



Harvard Pilgrim
Health Care

CITY *of* **BOSTON**

Virta Pilot Update

Harvard Pilgrim | City of Boston

January 12, 2021



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“Harvard Pilgrim, a humongous thank you for your affiliation with the Virta Program, and for allowing me to be a part of it at no cost. I have been on the Virta Program for a little over 2 months. My success in those 2 months have been amazing! I started the Virta Program on July 7, 2020 as an insulin dependent diabetic. In 17 days, I was insulin free. My glucose continues to spiral downward. What an amazing feeling!! In 2 months, I also lost 27 pounds. I have even been taken off a few meds. **THIS IS AN AMAZING PROGRAM!! My new lifestyle change is what I needed to rescue me from the dangerous direction in which I was headed. THANK YOU HARVARD PILGRIM!!**”

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Virta is the first and only medical treatment clinically proven to reverse type 2 diabetes.

Reversal is possible through nutritional therapy + fully virtual, provider-led medical group.

100% of our fees are at risk.



Scope of HPHC / COB Pilot

Pilot Timing

- HMO launched May 20th and Medicare Enhance launched June 23rd
 - Patients will have access to Virta for 1 Year from enrollment date
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Eligibility Criteria

- All HPHC members at City of Boston with Type 2 Diabetes between the ages of 18-79
-

Success Metrics

- A1c Reduction
 - Rx and Medical Spend
 - Weight Reduction
 - Patient Satisfaction
-

Engagement Overview

Enrolled Patients

166

Total active enrollments

Enrolled for 90 Days

124

**Patients have been enrolled
in treatment for 90 days**

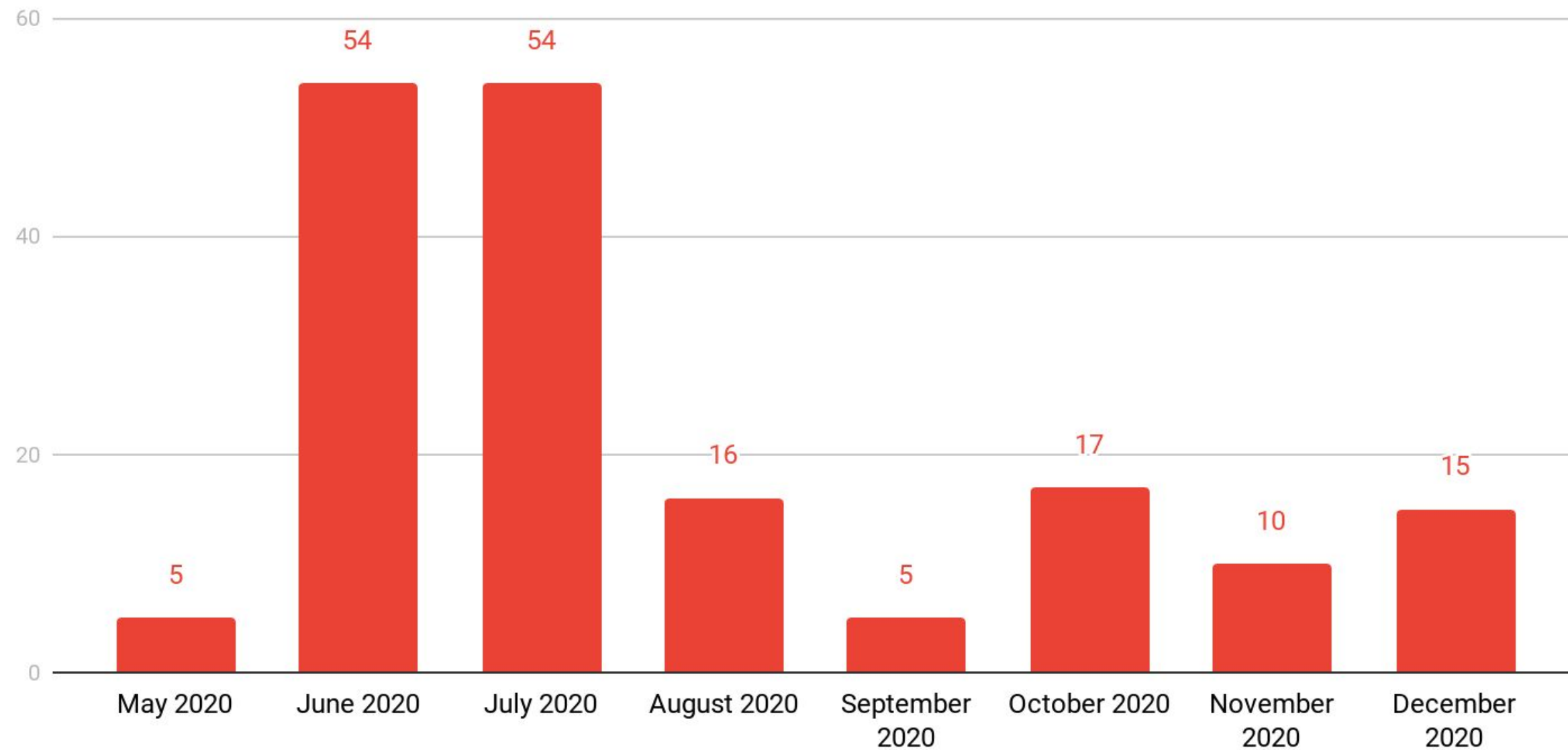
Patient Demographics:

