

# Diabetes Study – Consolidated Report

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## Diabetes Study Review

- 1. As we saw in the series of these presentations, prevalence and costs of diabetes are high in the Plan and need to be addressed.
- 2. Comorbidities of diabetes present a higher burden of illness, such as:
  - Hypertension
  - Hyperlipidemia
  - Cardiovascular Disease
  - Obesity
- 3. Mental health as a comorbidity of diabetes remains very high as well.
- 4. Costs of newer diabetes medications such as GLP-1s are very high and needs to be managed
- 5. Members living in health deprived areas (as measured by Area Deprivation Index) need more help in diabetes management in terms of health education, coaching, access, and affordability

## Why Diabetes Management is Important

# Early diabetes management is important because it can prevent many other serious illnesses in the future

- Early action to prevent or delay type 2 diabetes can have numerous long-term benefits.
- Effective blood sugar management can reduce the risk of eye disease, kidney disease, and nerve disease by 40%.
- Improve mood and energy

### Some ways to manage diabetes

- Making healthy eating and physical activity part of your daily routine
- Maintaining a healthy weight
- Monitoring your blood sugar

- Following your health care provider's instructions for managing your blood sugar level
- Taking your medications as directed by your health care provide



## Effective Diabetes Management

All of components of effective diabetes management need:



Some or more of the above may not be available in deprived areas as we saw in earlier analysis.

Let's Recap...

# Area Deprivation Index Analysis

### What is ADI

### **About the Area Deprivation Index (ADI)**

The Area Deprivation Index (ADI) is based on a measure created by the Health Resources & Services Administration (HRSA) over three decades ago, and has since been refined, adapted, and validated to the Census Block Group neighborhood level by Amy Kind, MD, PhD and her research team at the University of Wisconsin-Madison. It allows for rankings of neighborhoods by socioeconomic disadvantage in a region of interest (e.g. at the state or national level). It includes factors for the theoretical domains of income, education, employment, and housing quality. It can be used to inform health delivery and policy, especially for the most disadvantaged neighborhood groups.

https://www.neighborhoodatlas.medicine.wisc.edu/

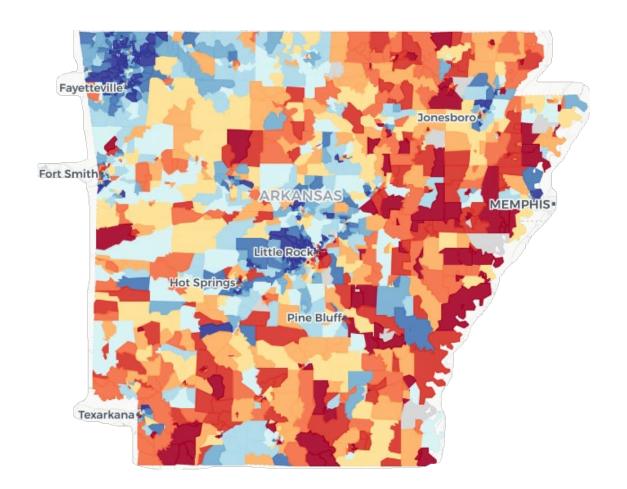
#### What do the ADI values mean?

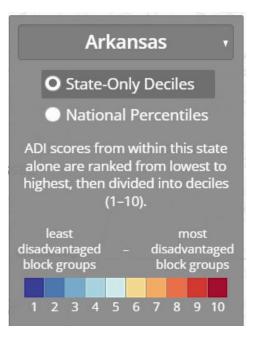
The ADIs on this website are provided in national percentile rankings at the block group level from 1 to 100. The percentiles are constructed by ranking the ADI from low to high for the nation and grouping the block groups/neighborhoods into bins corresponding to each 1% range of the ADI. Group 1 is the lowest ADI and group 100 is the highest ADI. A block group with a ranking of 1 indicates the lowest level of "disadvantage" within the nation and an ADI with a ranking of 100 indicates the highest level of "disadvantage".

Similarly, ADIs are also available in deciles from 1 to 10 for each individual state. The state deciles are constructed by ranking the ADI from low to high for each state alone without consideration of national ADIs. Again, group 1 is the lowest ADI (least disadvantaged) and 10 is the highest ADI (most disadvantaged).

