



NCCMP

Hot Topics:

New Drugs for Weight Loss
Telehealth Update Peri-COVID

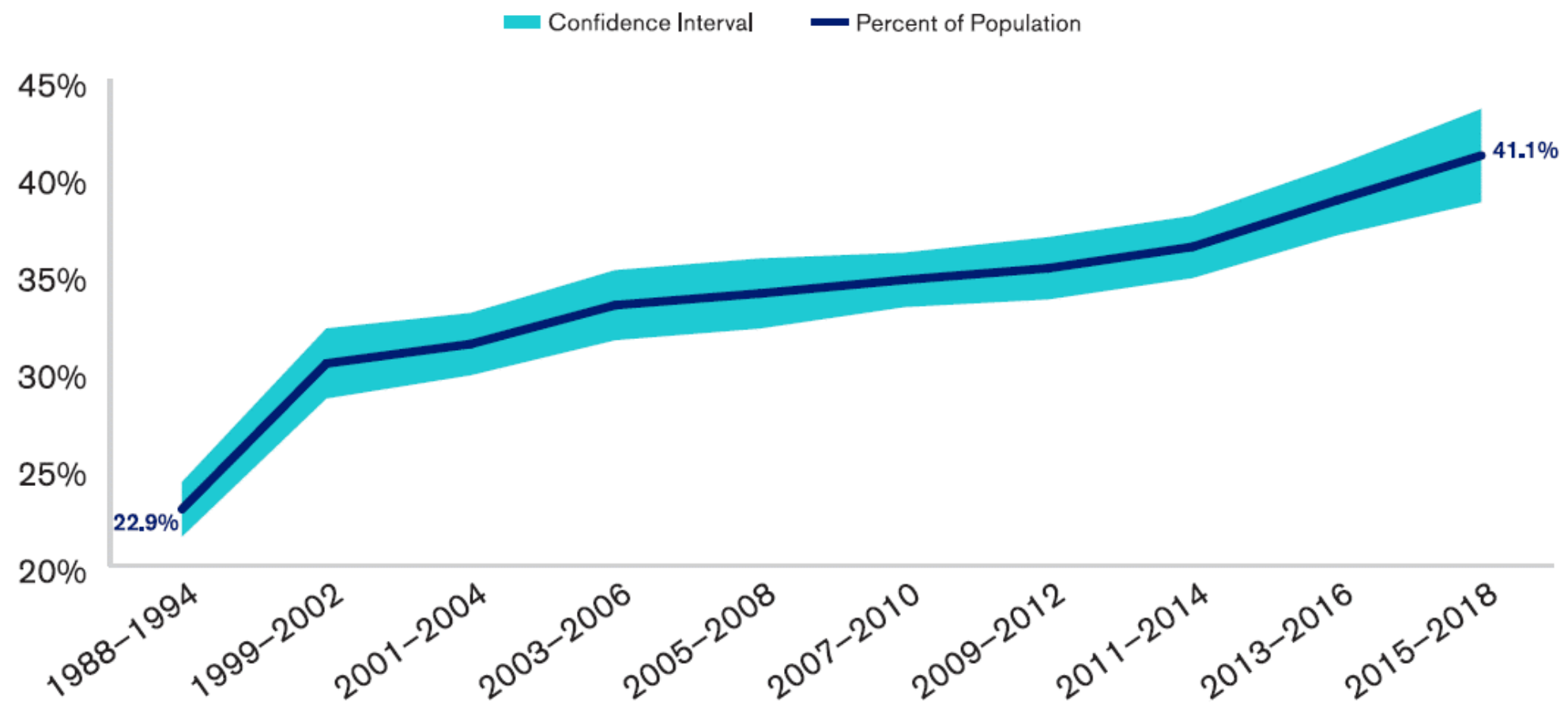
September 13, 2023

Presenters: Sadhna Paralkar, MD / Eileen Pincay RPh, Moderator: Breanna Radtke



Weight Loss

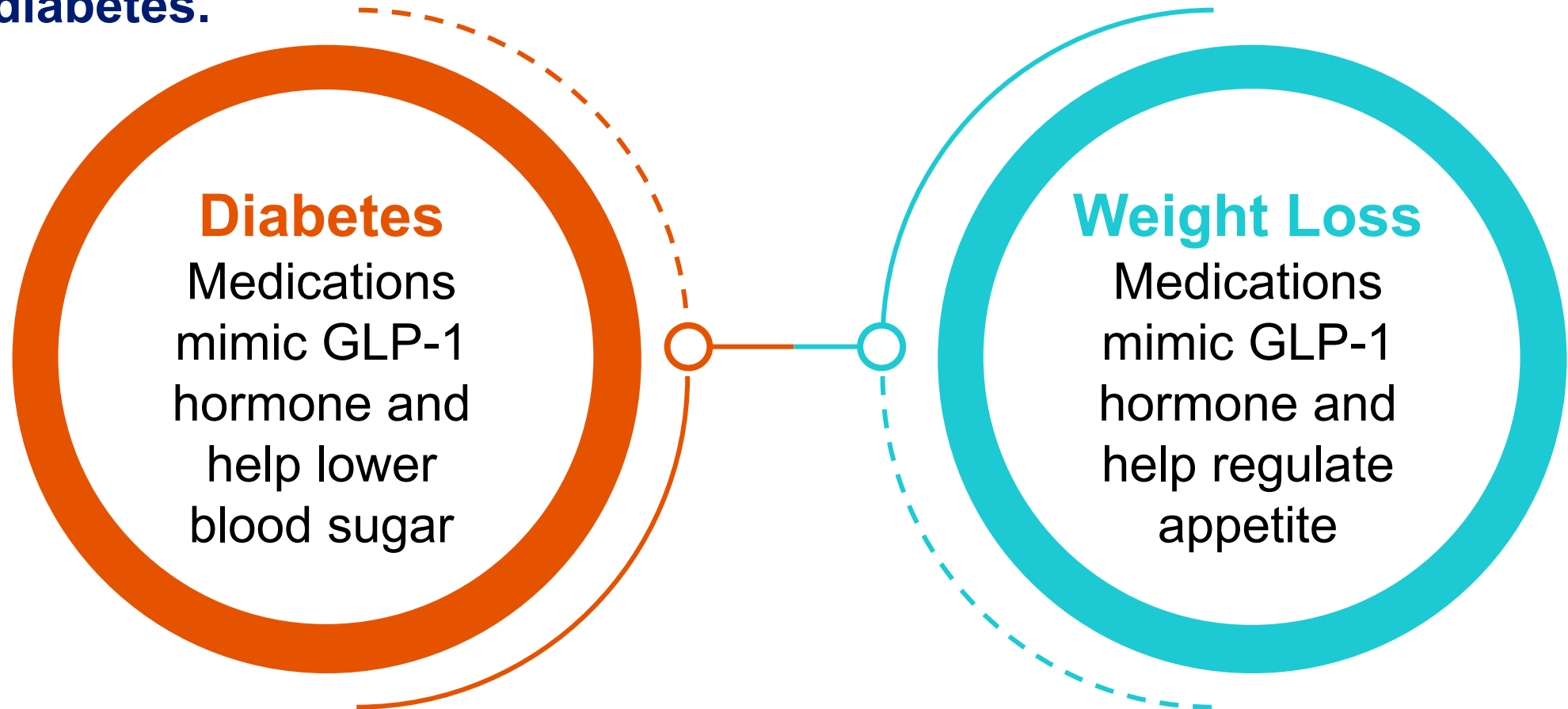
The Obesity Rate of the U.S. Population Has Almost Doubled in Recent Decades



