



# HealthMapRx<sup>TM</sup>

Executive Summary Results for Lancaster  
County Business Group on Health-  
*Bridge Project for Diabetes*  
*Year Two*

For the period ending June 30, 2008



# HealthMapRx™ Diabetes Results:

***Clinical  
Satisfaction  
Economic  
(24 month period ending 6/30/2008)***

# BRIDGE Project

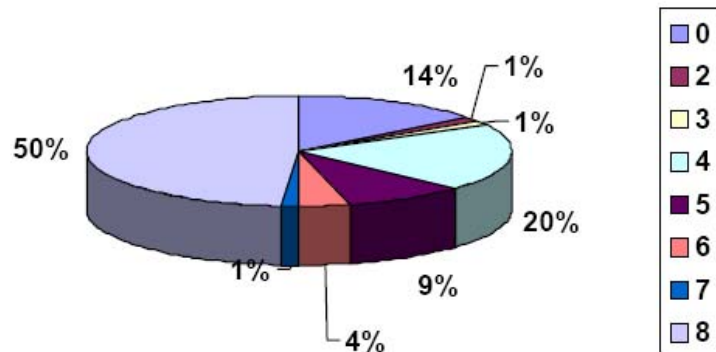
## 128 *Current Participants (as of 4/14/09)*

Employer	Number Enrolled	First Enrollment
Solanco School District	14	3/17/06*
High Industries	51	4/03/06*
Lampeter-Strausburg	1	05/05/06*
Conestoga Valley	2	8/28/06*
Wohlsen	3	11/2/06*
Kalas	2	2/26/07*
Lancaster Newspapers	20	4/03/08
Willow Valley	4	4/07/08*
CSG	5	8/19/08
<i>Carlisle Group</i>		
Dickinson University	9	1/15/09
Cumberland County	12	1/13/09
Keen Transport	2	1/19/09
Carlisle Regional Med Ct	3	3/11/09
<i>*Results reflected in the clinical report</i>		

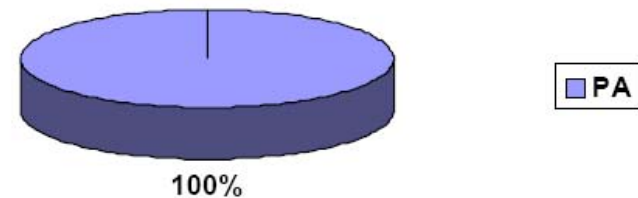


# ENROLLMENT DEMOGRAPHICS\*

**Duration of Pharmacist Care  
(Distribution of Quarters)**



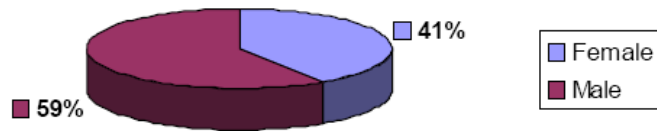
**Participant Geographic Mix  
(Distribution by State)**



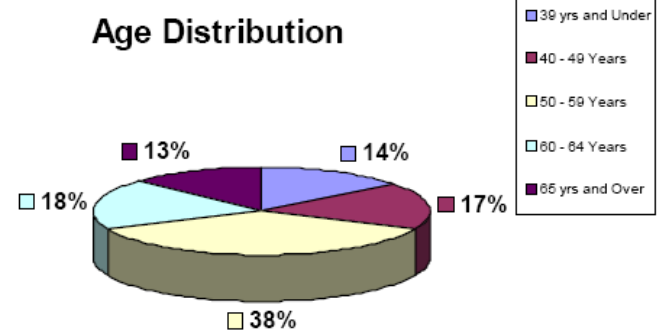
\*For 76 participants meeting inclusion criteria of two or more visits and on A1C recorded.

