

## Diabetes and Hypertension Solutions



### A comprehensive solution

Our Livongo programs offer a whole-person approach to chronic condition management. Members receive actionable, personalized, clinically based insights that make it easier to manage and improve their health. Our streamlined implementation process allows clients to launch in as little as six weeks, and our best practices in member communications result in high enrollment, engagement and clinical outcomes. We share these results with our clients in comprehensive business reviews.



Proposal for **Livingston County**

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# Diabetes and Hypertension Solutions



Three solutions—each characterized by an anchor condition—offer a better, more effective way to manage multiple health challenges.

### DIABETES MANAGEMENT

- Hypertension
- Dyslipidemia
- Weight Management
- Mental Health

### PREDIABETES MANAGEMENT

- Hypertension
- Dyslipidemia
- Weight Management
- Mental Health

### HYPERTENSION MANAGEMENT

- Dyslipidemia
- Weight Management
- Mental Health

### For members

Personalized, actionable and timely support across multiple conditions

- Lifestyle behavior change tools
- Medication optimization
- Expert health coaching
- Provider coordination
- Cellular-connected devices
- Personalized plans for reaching health goals

### For clients

- A simple, streamlined enterprise experience
- Single implementation for multiple condition needs
- Integrated billing, reporting and outcomes analysis

## Our Clinical Results

DIABETES	HYPERTENSION	WEIGHT MANAGEMENT	DEPRESSION
0.8pt	10mmHg	5.5%	55%
AVERAGE HbA1c REDUCTION	AVERAGE SYSTOLIC BLOOD PRESSURE REDUCTION	YEAR 1 AVERAGE WEIGHT LOSS	PATIENTS WITH MEASURED CLINICAL IMPROVEMENT ON AVERAGE

<sup>1</sup>Multiple Chronic Conditions in the United States. RAND Corporation, 2017.  
<sup>2</sup>Data on file (DS-4266).  
<sup>3</sup>Data from 2019 SI for diabetes, hypertension, and depression. Weight management from data on file (DS-3547).

## Pricing

Diabetes and Hypertension Solutions	Diabetes Management	Hypertension Management	Prediabetes Management
Year 1 PPPM	<b>\$95</b>	<b>\$55</b>	<b>\$73</b>
Year 2+ PPPM			<b>\$54</b>
Device Replacement	<b>\$167</b>	<b>\$97</b>	<b>\$95</b>

## Model methodology overview

The Diabetes and Hypertension Solutions savings model projects a per participant, per month (PPPM) dollar savings amount for each solution. This PPPM savings represents the blended average savings across the entire population enrolled based on expected condition prevalence, rates of program enrollment and observed clinical outcomes.

Please note: ROI estimates provided are based on Livongo studies and benchmark data are not confirmed by BCBSM.

Diabetes and Hypertension Solutions	Recruitables	Projected Enrollment	PPPM Savings	Annual Savings
Diabetes Management	70	23	\$180	\$49,680
Prediabetes Management	335	33	\$76	\$30,096
Hypertension Management	104	20	\$76	\$18,240
Total	<b>509</b>	<b>76</b>		<b>\$98,016</b>
First Year Net Savings				<b>\$29,688</b>
Total Three Year Net Savings				<b>\$104,112</b>

Includes:

- Connected glucometer, weight scale and blood pressure monitor to provide real-time feedback
- Unlimited testing strips and lancets to remove barriers for checking
- Food and activity tracking to understand lifestyle habits
- HealthNudges, which deliver calls to action when members are most receptive
- 24/7 remote monitoring with emergency outreach
- 1:1 live coaching from expert coaches

Livongo and BCBS Michigan provide an easy integration for effortless client set-up.

**IMPLEMENTATION:** All a customer needs to do to get started is sign a LOU with BCBSM, provide basic information and sign off on a member launch plan. Members are identified and verified by BCBSM and engaged by Livongo.

**MEMBER COMMUNICATION:** We deliver a turnkey communication strategy and tactics to activate members and provide ongoing member support.

**CARE MANAGEMENT:** Blue Cross care managers will refer appropriate members to the Livongo program, including all Whole Person options below.

#### LIVONGO FOR DIABETES



Connected blood glucose meter, unlimited testing strips, personalized insights, 24/7 expert support and custom alerts

#### LIVONGO FOR HYPERTENSION



Connected blood pressure monitor, personalized insights, shareable reports and access to expert health coaches

#### LIVONGO FOR WEIGHT MANAGEMENT AND DIABETES PREVENTION



Connected smart scale, automatic weight and steps tracking, food logging, lessons approved by the Centers for Disease Control and Prevention (CDC), and access to expert health coaches

#### LIVONGO FOR MENTAL HEALTH



Evidence-based interactive programs, tracking tools and access to dedicated coaches

**NEXT STEPS:** I look forward to sharing more about Livongo and how we can improve the lives of your members living with diabetes. If you have any questions, please reach out to myself or your representative at Blue Cross Blue Shield and we will be happy to assist.

Kind Regards,  
*Mya Griffith*