



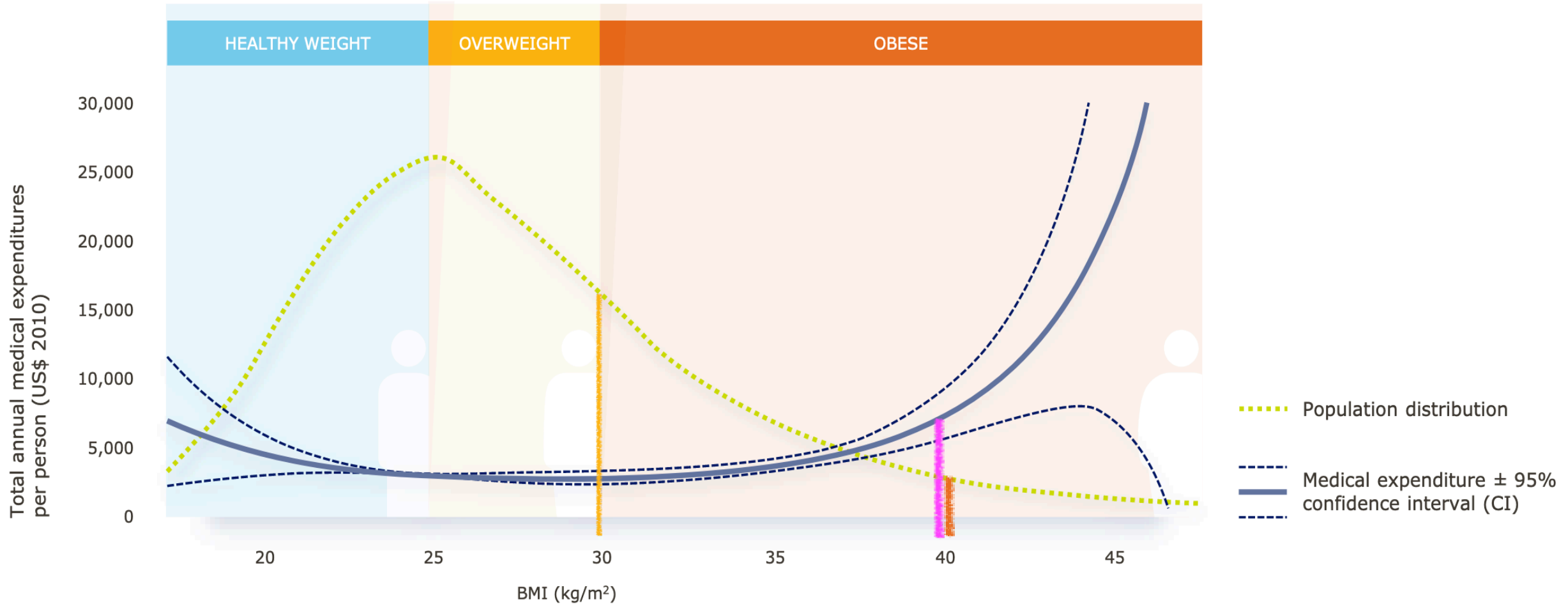
Exploring Weight Loss Drug Treatments & Cost Offset

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Correlation of BMI to Cost



Clients Sponsoring Medical Weight Management

19 County Governments and Municipalities

2023-2024 Healthiest Employers

Triangle Area

City of Rocky Mount - 2nd

Greater Charlotte Area

City of Salisbury - 2nd

Gaston County - 5th

Healthiest 100 U.S. Workplaces

City of Gastonia - 61st

Cleveland County - 64th

Rowan County - 82nd



HMP_{Rx} Medical Weight Management Program Structure



Pharmacist Visits Empowerment

- 6 visits, live or virtual.
- Review weekly surveys for priority interventions between quarterly visits.
- Depression screening (baseline 12 months).



Virtual Group Behavioral Change

- 8 virtual sessions.
- Health coaches presents.
- Focused education topics.
- Sessions format:
 - Months 1-6, 8, & 10



Weekly Check-Ins Accountability

- 45 surveys delivered via email or text.
- Individualized support.
- Screens for behavioral health, medication adherence, side effects, & weekly challenges.



Scale Monitoring Accountability

- Weekly Weigh-ins.
- Monitoring for reporting and interventions.
- App with Bluetooth technology.

Medical Weight Management Timeline

Month	1	2	3	4	5	6	7	8	9	10	11	12
PCM	✓	✓	✓			✓			✓			✓
Group	✓	✓	✓	✓	✓	✓		✓		✓		

Year 1	Year 2
Program Introductions	Weight-Loss Plateaus
Habit Loop	Non-Scale Victories
Healthy Eating 101	Seasonal Affective Disorder/Self-Care
Physical Activity 101	Sleep & Weight-Management
Challenges to your healthy Routine	Seasonal Nutrition
Essential Guide to Sugar	Reflection & Next Steps
Eliminating Critical Self-Talk	
Maintenance & Strategies	



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Medical Weight Management Clinical Outcomes: Summer 2023

Customers	Parts.	Avg Baseline	Avg. Current	Decrease (%)
Weight	135	277.9	253.9	-8.7%
Hemoglobin A1c	81	5.6	5.4	

Medical Claims Financial Trending PMPY

	Patient Count	Medical August 2022 - July 2023	Medical August 2023 - July 2024	Trending Differential
Control*	260	\$8,612	\$13,220	\$4,608
MWMP	135	\$4,563	\$4,933	\$370
Differential				\$4,238

Criteria

1

ICD-10 Diagnosis of Grade 3 Overweight (Morbid Obesity)

2

No ICD-10 Diagnosis of Diabetes

3

No pharmacy claims fill history of Anti-Obesity Medications in past 6-months

*Cohort was determined from medical pharmacy claims data and the above criteria.

Diabetes Diagnosis Cost Prevention PMPY

	Patient Count	Average Costs
Average Cost of Diabetes	801	\$17,594
Average Cost of Pre-Diabetes with BMI \geq 40	112	\$5,483
Diagnosis of Diabetes Cost Increase		\$12,111

Return on Investment

	Employees	BMI ≥ 40 (12%)	Enrollment (30%)
Projected Enrollment	604	72	22
Program Costs	Enrollment	PPPM Fee	Budget
HealthMapRx Program-MWM	22	\$105	\$27,720
Manufacturer Savings Program	22	\$670	\$176,880
Data Analytics		\$1,000	\$12,000
Total Costs			\$216,600
Cost Savings			Savings
Diabetes Prevention (Pre-Diabetes: 50%)	11	\$12,111	\$133,221
Medical Claims Trending Differential	22	\$4,238	\$93,236
Total Savings			\$226,457
Savings Net of Costs			\$9,857
Program Costs			\$216,600
ROI (savings net of costs ÷ program costs)			4.6



*Each dollar of program expense can be recovered,
plus \$0.46 on the amount invested!*

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