# ENROLLMENT DEMOGRAPHICS\*

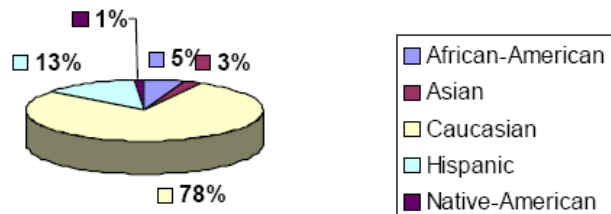
## Gender Distribution



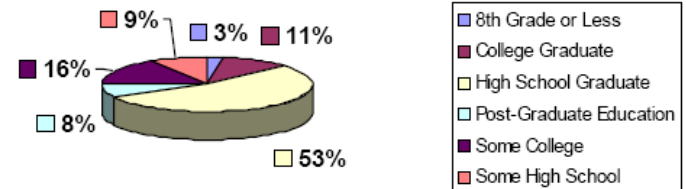
## Age Distribution



## Ethnicity Distribution



## Education Distribution



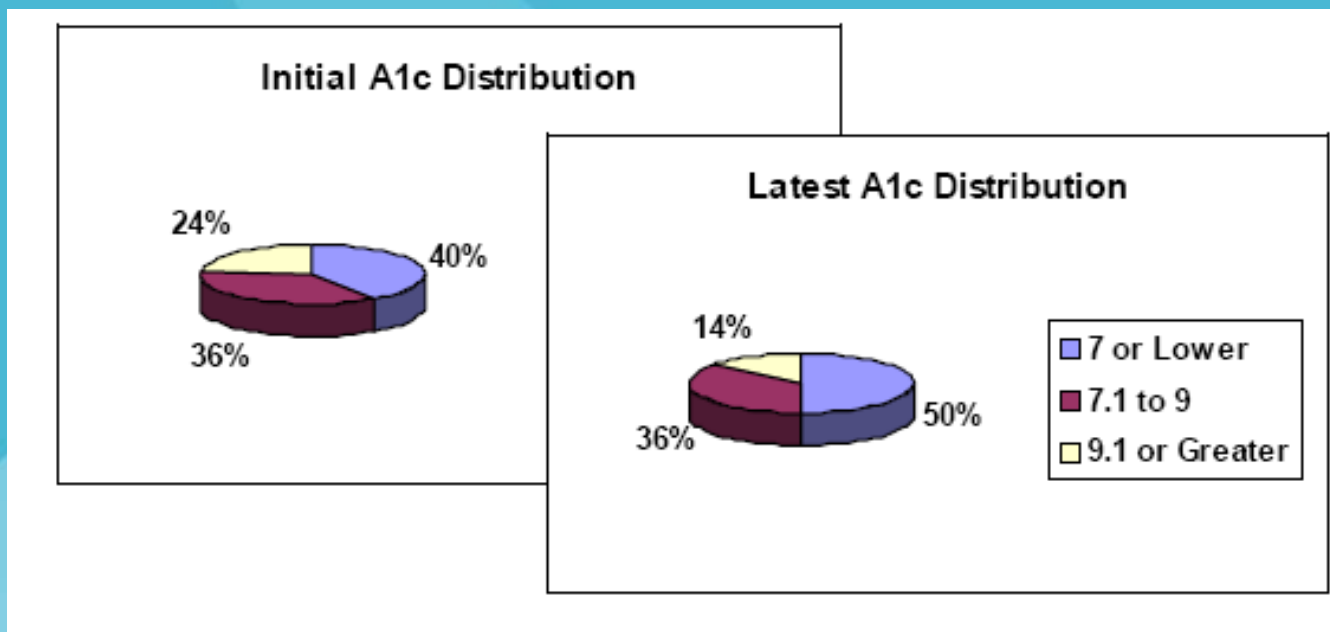
\*For 76 participants meeting inclusion criteria

# Glossary

- **A1C:** For every 1 point reduction in A1C, the risk of small vessel disease decreases 37% (e.g. stroke, blindness, kidney failure). Target <7.0.
- **LDL:** Lipid measure. Target < 100 (some recent data suggest <70)
- **BP:** Blood Pressure target for diabetes patients <130/80.

