

Total Lifestyle Management



Goal:

Through targeted telephonic coaching outreach to individuals with trending or current health issues or we address and provide ongoing coaching for chronic and/or newly discovered health risks before they either progress to a more advanced state or mitigate and reverse the trend when they have been uncontrolled.

You design the program you want:

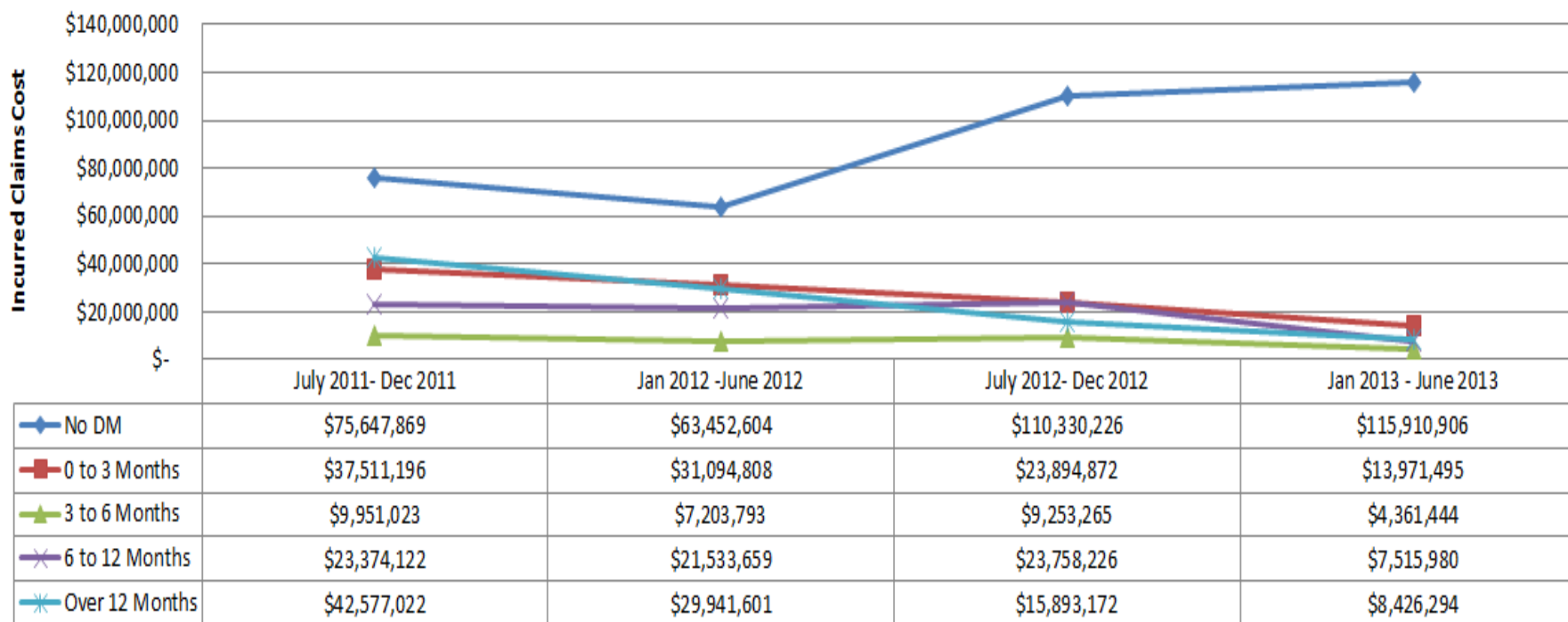
Our flexible pricing allows you design as intensive a program as you desire and targeting the specific disease states you deem significant and essential to control your health care costs.

You design the intensity of your program with incentives or not which will affect the participation levels

Example: Claims Paid Relative To Time In DM Jan 2012 – June 2013 program in force

Claims Cost Relative To Time In DM Program

*Incurred



Success Story



This participant began the Total Lifestyle Counseling program with multiple high risk conditions, *Multiple Sclerosis, Ulcerative colitis, Lumbago*. He had low energy, no exercise, very expensive medications, etc. and no understanding on how he could help his own health status. He now states he is feeling much better and now his physician is working on lowering his medication for his condition (expensive medication) and the decrease so far has made a big difference in the way he feels. He reports he has so much more energy and doesn't feel tired all the time like before. Participant reports he has not had any flare ups in his ulcerative colitis. MS is stabilized for now and he is doing some walking for exercise now! This is a big health change!