## Area Deprivation Index (ADI)

### **Map of Area Deprivation Index**





## Members and Claims by ADI Active and Non-Medicare Retiree

### **Further Data Analysis of ADI showed:**

- Most diabetics, 58%, reside in moderately disadvantaged areas. However, the most disadvantaged areas have the highest diabetes prevalence for the Plan at 10.4%
- Obesity prevalence is also the highest in the most disadvantaged areas, at 21.7%
- The breakdown of key utilization metrics showed that high-cost treatment settings, e.g. hospital inpatient and emergency room, is the highest for the most disadvantaged members (ADI 8-10).
- On the other hand, low-cost treatment settings, e.g. urgent care and telehealth, are the lowest for most disadvantaged members.
- Preventive visits were also the lowest for the most disadvantaged group.

# Nutrition and Lifestyle Management

## Medical Nutrition Therapy (MNT)

#### Cost Effectiveness and Reduction in Risk Factors

Medical Nutrition Therapy (MNT) proves to be cost effective by providing alternatives to more costly therapies. Studies show only one in ten adults meet the recommendations of the U.S. Dietary Guidelines for Americans (DGA) for fruits and vegetables while fewer than 10 percent met the guidelines for whole grains.



Reduces risk of chronic diseases, delays disease progression, and enhances efficacy of medical/surgical treatment

Reduces medication use and improves patient outcomes including quality of life

Continuous usage of MNT services positively impacts weight, blood pressure, blood lipids, and blood sugar control, which are some of the leading risk factors for cardiovascular disease and stroke

American Heart Association conducted a systematic review on the costeffectiveness and economic savings of MNT in dyslipidemia reported improved quality-adjusted life years (+0.75 to +0.78) and reduced medication use for a cost saving of an additional \$818 per patient per year

Reduction in hospital readmissions

https://diabetesjournals.org/care/article/42/5/731/40480/Nutrition-Therapy-for-Adults-With-Diabetes-or

https://pubmed.ncbi.nlm.nih.gov/30055973/

https://pubmed.ncbi.nlm.nih.gov/37165278/

## Medical Nutrition Therapy

### Active and Non-Medicare Retiree

Area Deprivation Index (ADI) Levels <sup>1</sup>			Utilizers		% of Diabetics		Average Age					
Categories	Least Disadvantaged (1-3)	Moderately Disadvantaged (4-7)	Most Disadvantaged (8-10)	80	111	22	3.0%	2.1%	1.8%	50	52	53
Utilizers	140	201	36	4.0	4.7	0.40	4.2	4.7	0.40			0.40
Average Age	51	52	54	1-3	4-7	8-10	1-3	4-7	8-10	1-3	4-7	8-10
% of Diabetics	5.3%	3.8%	3.0%	Co	ost per V	/isit		Member paid per Visit		Visits per 1,000 / Visits per Utilizer		
Cost per Visit	\$126	\$145	\$119		\$151		(%	6 Cost S	hare)	1.7	1.9	
Member Paid per Visit	\$10	\$21	\$25	\$111	Ψίστ	\$136		\$23	\$29	_		1.4
% Cost Share	7.8%	14.3%	21.4%				\$8			86	66	43
Visits per Utilizer	1.6	1.7	1.4	1-3	4-7	8-10	1-3	4-7	8-10	1-3		

- In CY 2022, 4.1% of diabetics had at least one medical nutrition therapy visits. The cost per visit was about \$136, of which \$17, or 13%, was paid by the member.
- Diabetics in the most disadvantaged areas are the least utilizer of medical nutrition therapy services.



<sup>&</sup>lt;sup>1</sup> Refer to page 5 and 6 on Area Deprivation Index (ADI)

# Obesity

# Obesity

### Active and Non-Medicare Retiree

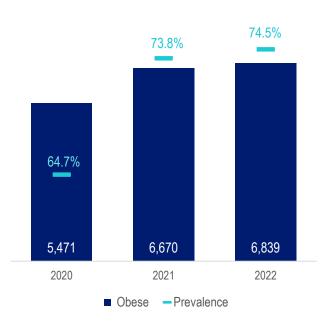
#### **Obese Diabetics**

Calendar Year	Members			Medical & Rx PMPM	Relative Cost <sup>2</sup>	Medical Cost	Rx Cost	Rx Cost (AOM <sup>3</sup> Only)
2020	5,471	64.7%	6.7%	\$989	2.5x	\$44,296,876	\$20,081,374	\$0
2021	6,670	73.8%	5.2%	\$950	2.2x	\$48,216,820	\$27,001,206	\$0
2022	6,839	74.5%	4.6%	\$990	2.4x	\$44,606,394	\$35,843,590	\$0

