

Getting Diabetes Prevention to Work

or

How I learned to stop worrying

and

love population health

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ASYMPTOTE PARTNERS
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Mid-America
Coalition on
Health Care

Context & Disclaimer:

- 30 YEARS IN TECHNOLOGY, 15 YEARS IN POPULATION HEALTH
- 120 EMPLOYERS, COVERING 13 MILLION AMERICANS INCLUDING:
 - GOVERNMENT (MUNICIPAL, STATE, FEDERAL)
 - PRIVATE CORPORATIONS
 - PUBLIC CORPORATIONS
- 14 HEALTH PLANS, COVERING 75 MILLION AMERICANS INCLUDING
 - COMMERCIAL
 - MEDICARE ADVANTAGE
 - MEDICAID
 - UNIONS/TAFT-HARTLEY GROUPS
- NO DIRECT INVESTMENTS OR CONFLICTS, NO ENDORSEMENTS
- INSIGHT AND LEARNINGS ARE MY OWN



**YOU
ARE
HERE**

The Who & Why
(Diabetes & Pre-D)

The What
(T2 & DPP)

The How
(To get prevention
to work)

The Wow
(Impact)



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Agenda: Operationalizing Diabetes Prevention

1. RECAP OF THE DIABETES BUSINESS MODEL
2. A PREVENTION BUSINESS CASE A CFO COULD LOVE
3. LESSONS LEARNED: 10 DIABETES PREVENTION BEST PRACTICES
4. Q & A