**72% HMO
28% Med Enhance**

**49% Female
51% Male**

**89% Subscribers
11% Dependents**

Patient Enrollment by Month

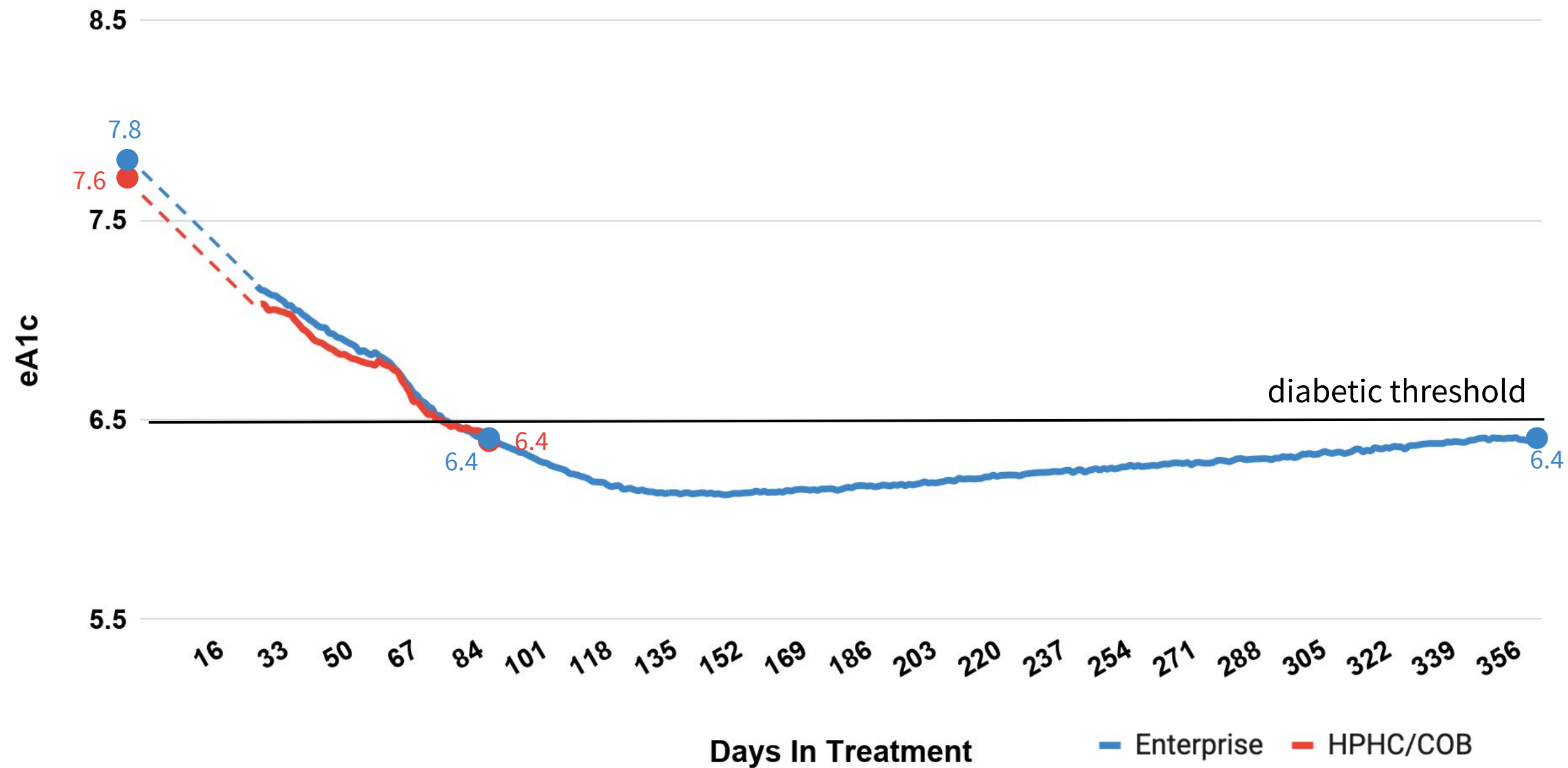


Patient Marketing Approach:

- Introduction email to all members
- Ongoing Virta sent emails to targeted members
- Mailers to targeted members
- Overview of pilot added to HPHC website
- Care managers and members services trained for referrals
- CoB sent email at the end of September

A1c Reduction: HPHC/COB patients reduced average A1c by 1.2 points at day 90

A1c Change from Baseline



■ What does A1c mean?

- Normal: < 5.7
- Prediabetes: 5.7 - 6.4
- Diabetes: 6.5 +

A 1-point reduction in A1c was found to result in a **43% lower rate of diabetes-related complications** in a commercially insured population¹