Source: Centers for Disease Control and Prevention. Health, United States, 2020-2021

What are GLP-1 Medications?

GLP-1 is a hormone found naturally in our bodies that targets the area of the brain that regulates appetite and is insufficient in people who have type 2 diabetes.



History of GLP-1 Medications

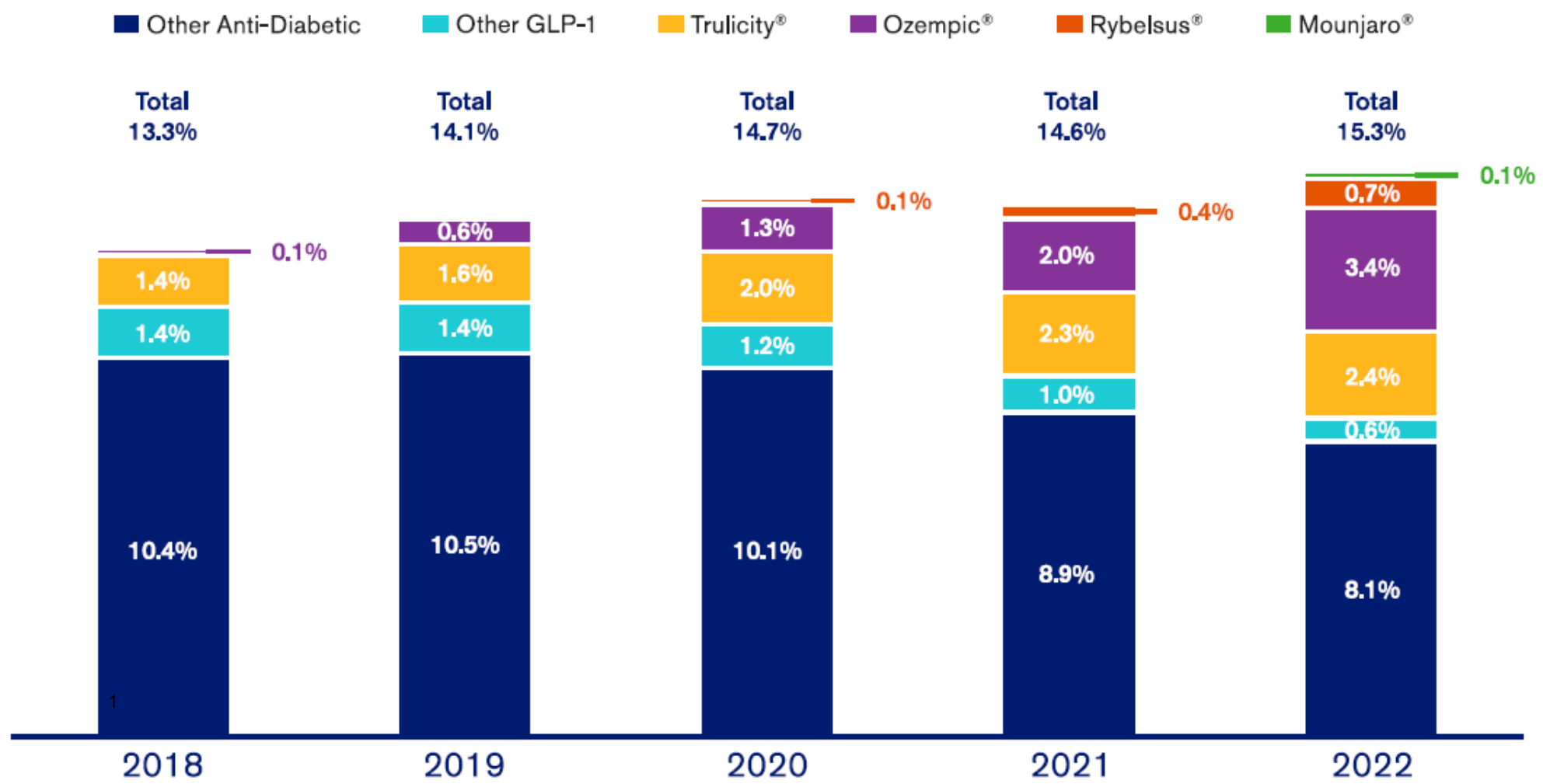
Until recently
GLP-1's considered a
second-line agent to
treat diabetes