#### CY 2021: Obese Diabetics

Obesity Class <sup>4</sup>	Members	% of Total	Medical & Rx PMPM	Relative Cost <sup>5</sup>
Class 1	2,174	31.8%	\$976	1.0x
Class 2	1,966	28.7%	\$935	0.9x
Class 3	2,527	36.9%	\$940	0.9x
Unknown	3	0.0%	\$220	0.2x
Total	6,670		\$950	

#### Historical Obesity Prevalence



- In CY 2022, 74.5% of diabetics were also classified as obese. 4.6% of obese diabetics had at least one medical nutrition therapy during the same time period.
- The prevalence of obesity within the diabetic population has increased over the past 3 year.
- The bottom table breaks down the CY 2021 diabetics by class. While class 3, the morbidly obese class, had the highest percentage of obese diabetics (about 37%), the cost comparison on a PMPM basis was almost identical for all classes.

<sup>&</sup>lt;sup>1</sup> MNT means medical nutrition therapy.

<sup>&</sup>lt;sup>2</sup> Relative cost compares the PMPM of obese diabetic to the PMPM of the overall population.

<sup>&</sup>lt;sup>3</sup> AOM: anti-obesity medication

<sup>&</sup>lt;sup>4</sup> Class 1: BMI 30-34, Class 2: BMI 35-39, Class 3: BMI 40+.

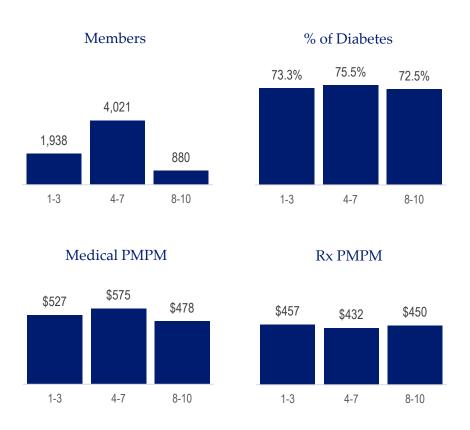
<sup>&</sup>lt;sup>5</sup> Relative cost compares the PMPM of specified class to the PMPM of obese diabetics in CY 2022.

## Obesity

### Active and Non-Medicare Retiree

CY 2022: Area Deprivation	Index	(ADI)	Level <sup>1</sup>
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Categories	Least Disadvantaged (1-3)	Moderately Disadvantaged (4-7)	Most Disadvantaged (8-10)
Membership			
Members	1,938	4,021	880
% of Total	28%	59%	13%
% of Diabetics	73.3%	75.5%	72.5%
Claim Experience	e		
Medical PMPM	\$527	\$575	\$478
Rx PMPM	\$457	\$432	\$450
Total PMPM	\$985	\$1,007	\$928

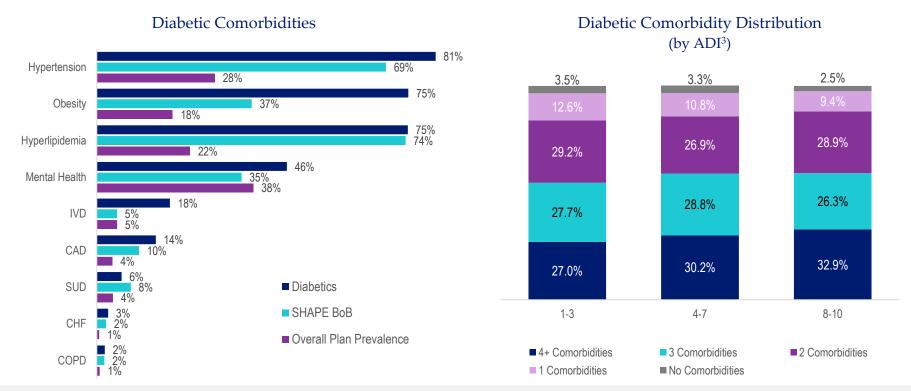


- Most obese diabetics, 59%, reside in moderately disadvantaged areas, they also have the highest obesity prevalence for the Plan diabetics at 75.5%.
- Medical and Rx cost, on a PMPM basis, are comparable between ADI groups.

## Comorbidities

### Comorbidities

#### Active and Non-Medicare Retiree



- The top left chart reflects the prevalence of comorbid conditions of diabetics<sup>1</sup>, compared to the SHAPE<sup>2</sup> BoB and overall Plan prevalence.
- At 81%, hypertension was the top diabetes comorbid condition, followed by hyperlipidemia at 75%. Obesity was the third highest
  comorbid condition at 74%. Note: SHAPE BoB comorbid prevalence of obesity is significantly lower due to lack of proper coding of BMI
  diagnosis.
- The top right chart illustrates the distribution of comorbidity by ADI. 27% of diabetics had 4 or more comorbidities in the 1-3 ADI band, compared to about 33% in the 8-10 ADI Band.

