <li>• TechSpring Network</li> </ul>   |

| <b>Pilots</b>   |  |
|---|--|
| Pilots start at \$50K. Most projects must complete Customer Development Insights Program prior to piloting in a live environment. |  |
| \$50K   | TechSpring Program Management. Per mutual agreement, the Statement of Work may include additional costs depending on complexity of project undertaken. |

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|----------|---|
| \$10-25K | Telling the story. Upon successful completion against mutually defined objectives, TechSpring program management to co-develop and execute a communication plan. SOW may include additional costs depending on direct costs of producing marketing collateral (videos, powerpoint slides, co-presentations, web copy, brochures, etc) |
| \$25-50K | Support expansion to other healthcare delivery systems in TechSpring's Network  |