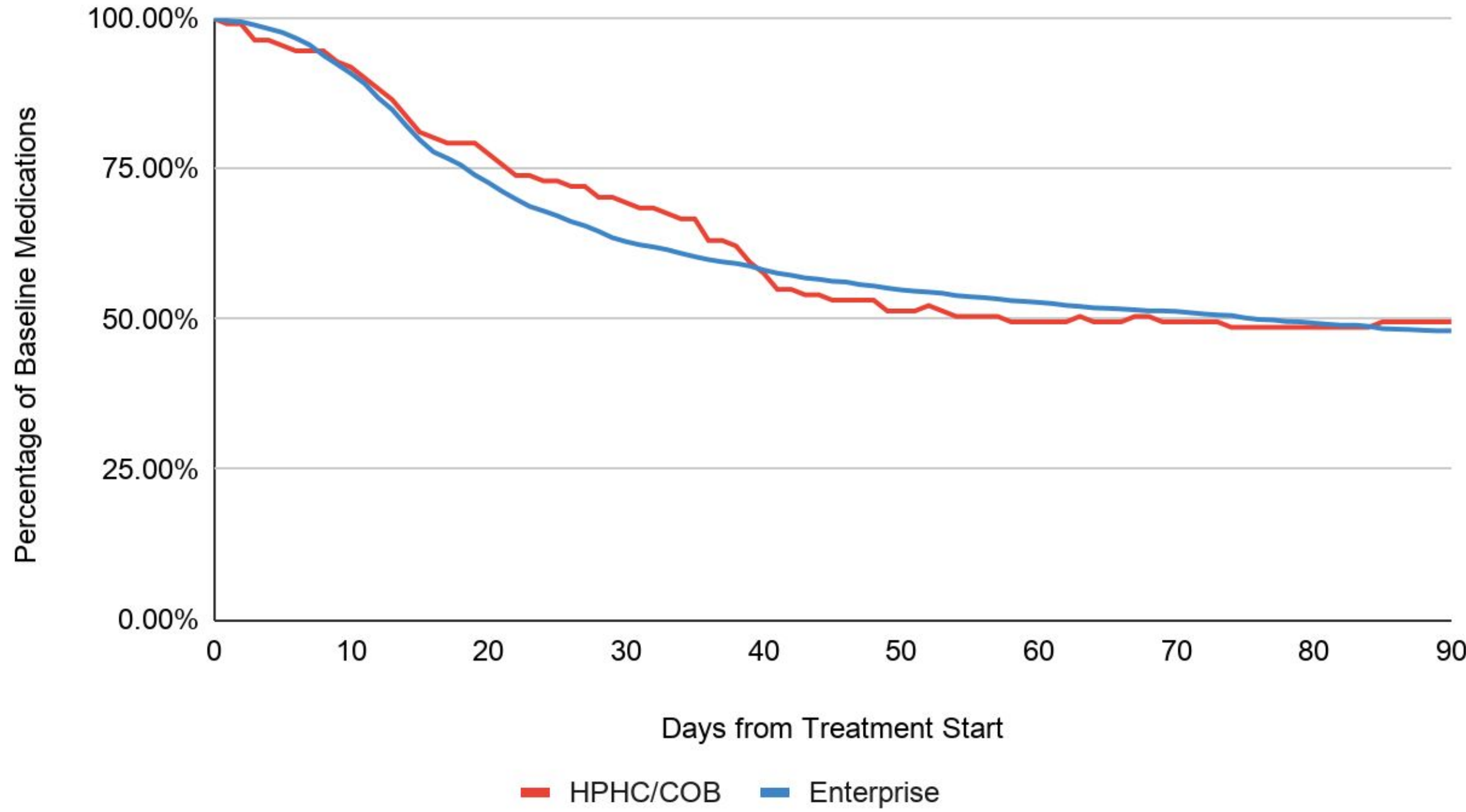
Results as of 11/11/20

Source: Virta internal data of HPHC patient population. Includes active patients who have been on the Virta treatment for at least 90 days, n = 124 and registered on or before 8/13/20.

1. Medical Claim Cost Impact of Improved Diabetes Control for Medicare and Commercially Insured Patients with Type 2 Diabetes. Kathryn Fitch, Bruce S. Pyenson, and Kosuke Iwasaki. Journal of Managed Care Pharmacy 2013 19:8, 609-620

Rx Reduction: 50% of diabetes-specific prescriptions have been eliminated in HPHC/COB patients at day 90