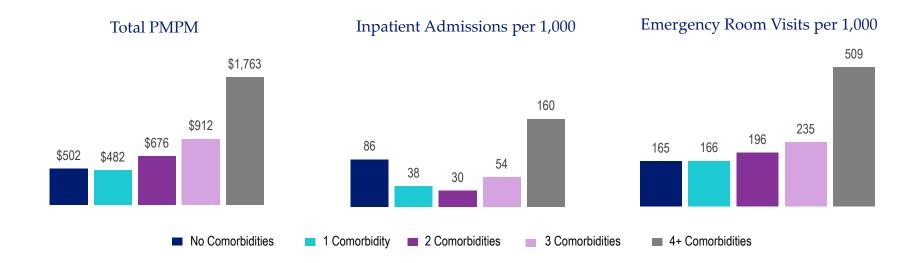
<sup>1.</sup> Type I diabetics are excluded from this analysis. Reflects CY 2022 claims experience.

<sup>2.</sup> SHAPE is Segal's internal data warehouse. Benchmarks are based on calendar year 2021 claims experience for 2.3M lives.

<sup>3.</sup> Area Deprivation Index (ADI). Refer to pages 5-6 for more details.

## Cost and Utilization by Comorbidities<sup>1</sup>

#### Active and Non-Medicare Retiree



- The above charts breakdown total PMPM, inpatient admissions, and emergency room ("ER") visits by the number of comorbidities.
- Diabetics with 4 or more comorbidities have the highest PMPM, mainly driven by higher inpatient and ER utilization.
- The middle chart shows that diabetics with no comorbidity have the second highest rate of inpatient admissions, however they seem to be of lower severity since the overall PMPM for that cohort is still the lowest of all other cohorts.
- The next page looks at specific comorbidities of diabetics and compares cost, utilization, and compliance rates.



## Mental Health

## Mental Health

### Active and Non-Medicare Retiree

CY 2022			Мес	dical	Phar	macy	То	tal
Diabetic <sup>1</sup> Cohort	% of All Diabetics	% of All Non-Diabetics	PMPM Cost	Relative Cost <sup>2</sup>	PMPM Cost	Relative Cost <sup>2</sup>	PMPM Cost	Relative Cost <sup>2</sup>
No mental health condition	53.2%	61.5%	\$544	0.9	\$381	0.9	\$925	0.9
Any mental health condition	46.8%	38.5%	\$710	1.1	\$466	1.1	\$1,176	1.1
Sleep	24.3%	8.6%	\$878	1.4	\$577	1.4	\$1,454	1.4
Anxiety	12.4%	14.1%	\$741	1.2	\$396	0.9	\$1,137	1.1
Depression	10.4%	8.7%	\$730	1.2	\$477	1.1	\$1,207	1.2
Psychotic disorders	0.3%	0.2%	\$2,265	3.6	\$661	1.6	\$2,926	2.8
Any substance use disorder <sup>3</sup>	0.6%	0.5%	\$893	1.4	\$632	1.5	\$1,525	1.5
Alcohol use disorder	0.3%	0.3%	\$623	1.0	\$355	8.0	\$978	0.9
Opioid use disorder	0.3%	0.2%	\$1,133	1.8	\$879	2.1	\$2,012	1.9

- In CY 2022, 53.2% of diabetics had no mental health condition, while 46.8% had at last one mental health condition. This compared to 61.5% and 38.5% for the non-diabetic members, respectively.
- Sleep disorder is the most prevalent mental health condition for diabetics, followed by anxiety. Diabetics with sleep disorders are 1.4 times costlier, on a PMPM basis, than the average PMPM of all diabetics.

