



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

Date: 04/17/2023

To learn more, contact:

Mya Griffith

mgriffith@teladochealth.com

C - (602) 527-5551

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

0.8pt

AVERAGE HbA1c REDUCTION

HYPERTENSION 10mmHg

AVERAGE SYSTOLIC BLOOD PRESSURE REDUCTION

WEIGHT MANAGEMENT

5.5%

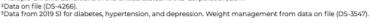
YEAR 1 AVERAGE WEIGHT LOSS

DEPRESSION

55%

PATIENTS WITH MEASURED CLINICAL IMPROVEMENT ON AVERAGE

Multiple Chronic Conditions in the United States, RAND Corporation, 2017.







Pricing

| Diabetes and Hypertension Solutions | Diabetes Management | Hypertension Management | Prediabetes Management | |
|---|------------------------|----------------------------|---------------------------|--|
| Year 1 PPPM | ¢or. | ¢rr. | \$73 | |
| Year 2+ PPPM | \$95 | \$55 | \$54 | |
| Device Replacement | \$167 | \$97 | \$95 | |

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 | 509 | 76 | | \$ 98,016 |
| First Year Net Savings | \$ 29,688 | | | |
| Total Three Year Net Sa | \$ 104,112 | | | |

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



Launching Livongo

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 mangers 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*