Diabetic Medication Change from Baseline

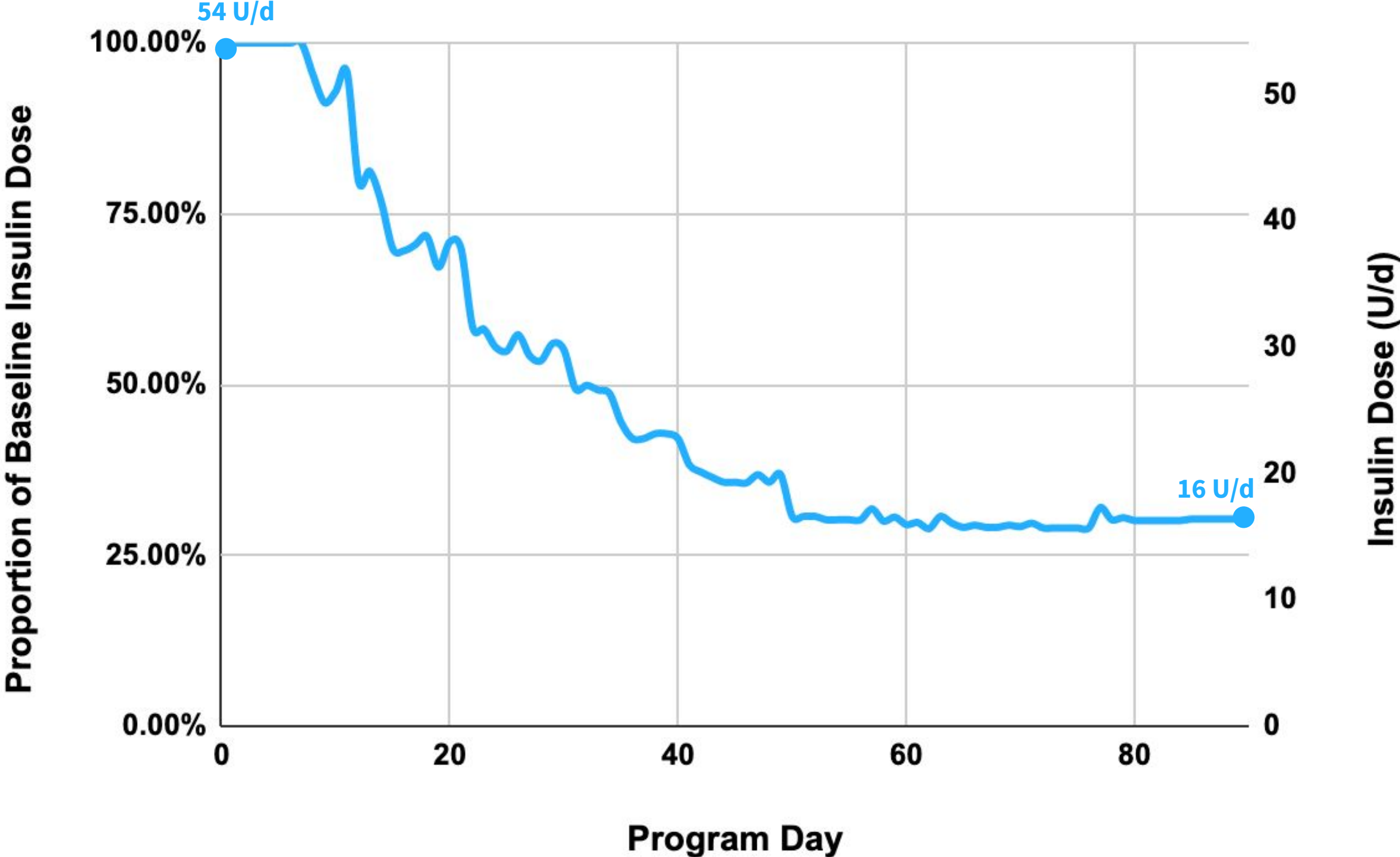


55% of patients have eliminated at least 1 diabetes medication by day 90

- Data includes all diabetes-related medication other than metformin
- Average of 5-10 Rx adjustments within the first 10 weeks.

Results as of 11/11/20
Source: Virta internal EMR data for active HPHC patients on treatment for at least 90 days and registered before 8/13/20 and on diabetes medication at baseline, n=67

Insulin Dose Change: 70% less insulin prescribed to Harvard Pilgrim patients at 90 days