2021, ADA
recommends prescribing
GLP-1s to reduce health
complications regardless
of A1C or metformin use

2023 ADA guidelines
emphasizes both
supporting higher weight
loss and focusing on
obesity as chronic disease

Led to increased utilization of GLP-1s for diabetes AND weight loss

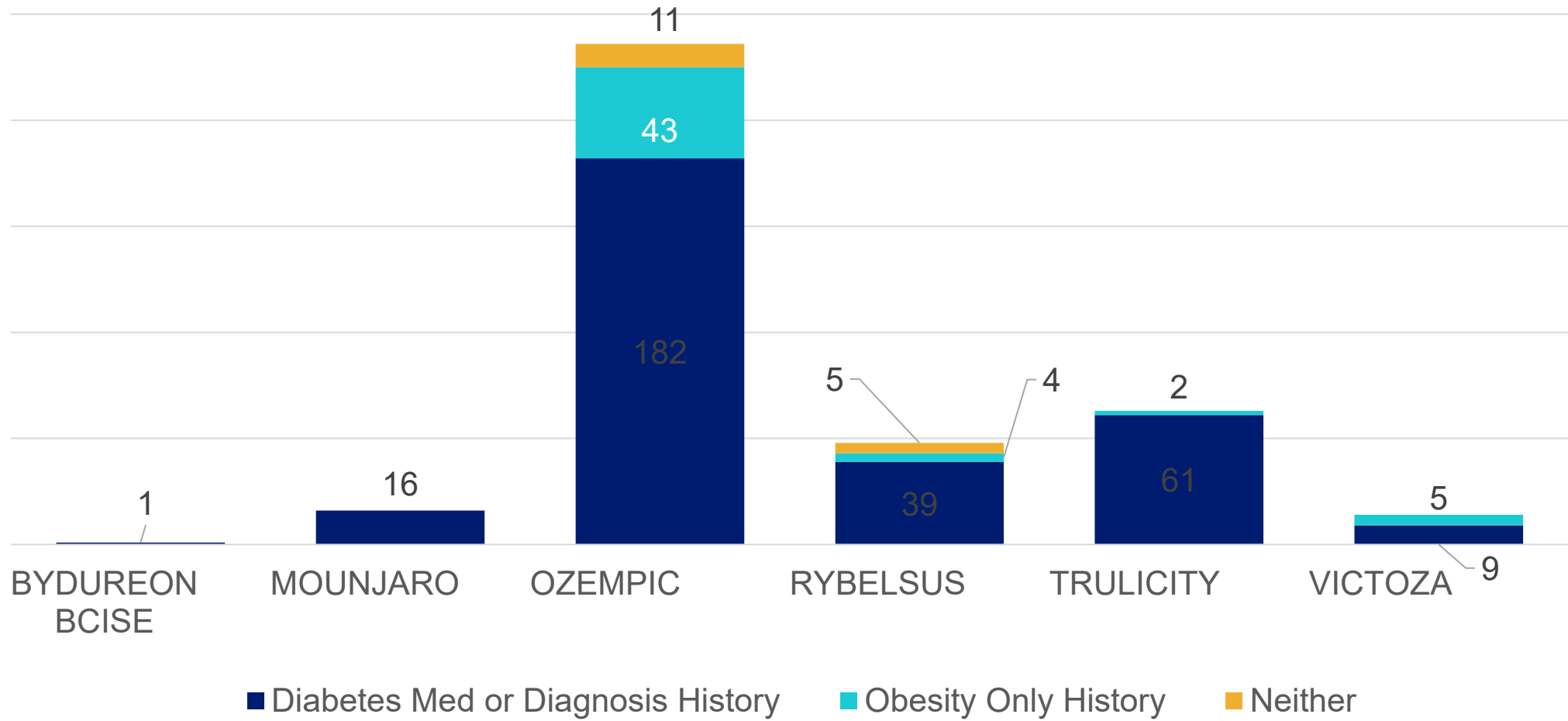
Plan Spending on Anti-Diabetic Medications with Weight Loss is Rising Steadily



