



42ND ANNUAL
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Symposium



The Frightening Connection Between the Economy and Chronic Disease

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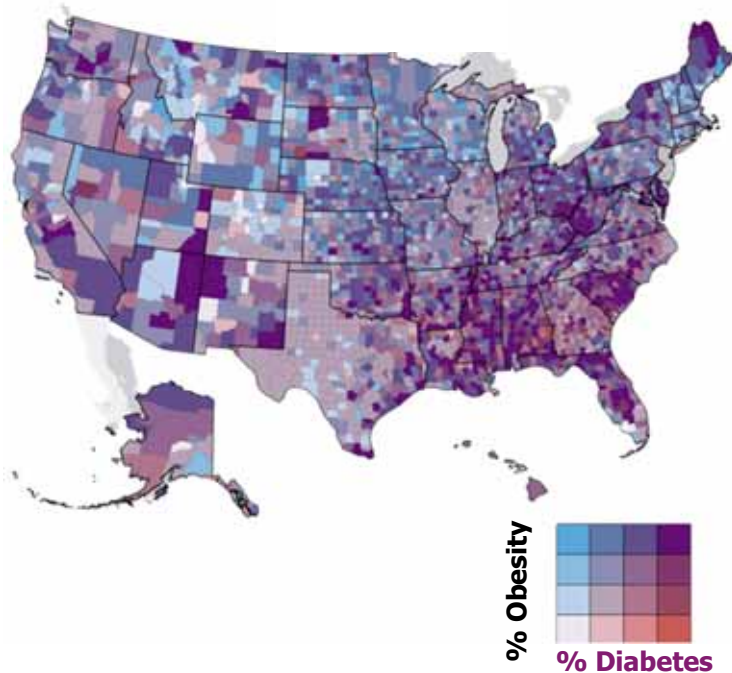
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Rates of Cardiometabolic Disease (and the Cost to Treat) Have Nearly Doubled in Ten Years