# Participant A1c Results\*

Initial A1C Average 7.9  
Latest A1C Average 7.5



*\*For 76 participants meeting inclusion criteria.*

# Participant A1c Results\*

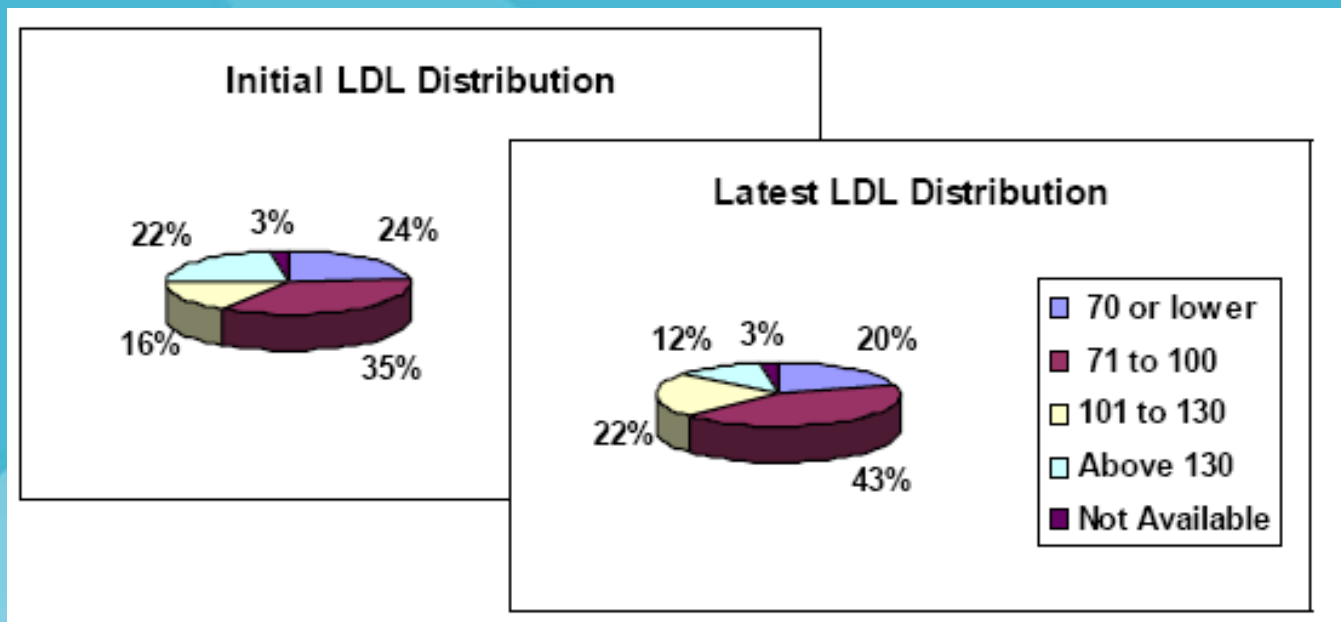
	Initial (n=76)	Most Recent Visit
Average A1c	7.9	7.5
% < 7.0 (ADA)	40%	50%

\*for 76 participants with 2 or more documented visits and at least one A1C recorded.



# Participant LDL Results\*

Initial LDL Average 102  
Latest LDL Average 97



*\*For 76 participants meeting inclusion criteria.*

# Participant LDL Progress\*

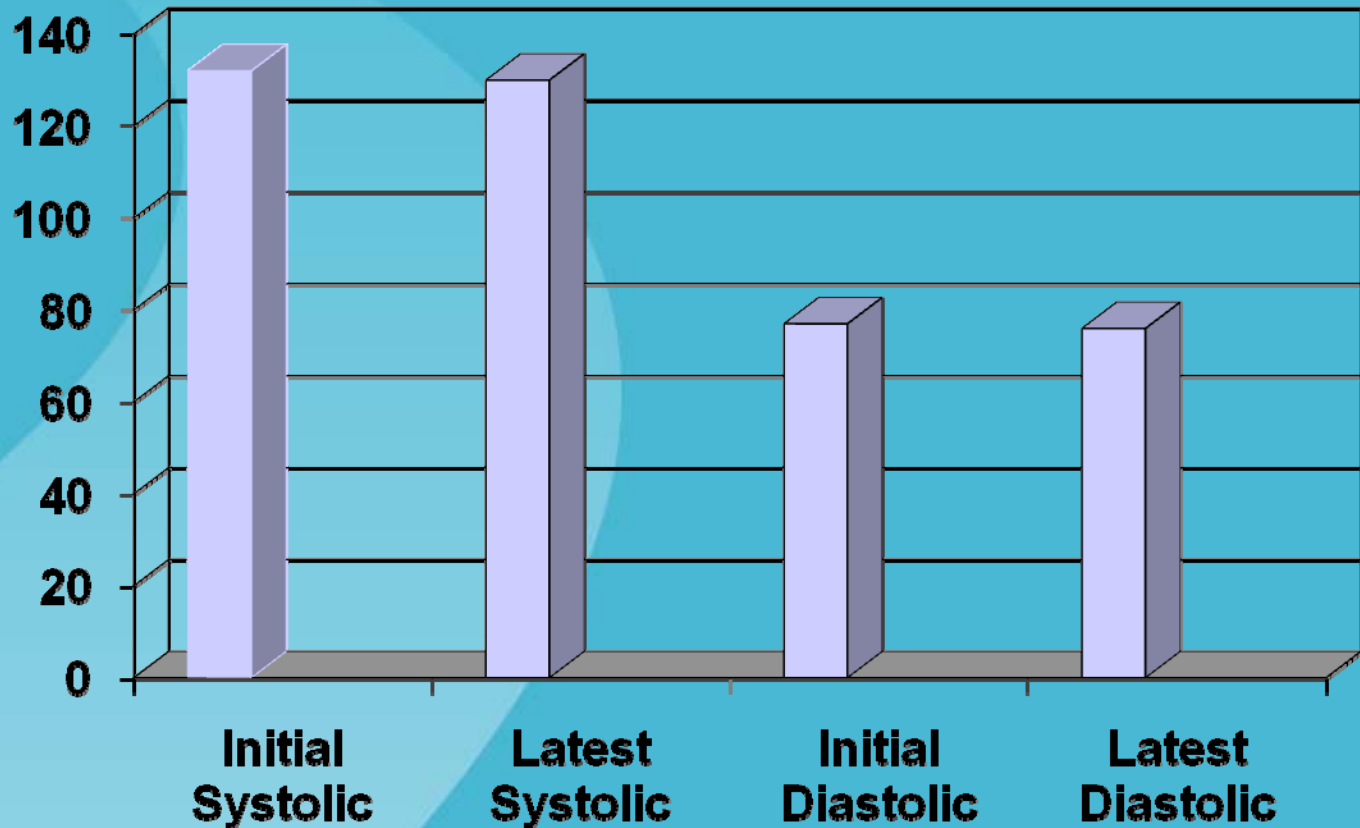
	Initial	Most recent
LDL-Cholesterol average	97	92
% of patients with LDL<130	75%	85%
% of patients with LDL<100	59%	63%