<sup>&</sup>lt;sup>1</sup> Type I diabetics are excluded from this analysis. Reflects CY 2022 claims experience

<sup>&</sup>lt;sup>2</sup> Relative cost compares the PMPM of specified cohort to the PMPM of all diabetics in CY 2022

<sup>&</sup>lt;sup>3</sup> Excludes members with tobacco use disorders

## Mental Health and Pre-Diabetes

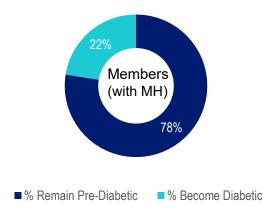
### Active and Non-Medicare Retiree

CY 2022	Neither Pre-Diabetics, Nor Diabetics	Pre-Diabetics	Diabetics <sup>1</sup>
Members	112,109	3,753	9,177
% of Members	90%	3%	7%
Medical Allowed PMPM	\$283	\$494	\$622
Rx Allowed PMPM	\$94	\$176	\$421
Total PMPM	\$378	\$670	\$1,043
Relative Cost <sup>2</sup>	0.8	1.5	2.3
Inpatient Admissions Per 1,000	53	59	78
ER Visits Per 1,000	207	316	297

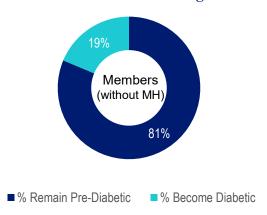
#### **Observations**

- 3% of Plan participants were identified as pre-diabetics. The top right chart shows that 22% of pre-diabetics with mental health ("MH") as a comorbidity become diabetics. On the other hand, 19% of pre-diabetics become diabetics with the absence of MH comorbidity.
- Pre-diabetics, on a PMPM basis, are 1.5 times costlier when compared to the PMPM of all Plan participants; diabetics are 2.3 times costlier.

#### Historical Pre-Diabetes Progression



#### Historical Pre-Diabetes Progression



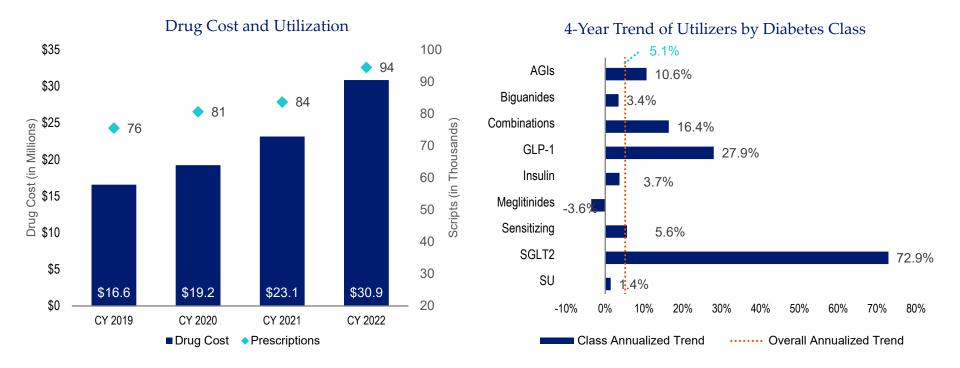
<sup>&</sup>lt;sup>1</sup> Type I diabetics are excluded from this analysis. Reflects CY 2022 claims experience

 $<sup>^{\</sup>rm 2}$  Relative cost compares the PMPM of specified cohort to the Plan PMPM in CY 2022

## Diabetes Medications

## **Diabetes Medications**

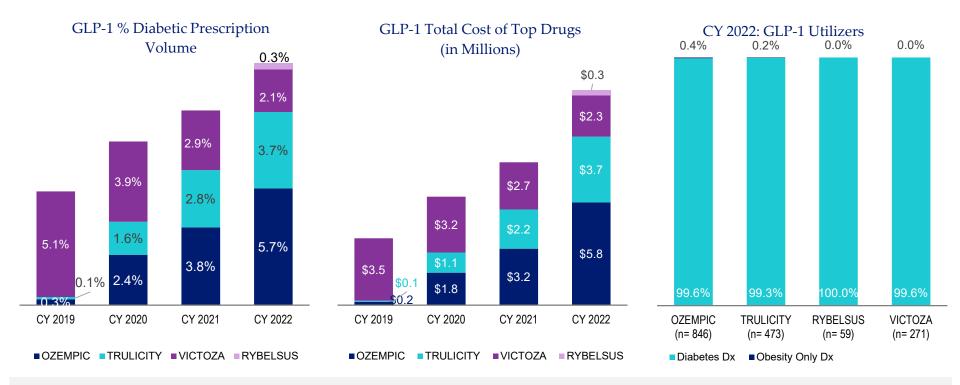
### Actives and Non-Medicare Retirees



- Diabetic medication spend, on a PMPM basis, has increased at an annual rate of 21.5% from CY 2019 to CY 2022, while dispensed medications, on a per 1,000 basis, increased at a rate of 6.4% during the same period.
  - The rate of increase in pharmacy total spend, scripts per 1,000, and pharmacy PMPM for diabetic medications have all increased yearover-year during this time
- Biguanides (metformin), traditionally considered first-line therapy, have increased at a rate of 3.4% over the 4-year period, below the overall rate of 5.1%, while SGLT2 and GLP-1 products have increased at an annual rate of 72.9% and 27.9% respectively. Refer to appendix for definitions of the diabetes classes.