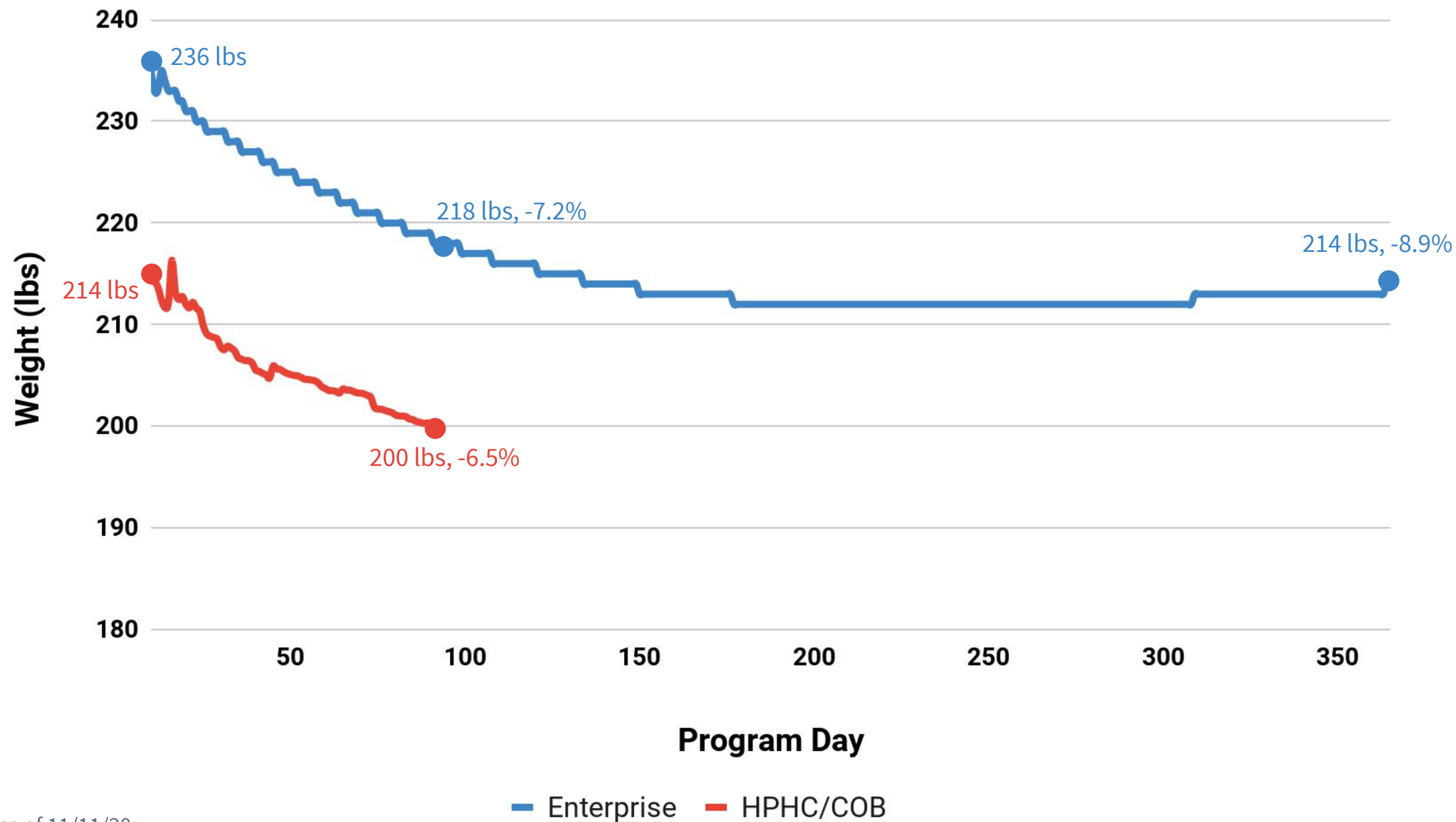


Virta internal clinical outcomes data of Harvard Pilgrim patient population. Includes patients enrolled > 90 days and registered before 8/13/20, n=32 patients prescribed insulin at baseline. No patients were prescribed insulin who were not on the medication at enrollment. Results as of 11/11/20



Weight Loss: HPHC/COB patients had an average of 6.5% weight loss at day 90

Weight Loss from Baseline



HPHC/COB patients lost an average of 14 lbs in 90 days

- 5% weight loss is considered clinically significant
- Impact of weight loss:
 - Diabetes
 - Cardiovascular disease
 - Metabolic function in liver, fat, and muscle tissue
- Weight loss is associated with a reduction in mean direct medical cost¹

Results as of 11/11/20

Source: Virta internal data of HPHC patient population. Includes active patients who have been on the Virta treatment for at least 90 days, n = 124 and registered on or before 8/13/20.