He reports his weight is down to 173 from his starting weight with his TLC 224. He has so much more energy and the patient is always so thankful for the follow up and very appreciative for all of the educational materials and coaching sessions so far. This has made a huge change in his condition(s). This participant is meeting and following his doctor treatment plans in addition to changing lifestyle behaviors that he does have control over.

Why Know Your #s



Diabetic Monitoring



Why is Living Connected – Diabetic Monitoring Needed?



75¢ of every \$1.00 spent on healthcare is spent on chronic care
“More than 50% of Americans could have diabetes or pre-diabetes by 2020...if current trends continue”¹

Average annual medical expenditures are 2.3 times higher for diabetic patients²

80% of claims over \$250,000 have diabetes as a co-morbidity or contributing diagnosis³

[1] “The United States of Diabetes: Challenges and Opportunities in the Decade Ahead,” UnitedHealth Group, November 23, 2010

[2] Economic Costs of Diabetes in the U.S. in 2007
<http://care.diabetesjournals.org/content/31/3/596>

[3] COO of a major US based HMO reinsurance company

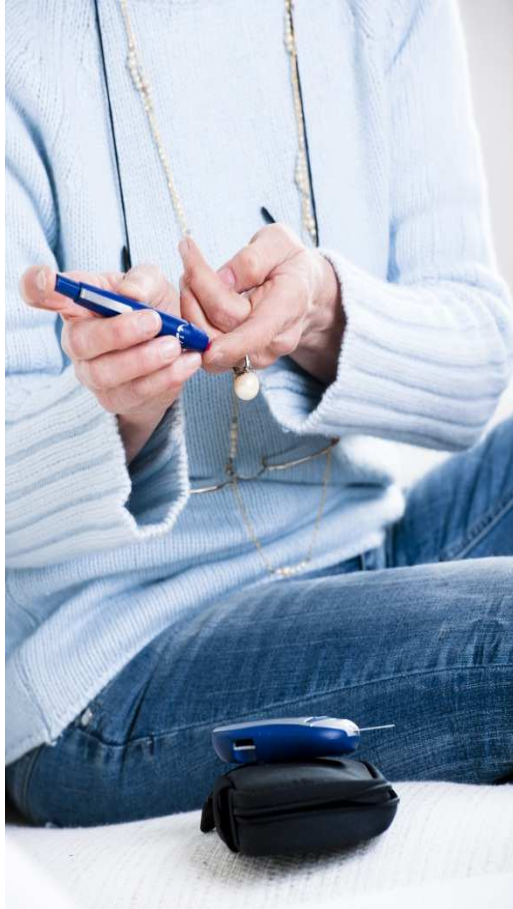
Results Driven Advanced Diabetes Technology

The only FDA Approved Wireless Glucose Device
Features Include:

- ❑ Cellular-enabled, 2-way glucose meter
- ❑ Real-time monitoring and acute interventions
- ❑ Personalized actionable messages
- ❑ Instantly share readings with coach, and family /careg and MD
- ❑ Patient and care team data portals
- ❑ Supports English and Spanish languages
- ❑ Mobile applications



MedWatch Alert Process



Trigger Name

1. Sustained Highs
2. Sustained Lows
3. Pattern Highs
in last
4. Pattern Lows
last
5. Pattern Low-Fasting BG
in last
6. Extreme Low
7. Extreme High

Definition

- 5 consecutive readings of >250 mg/mL
- 3 consecutive readings of <70 mg/mL
- 3 readings >250 mg/mL with same tag*
7 days
- 2 readings <70 mg/mL with same tag* in
7 days
- 2 reading <70 mg/mL before breakfast
7 days
- BG <50 mg/mL
- BG >350 mg/mL

*Tags: Before/After Breakfast, Before/After Lunch, Before/After Dinner, Before/After Snack, Before/After Activity, Night and Other.