\*for 76 participants meeting inclusion criteria

# Participant Blood Pressure Results\*

Initial: SBP Average: 132

Latest: SBP Average: 130



*\*For 76 participants meeting inclusion criteria.*

# Documented Flu, Foot and Eye Exams

	Initial	Most recent
% with current Flu Shot	41%	75%
% with current Foot Exam	50%	89%
% with current Eye Exam	57%	80%

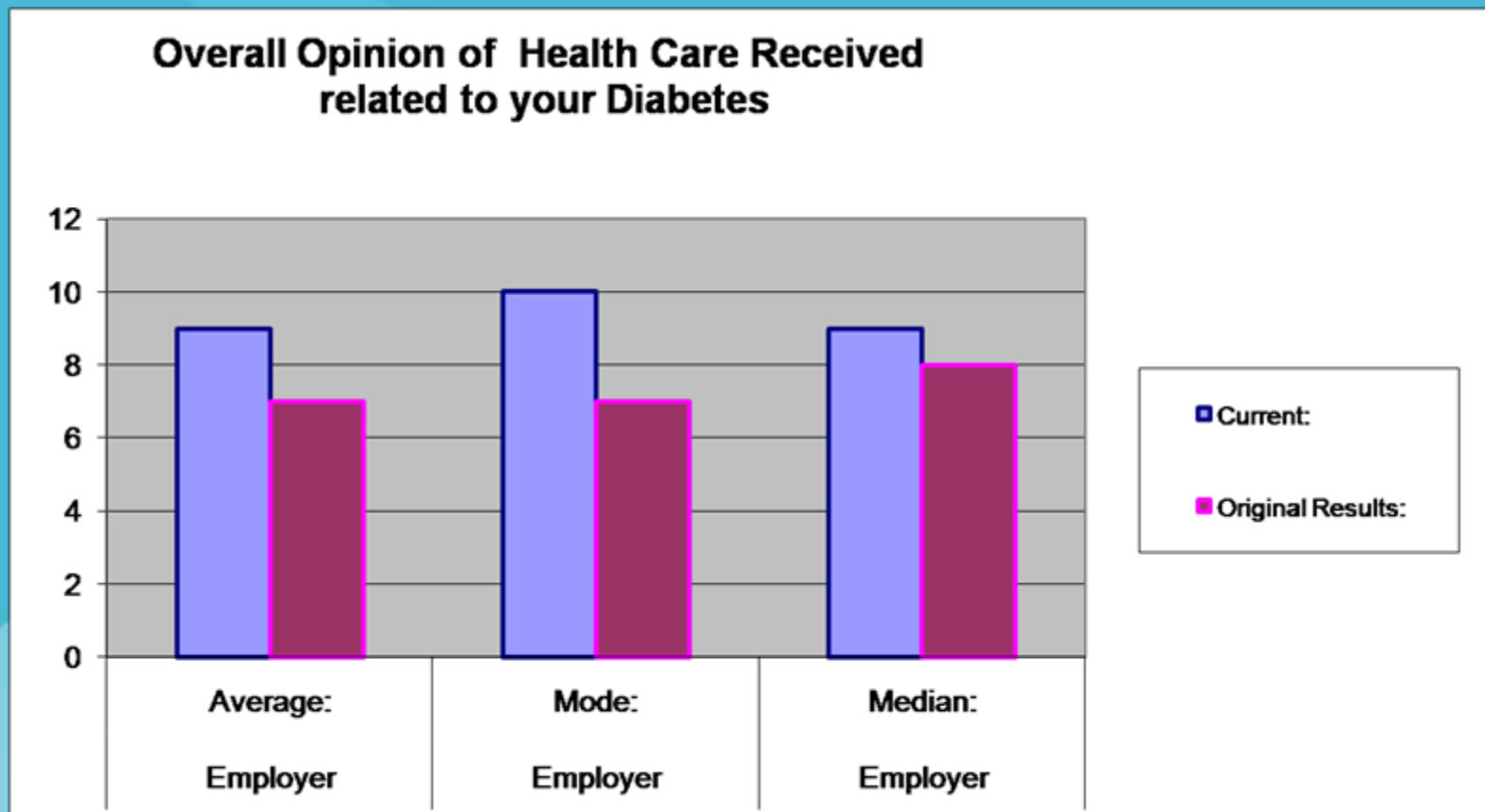
*\*for 76 participants who met inclusion criteria*