## Diabetes Medications (GLP-1)

### Actives and Non-Medicare Retirees



- Ozempic, Trulicity, Victoza, and Rybelsus comprise the list of drugs dispensed within the GLP-1 class (additional medications in the class were added to the formulary effective 10/1/2023).
- Ozempic has seen the highest change in dispensed volume share, increasing from 0.3% of all diabetic medications dispensed 4 years ago to 5.7% in CY 2022.
- The top right chart outlines historical medical diagnoses of current period utilizers for these medications as with SGLT2s, there is little concern of off-label utilization
  - 843 (or 99.6%) of the 846 Ozempic utilizers in the CY 2022 had a history of diabetes. Only 3 utilizers had a history of obesity in absence of a of diabetes diagnosis.

## State of AR Current Vendors

## Blue Cross Program Components

Identification and Stratification	Program utilizes AI driven cohorts to predict members who are in the top 10% emerging high cost and complex chronic conditions  For complex chronic condition management, cohort identification consists of members who are in the top 20% driven by cost, members with > 4 high-cost claims, polypharmacy >6 prescriptions filled monthly, and the use of more than one pharmacy.
Outreach	the use of more than one pharmacy  Outreach methods through phone, digital (ArkBlueConnect) APP and in written form (email and regular mail)
Gaps in Care	Identify and close gaps including preventive care gaps such as mammogram and colonoscopy gaps Gaps manages thirty conditions and focuses on the six chronic conditions of congestive heart failure, chronic obstructive pulmonary disease, coronary artery disease, asthma, diabetes, and renal Address medication adherence and perform medication reconciliations Contact with members is telephonic, digital, and written (email and regular mail)
Education	Self-education topics include understanding diabetes and diabetes treatment, healthy eating, medication adherence, checking their blood sugars, risk reduction for other health problems, and coping with stress, depression, and other concerns
Goals	Diabetic self-management to lower A1C levels, prevent or reduce complications of diabetes, improve quality of life, and lower medical expenses
Team	Multidisciplinary team of Registered Nurses, a Certified Diabetic Educator, a Registered Dietician, Licensed Clinical Social Workers, Behavioral Health case managers, Medical Directors, Pharmacy Benefit Managers, and internal pharmacists.
Partnerships	Onduo Virta Health Strive Health

## Navitus Program Components

### Pharma Coadherence Program

- Identifies and measures outcomes for nonadherent members with diabetes
- Targets members with a Proportion of Days Covered (PDC) for diabetes medical (excludes insulin) of less than 0.80
- Mails intervention letters to members and their prescribers

# Concurrent Drug UR

- Point of sale alerts based on clinical severity
- Checks members prescriptions against active and historical medications for potential conflicts
- Diabetes-focused drugdrug interactions
  - Combinations with increased risk of low or high blood sugar
  - Combinations with increased or decreased adverse effects
- Interactions that cause liver, heart or kidney damage
- Therapeutic duplication of diabetes medication
  - Identify claims for medications in the same drug class
  - Duplication of diabetes medication can increase risk of low blood sugar and adverse effects

## Retrospective Drug UR

Duplicate Therapy Intervention

- Identifies members using multiple drugs in the same therapeutic class consistently during the last four months
- Duplicate therapy has the potential for additive toxicity or adverse effects, and may cause therapeutic redundancy without increased benefit to the patient
- Simplifying the member's drug regimen to one drug may save the member money and lead to better adherence
- GLP-1 receptor antagonists and DPP-4 inhibitors
  - Drug classes used to treat Type 2 diabetes
- Both works the same way in the body

### Reporting

- Identifies members with newly prescribed diabetes medication and who are filling a diabetes medication for the first time
- Enables clinical staff to perform outreach and case management for identified members

### **Partnerships**

Virta Health

# Recommendations and Next Steps

## Obesity Causes and Risks

Causes/Triggers of Severe Obesity

Psychological

Social

**Emotional** 

Metabolic (Syndrome)

Genetics (New information, and we keep learning more)

**High Risks of:** 

Hypertension Infertility

Diabetes Varicose veins

Infertility Gout

Joint stress Deep vein thrombosis

Sleep apnea (DVT)

Gallstones Degenerative arthritis/

osteoarthritis

Coronary Artery Disease (CAD)