Why Total Lifestyle Programs? Example: Diabetes

- ❖ Affects 25.8 million people (7 million unaware) and represents 65% of medical costs
 - Additional 79 million with pre-diabetes with \$116 billion in direct medical cost or 19% of total health care expenditures
- ❖ Untreated and non-compliant diabetes
 - Cardiovascular disease represents 64% of deaths in diabetes
 - Kidney failure: leading cause of end-stage renal with 202,290 diabetics in ESRD
 - Blindness: diabetes is the leading cause of with 15 -24,000/year
 - Amputation: 60% of all amputations: 2,000/year
 - Stroke and Heart Disease: 2 – 4 times more likely with diabetes

Diabetes: Where are the Cost Savings thru Prevention?



- **Glucose Control**: Every percentage drop in A1C reduces the risk of microvascular complications (eye, kidney and nerve disease) by 40%.
- **Blood Pressure Control**: For every 10 mm Hg reduction in systolic BP the risk of any complication related to diabetes is reduced by 12%. Lower BP reduces decline in Kidney function by 30-70%.
- **Blood Lipid control**: Improved HDL, LDL and/or triglycerides can reduce cardiovascular complications by 20 to 50%.
- **Foot Care**: Reduce amputations by 45 to 85%.

LASTNAME

● Today ● 7 Days ● 14 Days ● 30 Days ● 90 Days

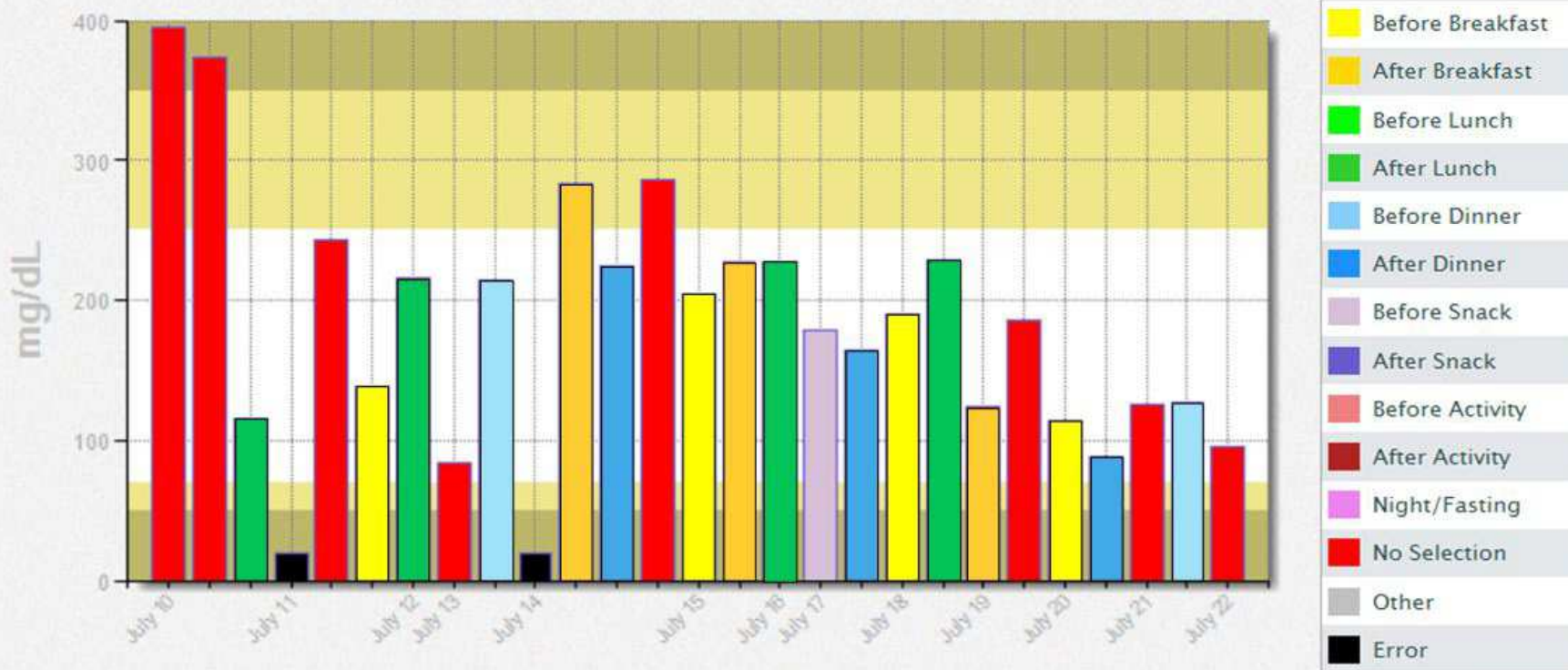
Avg Glucose Level **181.44** Low % **11.11**
 Avg Tests Per Day **2.3** Target % **25.93**
 Lowest BG **19** High % **48.15**
 Highest BG **396** Very High % **14.81**