Source: Segal SHAPE, Segal's data warehouse, 2018 to 2022

Off-Label Weight-Loss Drug Usage

2021 – 2022 GLP-1 Utilizer History¹



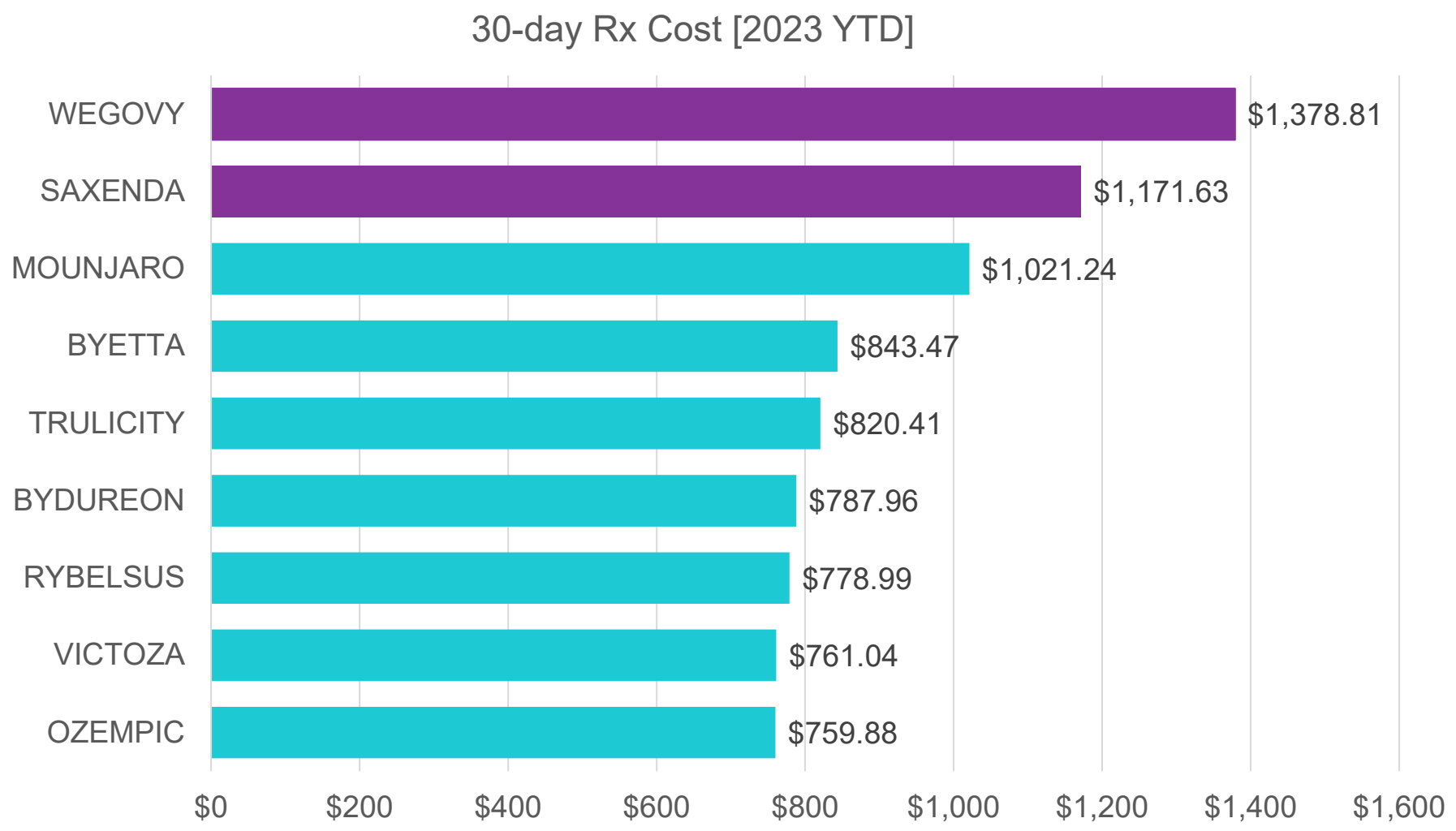
1. Historical lookback began with date of first GLP-1 medication fill, members may have utilization of more than 1 medication in this class subsequently

Utilization Concerns

- Off label use of diabetes GLP-1 therapies (i.e. Ozempic) for weight loss
- Social media has been a big contributor to using Ozempic for weight loss which, in turn, has caused drug shortages.
- PBMs are offering utilization management programs to curb off-label spend for the GLP-1 medications.
- GLP-1s are likely to become the number one drug cost therapy for many plan sponsors by 2024.