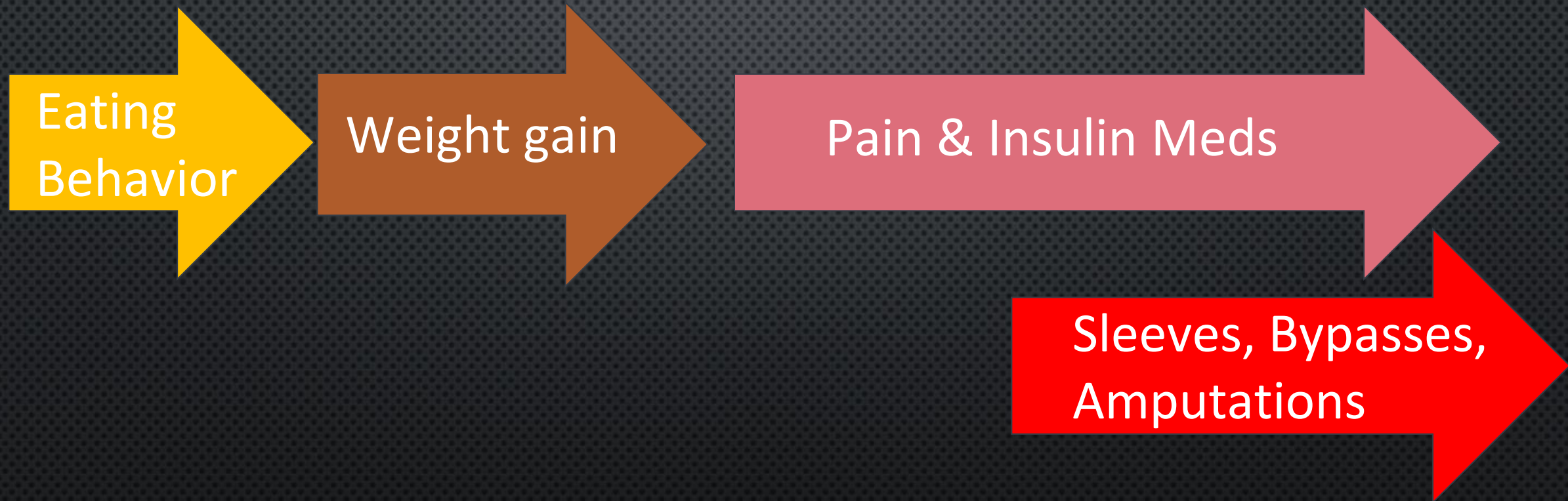


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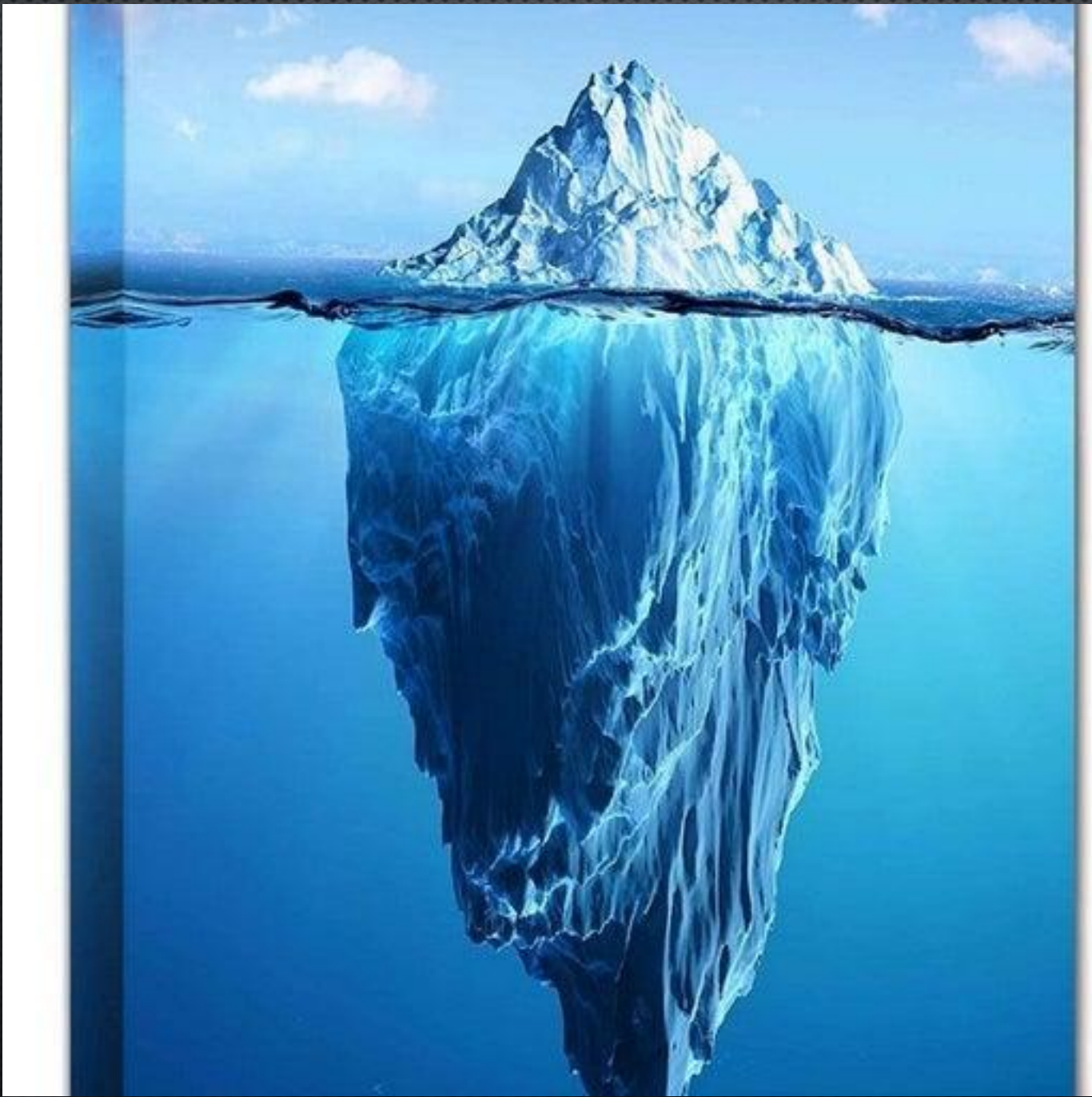
Diabetes Business Model Recap