Diagnosed diabetes and obesity



40+%

of U.S. adults now have cardiometabolic disease

50%

of people w cardiometabolic disease have overlapping mental health conditions

\$7K PMPY

average increase in healthcare costs for those with a diagnosis of obesity

1-2 X

higher prevalence in Black, Hispanic, BIPOC communities

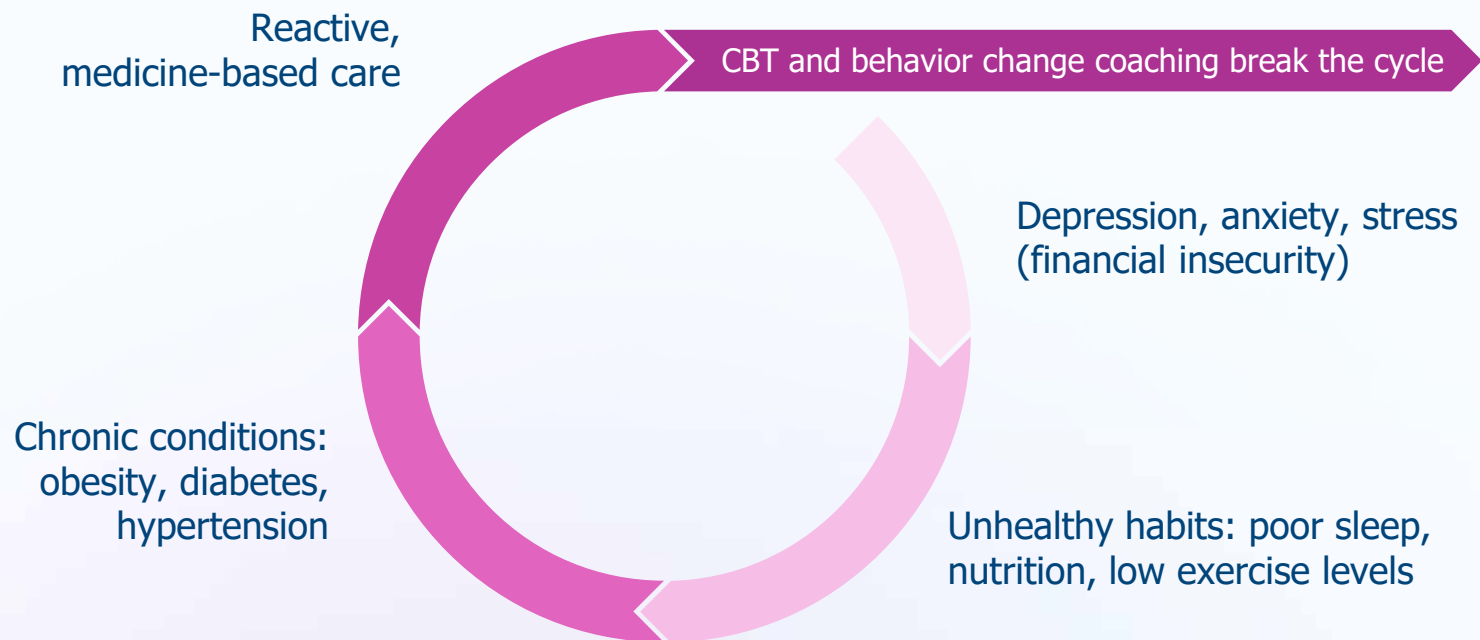
Up to 70%

of patients do not receive evidence-based care, like the right medication regimen, from their PCP

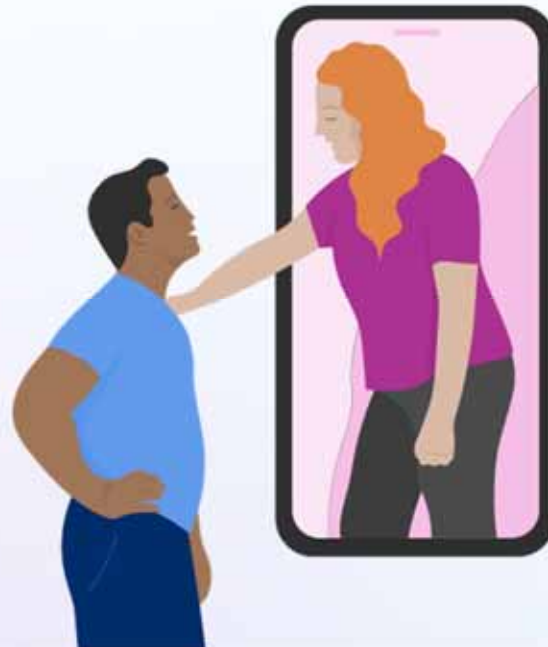


Economic uncertainty shines a brighter light on existing social determinants

The Cost of Living Directly Impacts Our Behaviors



Personalization and Well-Trained Providers Can Adapt Healthy Behaviors to Any Budget



What Is the Secret to Meaningful ROI?