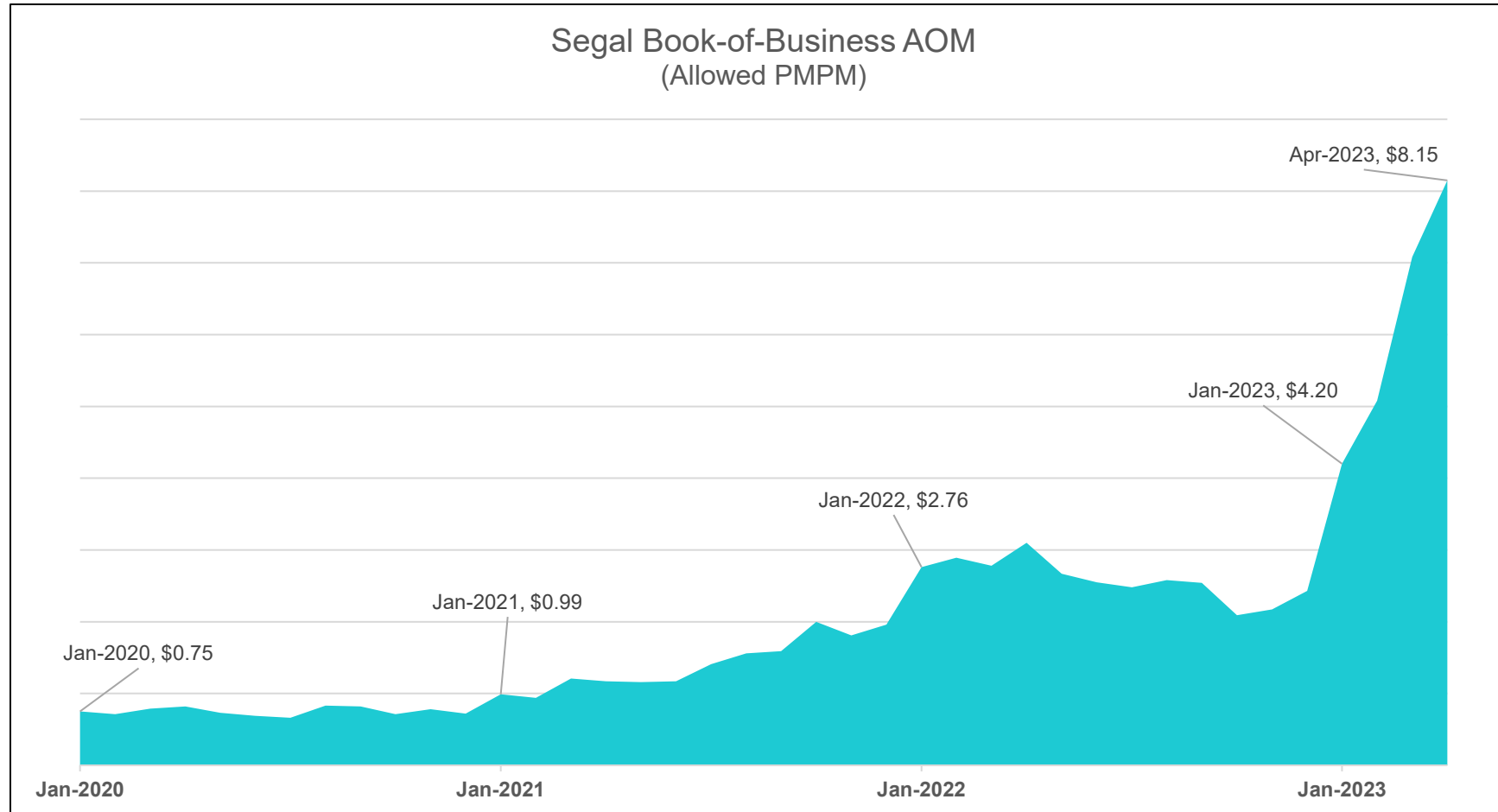


Obesity GLP-1 Medication Costs Compared to Diabetes GLP-1 Medications



Note that prices listed are mean charges after PBM discounts but before rebate offsets

Dramatic Increase in Anti-Obesity Medication Spending due to GLP-1s



Various PBM Cost Management Strategies

1

Use utilization management to ensure the diabetic GLP-1 drugs are only used for patients with diabetes

2

Smart logic to screen out patients who have diabetes. Smart logic utilizes both ICD diagnosis codes (if available) and prescription claims history to bypass PA requirements.

3

4

Doctor office to confirm diagnosis and “attest” to it in a PA case

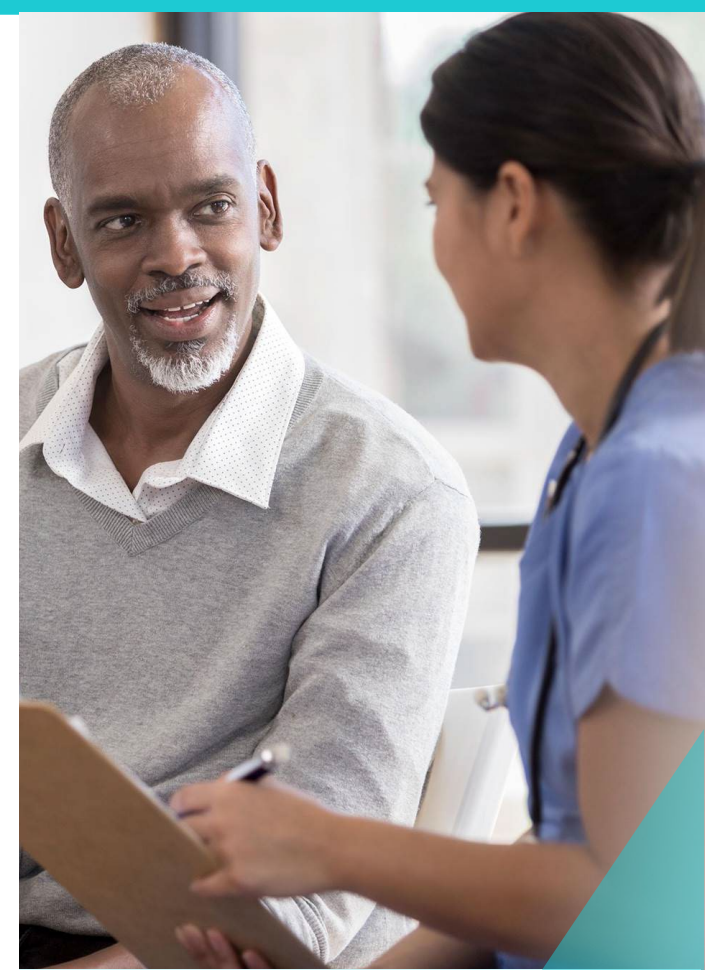
Move from step therapy to prior authorization approach