## Inventory of Options

### Wellness programs

- Diet/Nutrition/healthy eating
- Exercise/physical activity/fitness
- Behavior change (through counseling/support groups)
- Lifestyle coaching programs
- Lifestyle electronic devices to monitor health
- Alternative medicine/therapies

### Disease management programs

- Self-care coaching for obesity
- Pre-diabetic and diabetesDM programs
- Digital therapeutics

**Step therapy approach to combat Obesity** 

**Prescription weight-loss meds** 

Vagal Nerve Blockade - Avoid

**Bariatric surgery coverage** 

## Multi-faceted Management of Diabetes

#### DECISION CYCLE FOR PATIENT-CENTERED GLYCEMIC MANAGEMENT IN TYPE 2 DIABETES

#### **REVIEW AND AGREE ON MANAGEMENT PLAN**

- · Review management plan
- Mutual agreement on changes
- Ensure agreed modification of therapy is implemented in a timely fashion to avoid clinical inertia
- Decision cycle undertaken regularly (at least once/twice a year)

#### **ASSESS KEY PATIENT CHARACTERISTICS**

- Current lifestyle
- Comorbidities, i.e., ASCVD, CKD, HF
- Clinical characteristics, i.e., age, HbA<sub>1c</sub>, weight
- Issues such as motivation and depression
- Cultural and socioeconomic context

### ONGOING MONITORING AND SUPPORT INCLUDING

- Emotional well-being
- Check tolerability of medication
- Monitor glycemic status
- Biofeedback including BGM, weight, step count HbA<sub>1e</sub>, blood pressure, lipids

#### GOALS OF CARE

- Prevent complications
- · Optimize quality of life

### CONSIDER SPECIFIC FACTORS THAT IMPACT CHOICE OF TREATMENT

- Individualized HbA<sub>1c</sub> target
- Impact on weight and hypoglycemia
- Side effect profile of medication
- Complexity of regimen, i.e., frequency, mode of administration
- Choose regimen to optimize adherence and persistence
- · Access, cost, and availability of medication

#### **IMPLEMENT MANAGEMENT PLAN**

 Patients not meeting goals generally should be seen at least every 3 months as long as progress is being made; more frequent contact initially is often desirable for DSMES

 ${\sf ASCVD} = {\sf Atherosclerotic\,Cardiovascular\,Disease}$ 

CKD = Chronic Kidney Disease HF = Heart Failure

DSMES = Diabetes Self-Management Education and Support

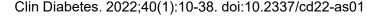
BGM = Blood Glucose Monitorina

#### SHARED DECISION-MAKING TO CREATE A MANAGEMENT PLAN

- Involves an educated and informed patient (and their family/caregiver)
- Seeks patient preferences
- Effective consultation includes motivational interviewing, goal setting, and shared decision-making
- Empowers the patient
- Ensures access to DSMES

#### AGREE ON MANAGEMENT PLAN

- Specify SMART goals:
  - Specific
  - Measurable
  - Achievable
  - Realistic
  - Time limited



## Top Point Solutions in Diabetes and Weight Loss

#### **Diabetes Prevention Program Options**

**Virta** 

Livongo (also Hypertension)

<u>Omada</u>

<u>Lark</u> (also Hypertension and Behavioral)

Solera (also Behavioral)

### **Diabetes Options**

**Virta** 

Livongo

Omada

TrestleTree

Onduo

<u>Vida</u>

#### **Weight Loss Options**

Wondr Health (formerly Naturally Slim)

(Behavioral/Eating Skills)

**Burnalong** (Fitness/Physical Activity)

<u>TrestleTree</u> (Health Coaching Focus, AR based)

Habitnu (Community/Weight Coach)

Noom (Diet & Chronic Cond. Coaching)

**Burner** (Community/Point for Activities)

Wellable (Challenges/Healthy Activities)

Vida (Mental/Condition/Lifestyle Health)

**Strive** (Community/Fitness/Activities)

<u>WW</u> (formerly WeightWatchers) (Diet/Coaching)

This is not a complete list.

There are many more point solutions in Diabetes and Weight Loss.