# Clinical Data Compared to NCQA 2007 HEDIS Data

HEDIS Measure	2007 National Average for Commercial Plans	Current Participants*
A1c<9	70.6 %	86%
LDL<100	43.8%	63%
Current Eye Exam	55.1%	80%

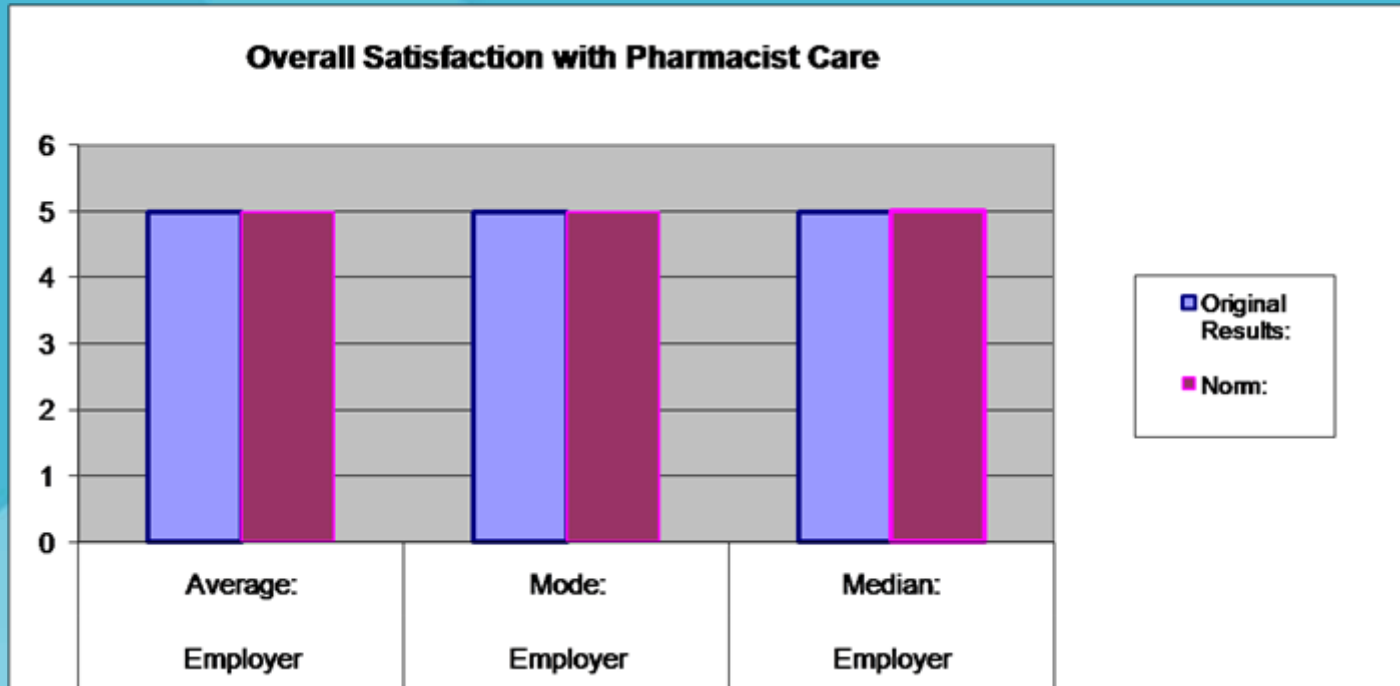
\*for 76 participants who met inclusion criteria