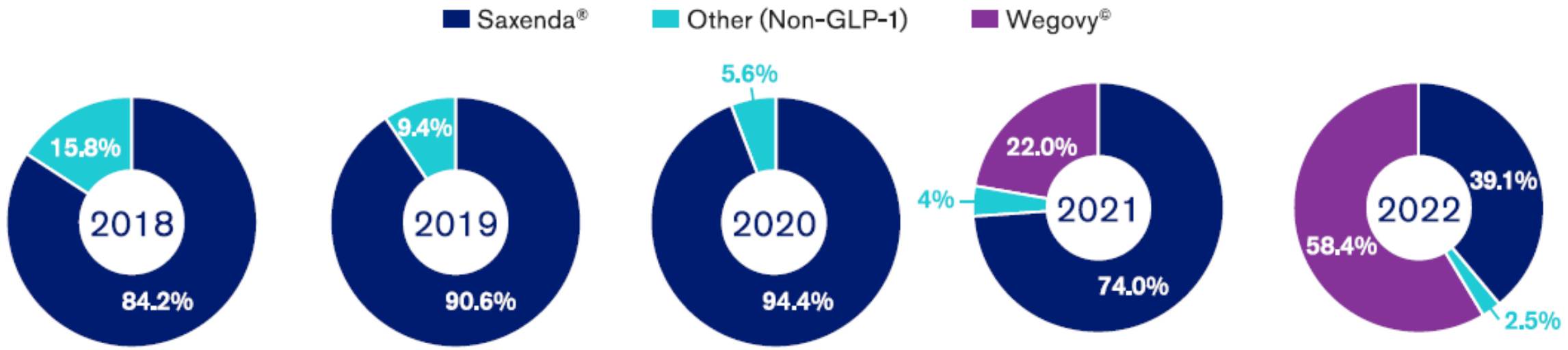
Be sure to consider any potential rebate impact

Are Plans Covering Weight Loss Drugs and What Is Impact?

- Employers Health, a large group-purchasing organization for pharmacy benefits for 2021 reported 60% of clients exclude obesity drugs and 25% cover them with a PA.
- Medicare does not cover obesity drugs, but does cover bariatric surgery and intensive behavioral therapy
- In 2018, the average cost for Segal clients who cover weight-loss medications was \$0.50 PMPM and by 2022, it was \$2.21 PMPM.



Plan Spending on Weight-Loss Medication Continues to Shift Towards GLP-1s



Weight-loss Options Vary in Cost and Effectiveness

	Traditional Diet & Exercise Programs	Provider-Led Clinical Weight Loss	GLP-1 Drugs	Bariatric Surgery
Avg weight loss at ~ 1 year (% reduction in body weight)	0–5%	13%	15%+	20%+
Est. List Price (for one year of treatment)	\$500	\$1,800	\$12,000+	\$20,000+
	<small>Chin, S., Keum, C., Woo, J. et al. Successful weight reduction and maintenance by using a smartphone application in those with overweight and obesity. Sci Rep. 2016; 6, 34563, Noom list price</small>	<small>McKenzie AL, et al. Nutrients. 2021; 13(3):749. Outcomes among one year completers, Virta list price</small>	<small>Wilding JPH, Batterham RL, Calanna S, et al. Once-Weekly Semaglutide in Adults with Overweight or Obesity. N Engl J Med. 2021;384(11):989-1002. Novo Nordisk; list price. https://www.novocare.com/wegovy/let-us-help/explaining-list-price.html - \$1309.42 per package. Accessed 10/18/22</small>	<small>NTMC, "How much does bariatric surgery cost," Accessed 1/25/2023, Maciejewski ML, Arterburn DE, Van Scoyoc L, Smith VA, Yancy WS Jr, Weidenbacher HJ, Livingston EH, Olsen MK. Bariatric Surgery and Long-term Durability of Weight Loss. JAMA Surg. 2016 Nov 1;151</small>

Steps in Managing GLP-1 Spend



Acquire Rx

- Program eligibility
- Health coaching PA
- Bridge to Physician
- Troubleshoot access



Rx Tolerance and Adherence

- Trust as foundation
- Match and move
- Guiding adherence
- Monitoring efficacy



Titrate Rx

- Objective weight loss
- Sustained behavior change
- Other condition improvements
- Support Physicians/participants



Sustained Weight Loss

- Ongoing Coach relationship
- Continued data monitoring
- Generalizable skills/strategies
- Maximization of resources

The Bigger Picture for Managing Obesity

- Assess and reevaluate current obesity treatments under the medical benefit.
- Update patient education and access to lifestyle weight-loss programs
- Offer access to low-cost fitness programs
- Implement UM guidelines for all AOMs
- Require patients to be in a behavioral health management program

The Bigger Picture for Managing Obesity

- Negotiate lowest-net-cost PBM formulary changes
- Provide educational support for appropriate and safe exercising.
- Offer access to virtual coaching
- Implement accountability check-ins with patients
- Consider implementing stricter coverage to target smaller group of plan participants
- Seek outcomes based performance guarantees with PBMs when adding coverage of these high cost anti-obesity meds tied to achieving minimum average weight loss amounts (e.g. at least 10% weight loss after 6 months use).

Need for Health Coaching

- Needs whole person care, not just medication access
- Health coaching is of paramount importance in order to:
 - Build ongoing, trusted relationship with the recipient of the medication
 - Monitor the medication side effects and interactions
 - Address the medication goal areas and adherence
 - Discuss dosages, interactions, side effects and concerns related to the medication
 - Can advocate, speak directly with physician or pharmacy
 - Monitor and help manage medication tolerance and contraindications
 - Could be in person or virtual