mg/dL	Date	Period	Result
96	7/22/2014 6:21:21 AM	No Selection	Target
127	7/21/2014 6:14:52 PM	Before Dinner	Target
126	7/21/2014 6:13:13 AM	No Selection	Target
89	7/20/2014 5:34:13 PM	After Dinner	Target
114	7/20/2014 7:07:26 AM	Before Breakfast	Target

Clinically Significant Triggers

Sust Highs **0** Patt Highs **1** Xtrm High **2** Non Adherence **0**
 Sust Lows **0** Patt Lows **1** Xtrm Low **2** Patt Low Fasting **0**

1 2 3 4 5 6



7/22/2014 6:21:21 AM ALBERT, 100% of your| readings have been| Target today.
 7/21/2014 6:14:52 PM ALBERT, last week`s| BG average was |201.86 mg/dL.| This week`s BG average| is 114.0 mg/dL.| That is a 44% change.
 7/21/2014 6:13:13 AM ALBERT, last week`s| BG average was |201.86 mg/dL.| This week`s BG average| is 109.67 mg/dL.| That is a 46% change.

1 2 3 4 5 6 7 8 9

MedWatch Monitoring vs.

SUCCESS!



*A Diabetic Doctor
only sees their patients
an hour a year.*

**What happens when
the other 364 days of
the year?**

Member was first contacted by MedWatch nurses on 8-4-14. At this time, member was extremely non-complaint with his diet, medications, and testing. He would hang up on the nurses during calls for alerts. Eighteen alerts were received during the month of August on this member! He eventually began communicating with nurses. He agreed to make changes in his diet, take his medication as prescribed and to make a follow up appointment with his doctor to address his consistently high readings. His readings were ranging from 352-488 on a daily basis. As of this date, his daily 7 day average is 128 and he is testing on a regular basis! No alerts have been received for this member during the month of September.

MedWatch Population Health Management

- ❖ Founded in 1988, MedWatch is a triple URAC Accredited national care management company working with thousands of entities nationwide providing flexible, high quality and clinically sound Care Management solutions.
- ❖ Our roots stem from an Managing General Underwriter (MGU) providing MedWatch with a strong understanding of risk management and cost containment. Our programs span the healthcare continuum with specialty programs for not only basic chronic diseases but also for chronic rare diseases. Additionally, our Case Management programs have specialist in Oncology, Transplants, Neonatal, Kidney Care, Cardiology, Psych and Substance Abuse, Rehabilitation and General Medicine. We have biometric programs and connected Diabetic Monitoring Programs and much more.
- ❖ A blend of healthcare, business and IT professionals that allows us to utilize our proprietary clinical platform, MedWeb, to deliver high quality, measurable clinical programs
- ❖ Utilize Milliman criteria embedded into our system, updated and reviewed annually
- ❖ Customized programs that meet your needs, true partnerships with TPA's, Captives, Employer Groups, Stop-loss, MGU's, Hospital Systems, and Taft-Hartley Funds.
- ❖ Strong relationships with MGU's and Stop-loss carriers who have rated us as preferred or Elite status.
- ❖ On line / real time client portal available 24/7 to access to view cases and reports (HIPAA COMPLIANT)
- ❖ Medical Director and Physician Panel for all Specialty reviews



A Comprehensive Health Risk Management Company with Products Spanning Across the Healthcare Continuum