# Overall Satisfaction of Diabetes Care Received



1- 10 Scale, 10 being the highest level of satisfaction  
60 Responses for original  
35 Responses for current

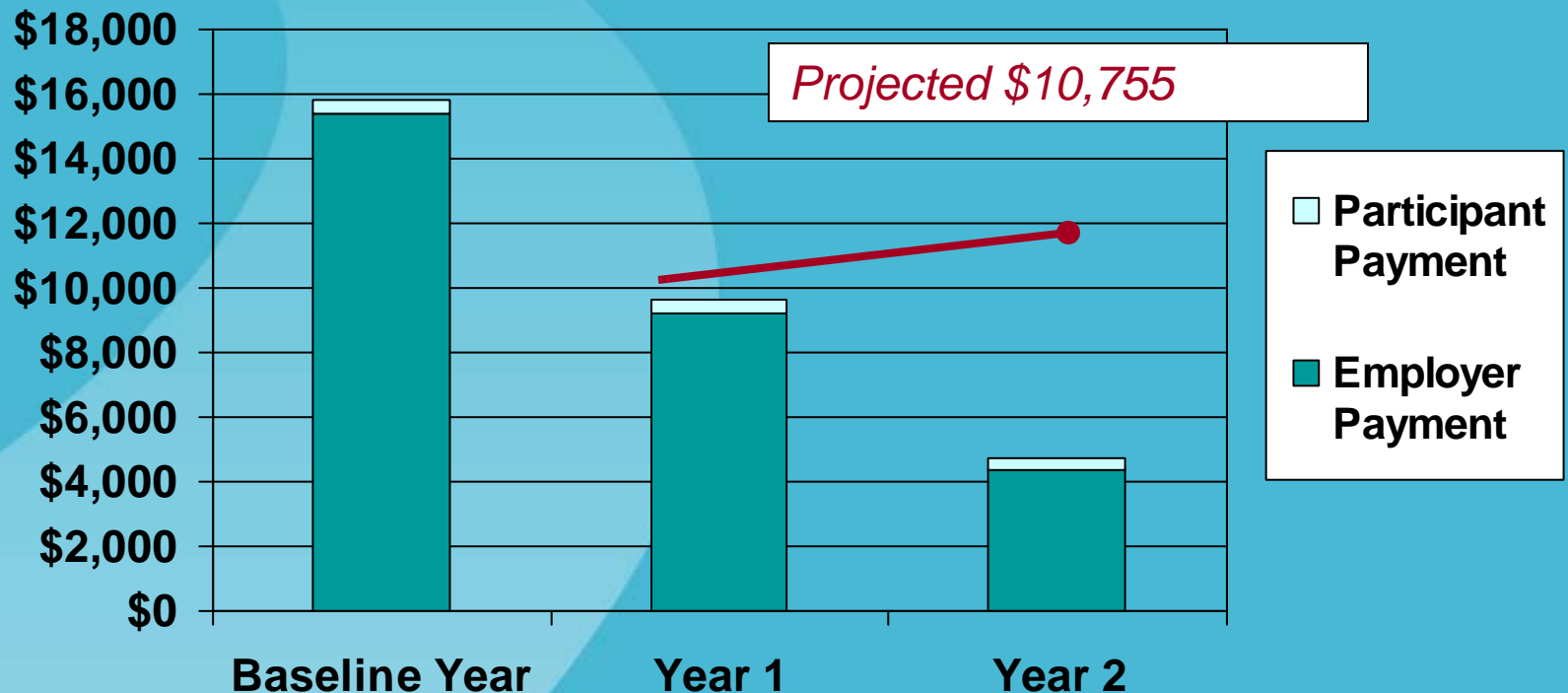
# Overall Satisfaction with Pharmacist Care