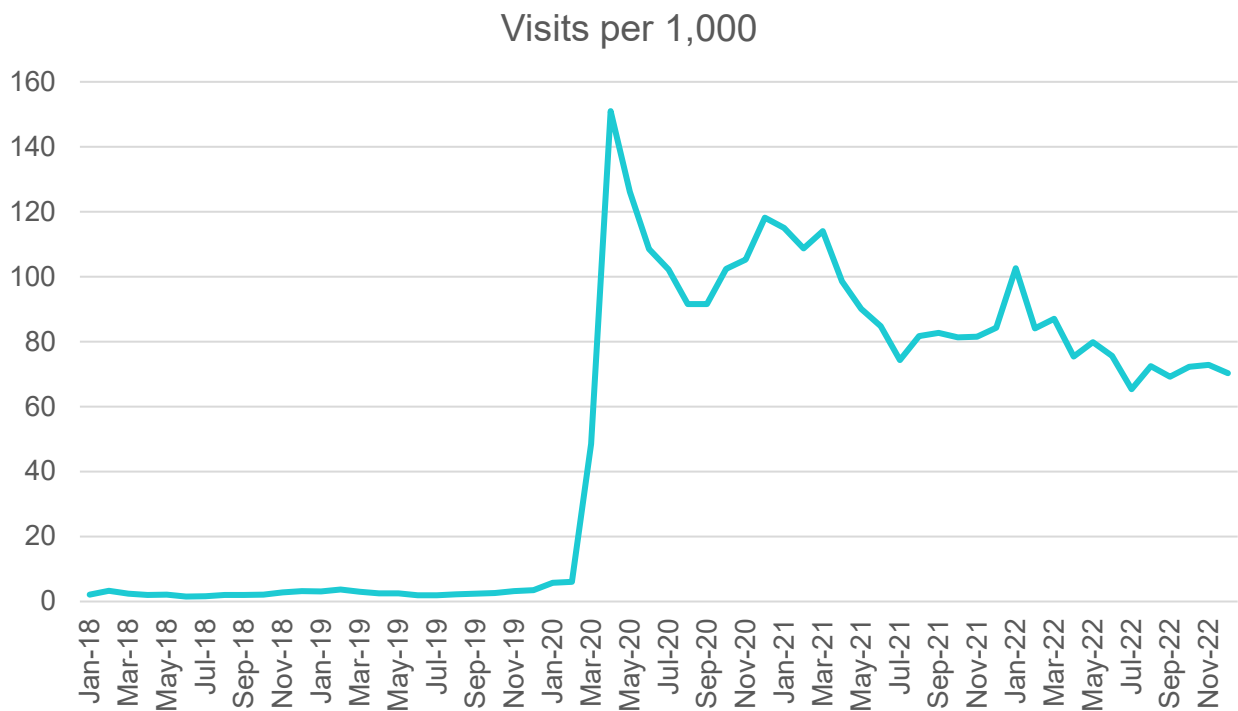
Goal: Sustainable Weight Loss

- Continued behavior change coaching for 1-2 years post treatment
- Build and activate ongoing support network for each participant
- Learned and lasting behavior change
 - Weight management
 - Nutrition advice
 - Exercise advice
 - Medication adherence
 - Stress, sleep, other disease state management
- Importance of physical health and wellbeing is established
- Relapse prevention