¹The Non-Linear Relationship between BMI and Health Care Costs and the Resulting Cost Fraction Attributable to Obesity ([link](#))

90 day results compared to usual care

	Usual PCP Care 1 Year Outcomes	Virta 1 Year Outcomes	HPHC / COB 90 Day Results
A1c (Point Change)	▲ 0.2	▼ 1.4	▼ 1.2
Rx Change (Percent Change)	▲ 6%	▼ 71%	▼ 50%
Weight Loss (Pound Change)	0%	▼ 8.9%	▼ 6.5%

Source: Virta Health Registry for Remote Care of Chronic Conditions; Hallberg SJ et al. Diabetes Therapy. 2018;9(2):583-612; Livongo Health, Empowering People with Chronic Conditions, September 2018.



Virta is transforming lives at City of Boston

*"I just came from my PCP visit. My A-1 C was 6.2 my weight is down 20 pounds since the last time he saw me. **To say that he was impressed would be an understatement. I thank you and the Virta team** for all of the success but I can't get complacent. Onward."*

*"I feel it is a **blessing for those with Diabetes to have the opportunity and support of this program** and its staff to aide us in combating this disease."*

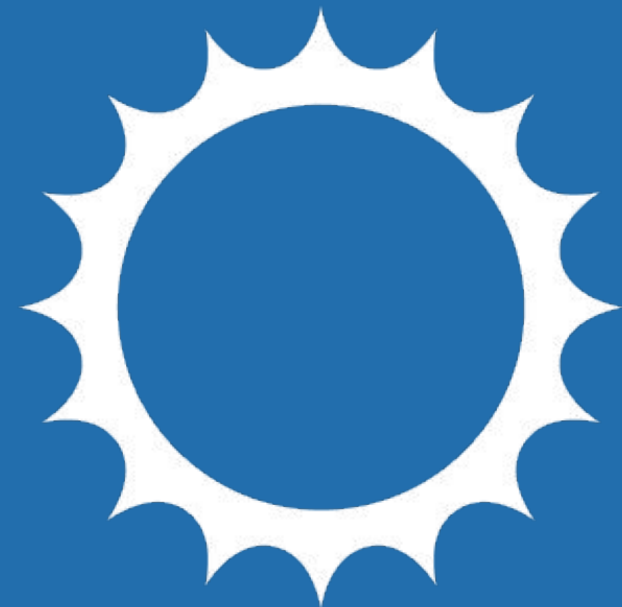
*"It has greatly helped me get my blood sugars under control through daily steps. **I have reduced my diabetic meds from 7 to 2** and hope to go to 0."*

"Thank you Harvard Pilgrim- you are the best!"

*"I greatly appreciate what you've done to make my life and days healthy. **I am blessed to have the Virta Team, the doctor, health coaches guiding me and supporting me each and everyday.** I thank you that I am getting my health where its suppose to be for me and my children and husband. I'm feeling strong, full of energy and feeling good about myself. Thank you again for giving me the free opportunity to take advantage of this great offer you have provided for me and others."*

*"I want to express my gratitude to you and your team for allowing me this opportunity to improve my health which will ultimately improve my life. I would not have been able to afford a program such as this on my own. **So from the bottom of my heart, Thank you for this opportunity.**"*

*"**This is a gift. When I saw the email, I showed it to my wife and said, this is what I need.** I need help with my diabetes but everything is so cost prohibitive. Especially right now, I have the time to take care of myself and try this, so that's what I'm going to do. I'm in!"*



virta