**1 – 5 Scale, 5 being the highest level of satisfaction  
35 responses**

# Average Total Medical Costs for Participants (Employer + Participant <\$350K)

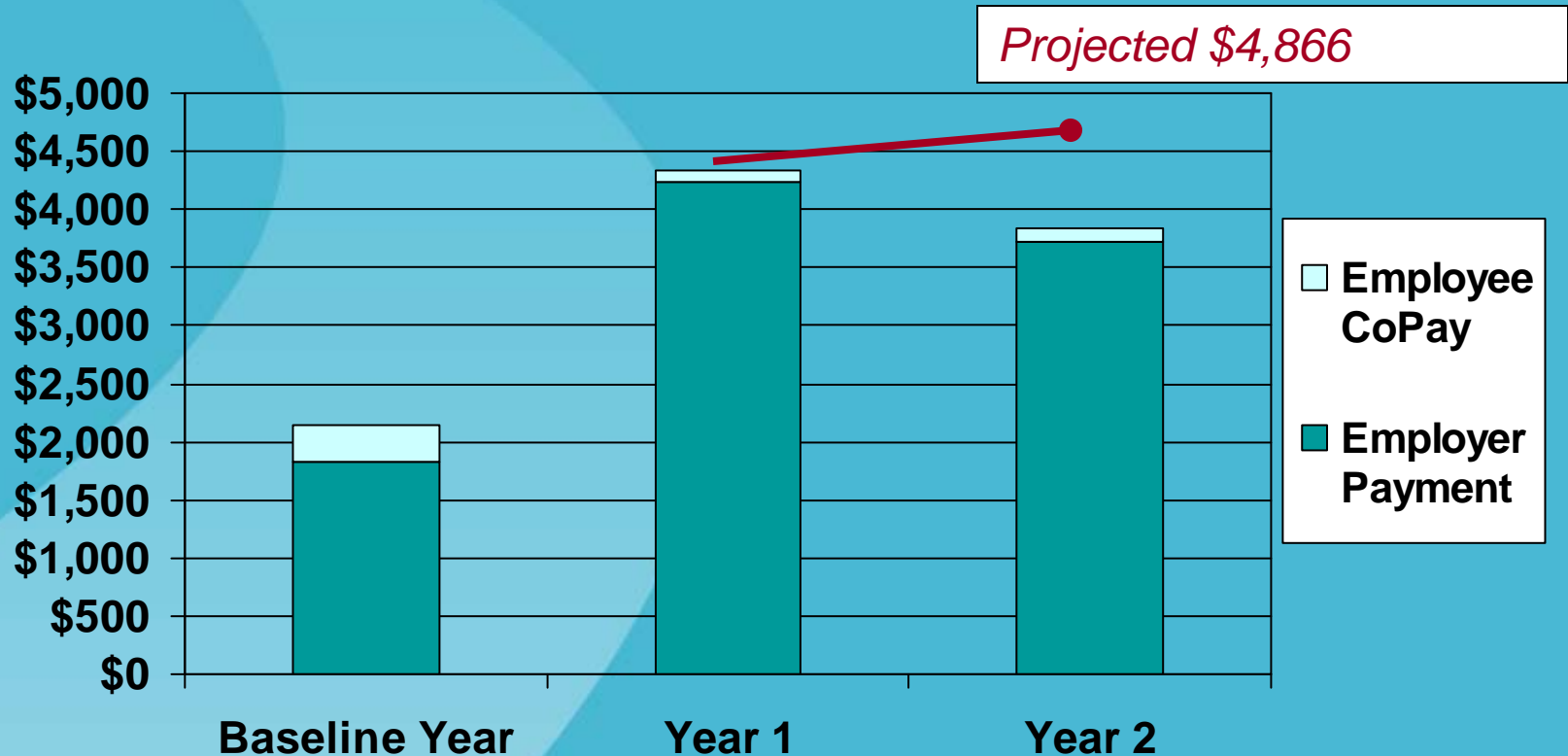
Baseline, Year 1 and 2 Actual and *Projected Costs\**



*\*For 28 patients in year one and two that met inclusion criteria, projection trend based on 11.3% increase.*