ROI = outcomes x engaged population



Clinical Outcomes Are the First Stepping Stone

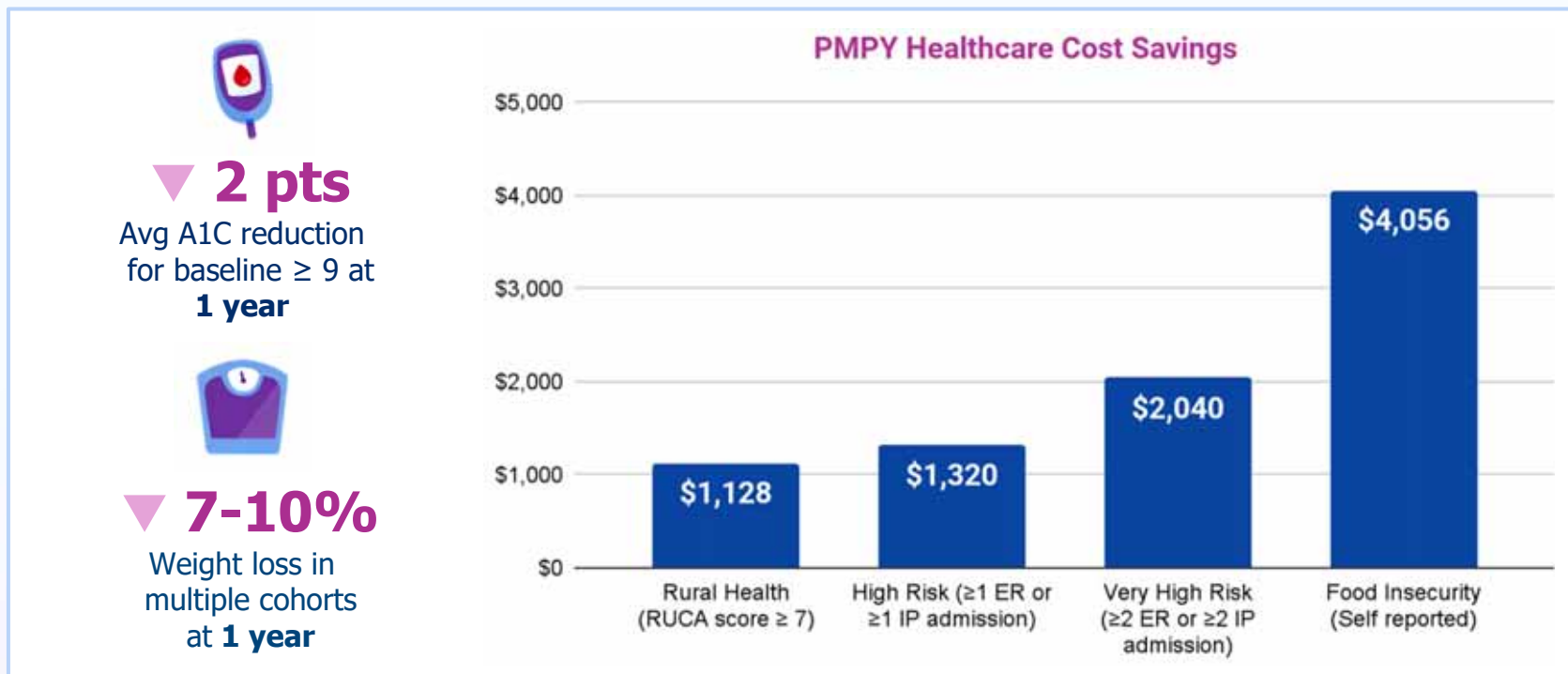
Cost Savings	Primary Source
<p>A1C reduction of 1 pt within 1 year saves \$400-\$450 PMPY</p>	<p><i>The relationship between HbA1c reduction and healthcare costs among patients with type 2 diabetes: evidence from a U.S. claims database.</i></p> <p>Curr Med Res Opin.</p>
<p>Weight loss of ≥5% from baseline within 12 months saves \$70-\$100 PMPY</p>	<p><i>The impact of weight gain or loss on health care costs for employees at the Johnson & Johnson Family of Companies.</i></p> <p>J Occup Environ Med.</p>
<p>Prediabetes non-progression to diabetes in 12 months saves \$2500-\$3000* PMPY</p>	<p><i>Medical care expenditures for Individuals with prediabetes: The potential cost savings in reducing the risk of developing diabetes.</i></p> <p>Popul Health Manag.</p>

*Savings calculated using the model created by [AMA](#). Savings estimated by comparing usual care non-progression benchmark (70%) vs. observed intervention non-progression (90%)

Treating for Health Equity Should Lead to More Sustainable and Scalable Outcomes



Cost savings and clinical success should be seen across diverse populations



Based on case control analysis, difference in difference for multiple cohorts, 2022.

Case Study: Results You Should Expect As an Enterprise

Company Overview

- Total population: **110K** lives
- Nationwide retailer with locations in all **50 states**
- Average enrollee: **age 46 with 3+ health conditions**
- Top occurring conditions: **Obesity, Anxiety, Diabetes, High Blood Pressure**

Demographics



21% with food insecurity



57% report social isolation



17% Hispanic, **11%** Black, avg income **< \$35K**

Engagement

- **3K** enrolled in the first 6 months
- **1 in 3** use the app 7+ times per week
- **97%** report a therapeutic relationship with their care team



↓ **1.8 pts**

Avg A1C reduction for baseline ≥ 8 at 5 months



80%

Of members with co-occurring depression and anxiety had an acuity reduction



10/10

Average member satisfaction

Members Should Experience Life-changing Outcomes—Not Just Clinically



- **Meet Daniel: a 53-year old Spanish-speaking man**
- **Diabetes, hypertension, obesity**
- **On 2 different types of insulin for a total of 5x a day**



RD Interventions

- Paired glucose checks
- Medical Nutrition Therapy
- Medication adherence strategies



Engagement at Month 7

- **13** coaching sessions
- **128** messages sent
- Spanish-speaking provider



One of my greatest achievements is not having to use insulin anymore.

Outcomes at Month 7



▼ 3.5 pt

↓A1C from 9.1 to 5.6



▼ 12%

↓27 lbs from baseline



▼ Meds

Discontinued insulin completely

Questions?



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Session Evaluation



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