## More on Point Solutions

- All of them are actively engaged in managing the GLP-1 class of drugs and include a variety of interventions, such as: 1:1 health coaching, physician lead management, educational resources, nutrition counseling, behavioral counseling, connected devices (weight scale, glucometer, etc.), 24x7 monitoring and support
- All Point Solutions charge as PPPM: Per Participant Per Month, so the State only pays for those engaged.
- All have provided Performance Guarantees (PGs)
- Vendor reported ROI approx. 2: 1
- Some vendor reported outcomes:

Diabetes	69% of at-risk individuals reduced their HbA1c from 8.8% to 7.2%
<b>Blood Pressure</b>	74% of at-risk participants lowered blood pressure from an average of 149/92 mmHg to 128/78 mmHg
Cholesterol	78% of at-risk participants reduced cholesterol from an average of 272 mg/dl to 210 mg/dl
Tobacco	53% 6-month quit rate and 41% 12-month quit rate using the Intent-to-Treat methodology, with an average weight loss of 0.9 lbs. per participant
Weight*	58% of participants with a BMI ≥ 30 lost an average of 13.4 pounds

**→** Segal

## Next Steps

- 1. Segal recommends the Plan implement a diabetic program that includes:
  - Mental health and other comorbidity monitoring and treatment integrated within the diabetic treatment module
  - Claims integration to facilitate identification of high-risk individuals for proactive outreach
  - Control over GLP-1 drug costs
  - Performance guarantees that address proactive outreach process measures in addition to outcomes measures for mental health and other comorbidities
- Conduct a competitive bid (Request for Proposal)
- 3. Compare vendor fees; consider whether the vendor offers credits or allowances to offset its cost. Negotiate competitive vendor contracts that include performance guarantees.
- 4. Compliance considerations: MHPAEA, HSA/HDHPs, wellness rules, ERISA, etc.
- 5. Manage rollout and member engagement communications, which are important because the learning curve can be steep as participants adjust to the new user experience.
- 6. Measure the actuarial-driven ROI periodically.



## Appendix

#### Abbreviations for Diabetic Classes

<b>Medication Class</b>	Abbreviation	Typical Medication Use Case	Examples
Alpha-Glucosidase Inhibitors	AGIs	Inhibit the absorption of carbohydrates from the small intestine	Acarbose (Precose), Miglitol (Glyset)
Antidiabetic - Amylin Analogs	Amylin	Injected medicine for people with type 1 and type 2 diabetes that helps control blood sugar levels after eating	Pramlintide (Symlin)
Antidiabetic Combinations	Combinations	Medicines with two or more classes of antidiabetic agents (with different mechanisms of action) in one pill or dose	Sitagliptin/Metformin (Janumet), Insulin glargine/Lixisenatide (Soliqua)
Biguanides	Biguanides	Oral diabetes medication that helps lower blood sugar levels for people with Type 2 diabetes	Metformin
Diabetic Other	Other	Other diabetic medication such as glucose tablets.	Glucose tablets
Diabetic Supplies	Supplies	Supplies such as needles and test strips.	Needles, lancets
Dipeptidyl Peptidase-4 (DPP-4) Inhibitors	DPP-4	Used with diet and exercise to control high blood sugar in adults with type 2 diabetes	Linagliptin (Tradjenta), Sitagliptin (Januvia)
Dopamine Receptor Agonists - Antidiabetic	Dopamine	Used with diet and exercise to improve glycemic control in adults with type 2 diabetes	Bromocriptine (Cycloset)
Incretin Mimetic Agents (GLP-1 Receptor Agonists)	GLP-1	Used to treat type 2 diabetes mellitus and, in some cases, obesity	Dulaglutide (Trulicity), Semaglutide (Ozempic)
Insulin Sensitizing Agents	Sensitizing	Work to lower blood sugar by increasing the muscle, fat and liver's sensitivity to insulin	Pioglitazone (Actos)
Insulin	Insulin	Controls blood glucose levels	Inulin aspart (Novolog), Insulin glargine (Lantus)
Meglitinide Analogues	Meglitinides	Increases insulin secretion; in particular, during the early phase of insulin release	Nateglinide (Starlix), Repaglinide (Prandin)
Sodium-Glucose Co-Transporter 2 (SGLT2) Inhibitors	SGLT2	Used to lower blood sugar in adults with type 2 diabetes	Canagliflozin (Invokana), Empagliflozin (Jardiance)
Sulfonylureas	SU	Older class of oral antidiabetic medication that is rarely used nowadays	Glimepiride, Glyburide

#### A word about privacy

- Data presented has been "de-identified", which means it does not contain names or SSNs, etc.
- Specific medical conditions are identified.
- If the plan administrator knows the identity of individuals with a specific condition, that information is considered PHI.
- PHI is subject to the HIPAA Privacy Rule's protections, which means it must be kept confidential and cannot be used for any reason other than health plan administration (e.g., using it for employment purposes, or by other benefit plans, is prohibited).