# Medication Average Costs for Participants Baseline, Year 1 and 2 Actual\*

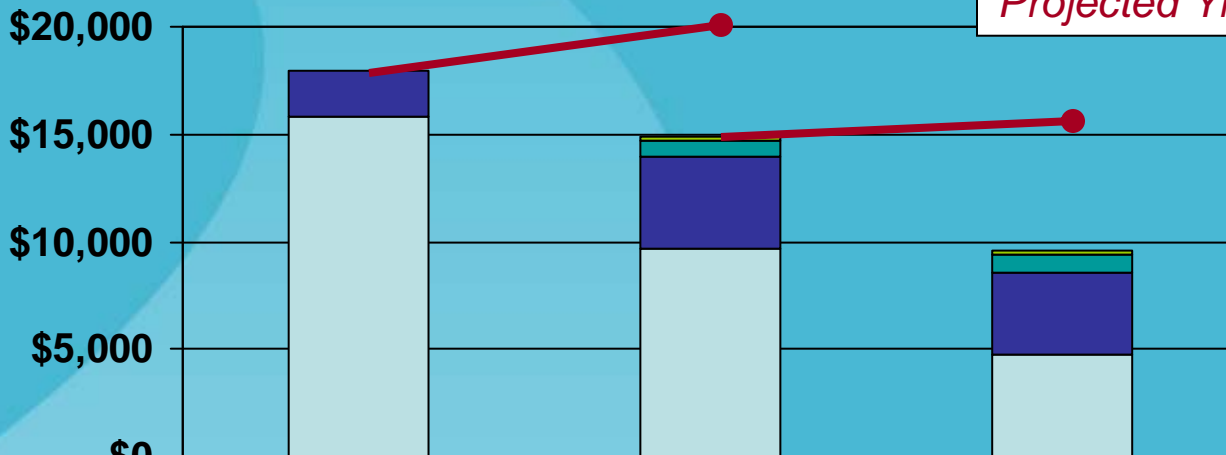


*\*For 28 patients in year one that met inclusion criteria, projection based on 12.3% increase.*

# Average Total Health Care Costs for Participants Baseline, Years 1 and 2 Actual and *Projected Costs\**

Average Cost Per Patient

*Projected Yr 1: \$20,046*  
*Projected Yr 2: \$15,621*



**Actual Savings**  
**Year 1 vs. Year**  
**2: \$5,330**

	Baseline Year	Year 1	Year 2
HealthMapRx Fees	0	\$169	\$212
Network Services	\$0	\$746	\$785
Medication	\$2,143	\$4,332	\$3,838
Medical	\$15,848	\$9,663	\$4,746

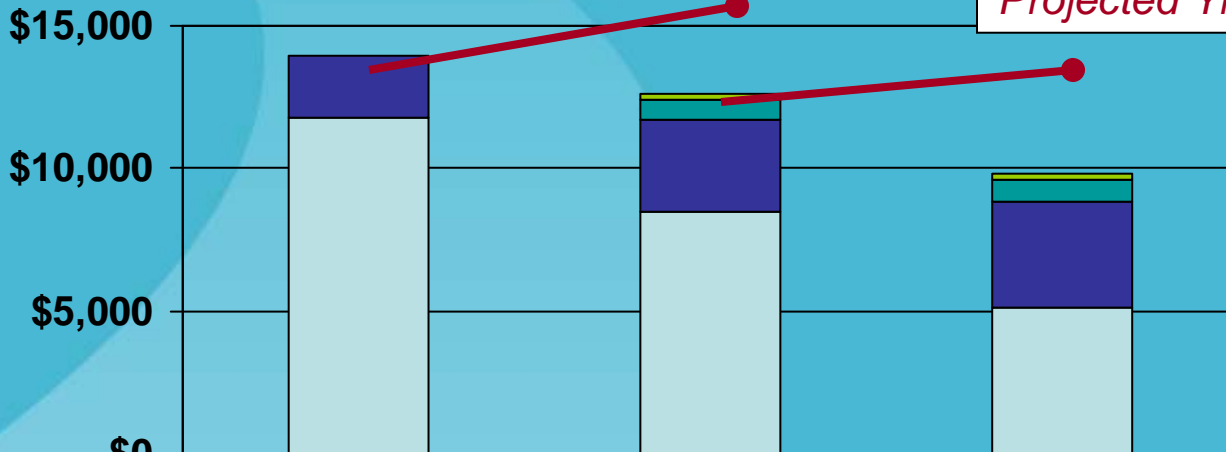
TOTAL                      \$17,992                      \$14,910                      \$9,580

*\*For 28 patients in year one that met inclusion criteria.*

# Average Total Health Care Costs for Participants Baseline, Years 1 and 2 Actual and *Projected Costs\**

Average Cost Per Patient

Projected Yr 1: \$15,538  
Projected Yr 2: \$13,024



**Actual Savings**  
**Year 1 vs. Year**  
**2: \$2,751**

	Baseline Year	Year 1	Year 2
HealthMapRx Fees	0	\$169	\$212
Network Services	\$0	\$746	\$785
Medication	\$2,131	\$3,220	\$3,730
Medical	\$11,810	\$8,453	\$5,110

TOTAL                      \$13,941                      \$12,587                      \$9,836

*\*For 48 patients in year one and two that met inclusion criteria.*

# Summary of Year 1 and 2 Results

There has been improvement in key clinical indicators: The primary clinical indicator, A1C, has trended down with an increase of patients with an A1c goal of 7 or less moving from 40% to 50%.

Participant satisfaction with overall diabetes care has improved and satisfaction with pharmacist care was very high.

Economics data indicated a year 2 return on investment when compared to *actual* with an average saving per participant in the evaluation group (n=28) of \$5,330.

For all claims available in both years (n=48), there was also a savings compared to *actual* of \$2,751 per participant.

# *Final Thoughts*

***“Align the Incentives, Improve the Outcomes, Control the Costs”<sup>SM</sup>***