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Type 2

Pre-Diabetes



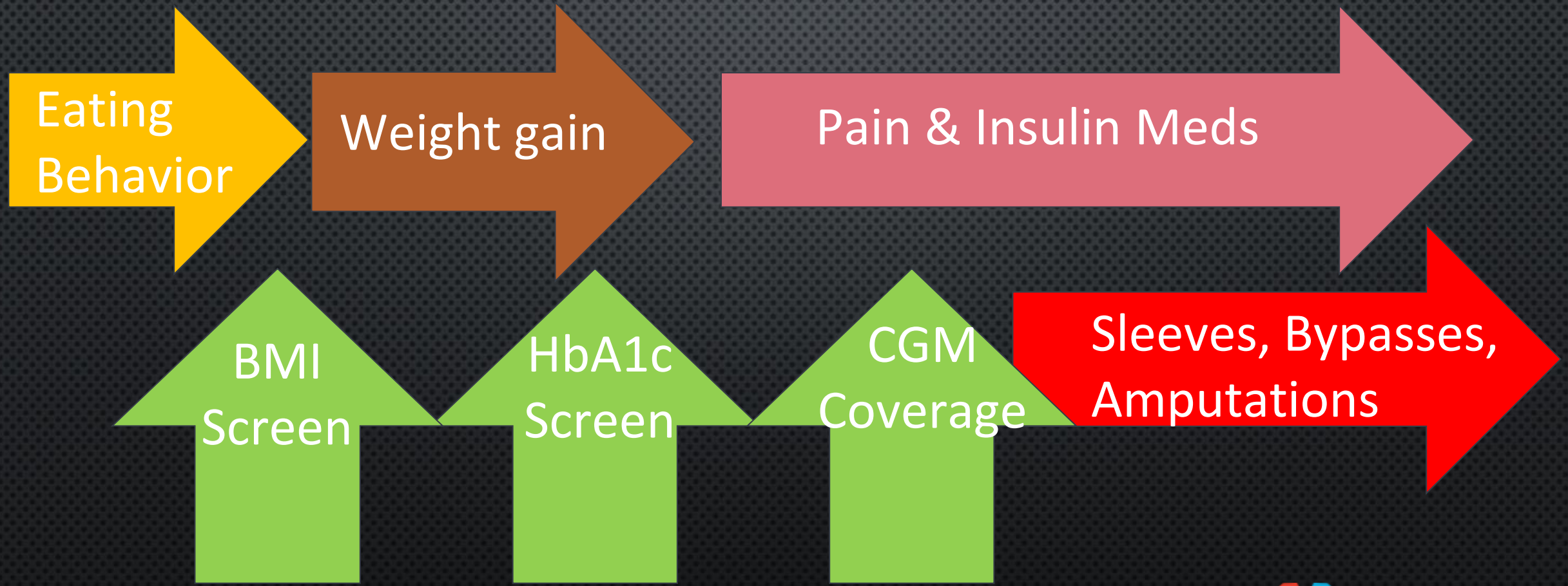
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A Prevention Business Model a CFO Could Love

10:1 → 3 years → Low Risk



A Prevention Business Model a CFO Could Love



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10 Lessons Learned: Diabetes Prevention Best Practices

1

You can't manage what you don't measure



Screen for BMI & HbA1c



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10 Lessons Learned: Diabetes Prevention Best Practices

2

Use the screening information



Trigger benefit designs from screening



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10 Lessons Learned: Diabetes Prevention Best Practices

3

Take the shame and embarrassment out



Make diabetes prevention private, empowering & positive



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10 Lessons Learned: Diabetes Prevention Best Practices

4

Don't bury the lead



“50% chance in 5 years”



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10 Lessons Learned: Diabetes Prevention Best Practices

5

Overleverage Your Benefits Consultant



10:1

**Says the
unsayable**

**Gives
aircover**

**Manages the
vendors**

**Line-judges the
reporting**



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10 Lessons Learned: Diabetes Prevention Best Practices

6

Enable the vendor to be part of the team



Access to Data, other vendors, and Consultant

Claims Data sharing

Coordination with other vendors



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10 Lessons Learned: Diabetes Prevention Best Practices

7

Confront the “Culture of No” in HR/Benefits



No time

No resources

No empowerment

No risk



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10 Lessons Learned: Diabetes Prevention Best Practices

8

Don't let the plan do it*



No time

No resources

Not marketers

Lame reporting



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10 Lessons Learned: Diabetes Prevention Best Practices

9

One Size Fits Few



Pick a Vendor who will stratify the communications

Acuity

Age

Race/Ethnicity



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10 Lessons Learned: Diabetes Prevention Best Practices

10

Make it easy



Cover the CGM as part of benefit design for pre-D



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Recap: Operationalizing Diabetes Prevention

11

Follow the money



The CFO is the Checkwriter

10:1 -- 3 Years -- Low Risk



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Q & A

Thank you!



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