Telehealth Update – peri-COVID

Telehealth Impact

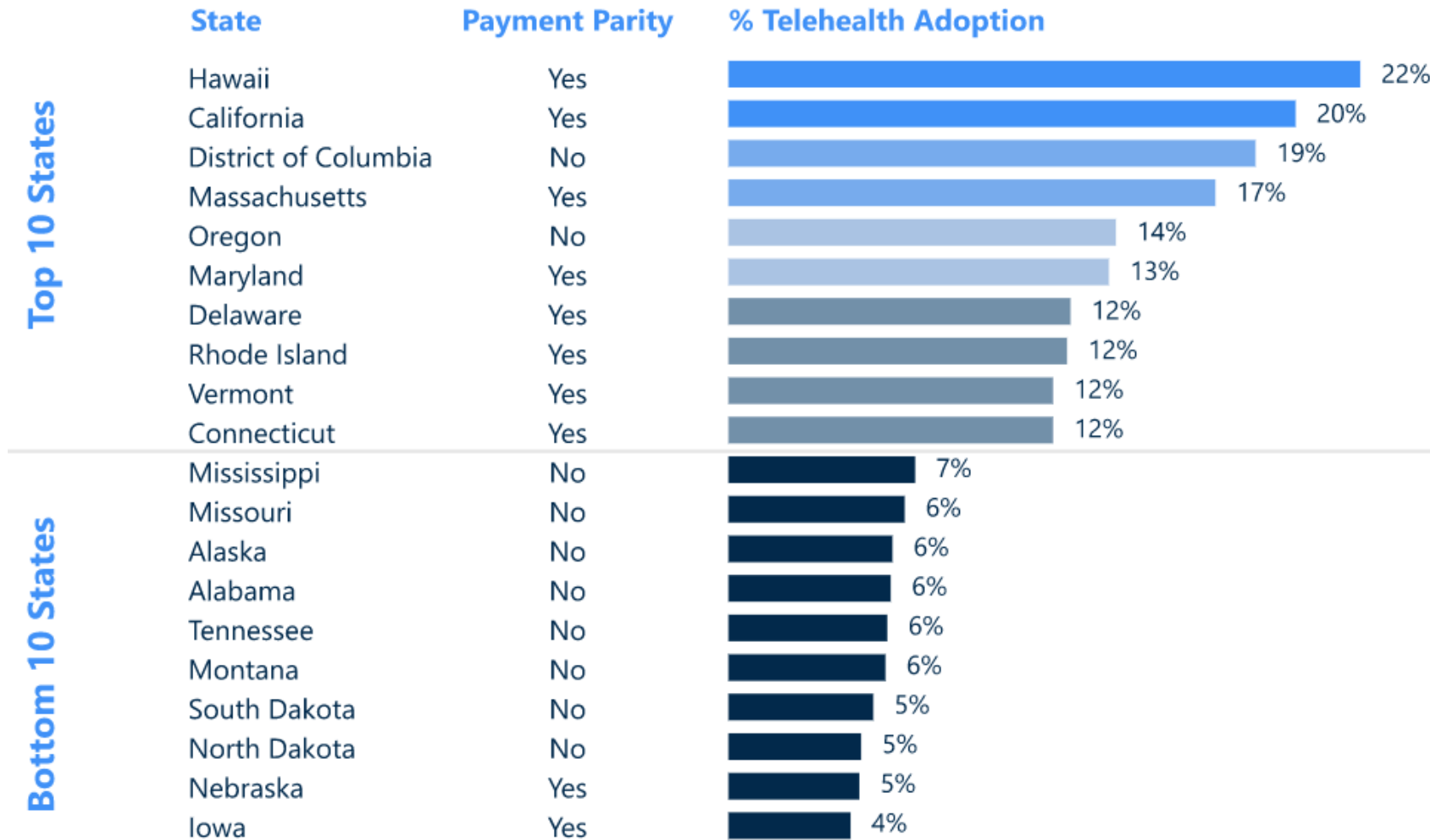


Source: Segal Data

Conditions with the greatest increase in visits

Rank	Category	Change
1	Trauma- and stressor-related disorders	42,018%
2	Feeding and eating disorders	34,703%
3	Obsessive-compulsive and related disorders	34,177%
4	Alcohol-related disorders	27,878%
5	Medical examination/evaluation	24,571%
6	Anxiety and fear-related disorders	24,527%
7	Multiple sclerosis	21,920%
8	Cannabis-related disorders	18,440%
9	Depressive disorders	17,912%
10	Neurodevelopmental disorders	14,469%

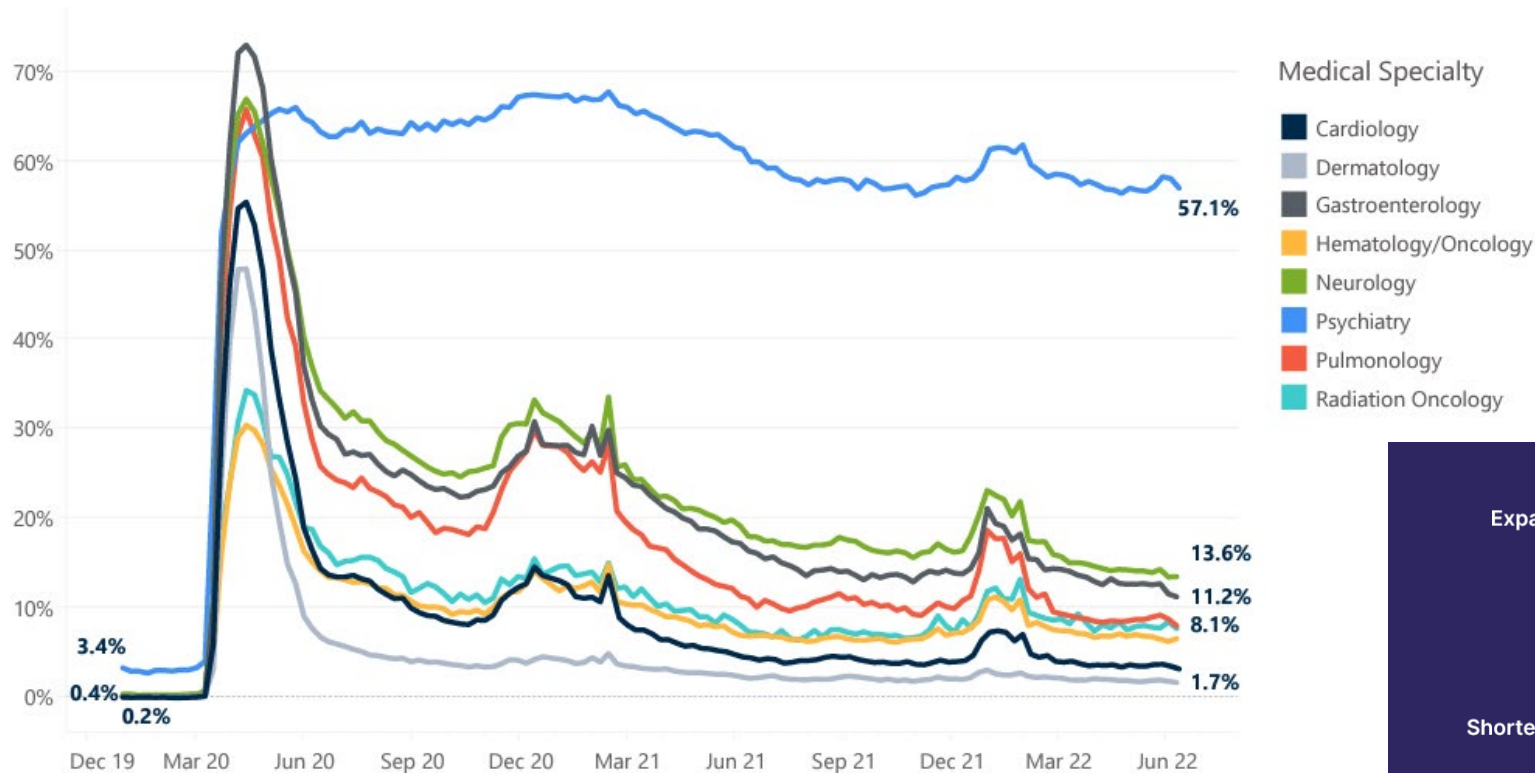
Variation in telehealth adoption by US State



Source: [Telehealth Adoption after Pandemic](#)

Trends in outpatients via telemedicine

Telehealth Trend by Medical Specialty



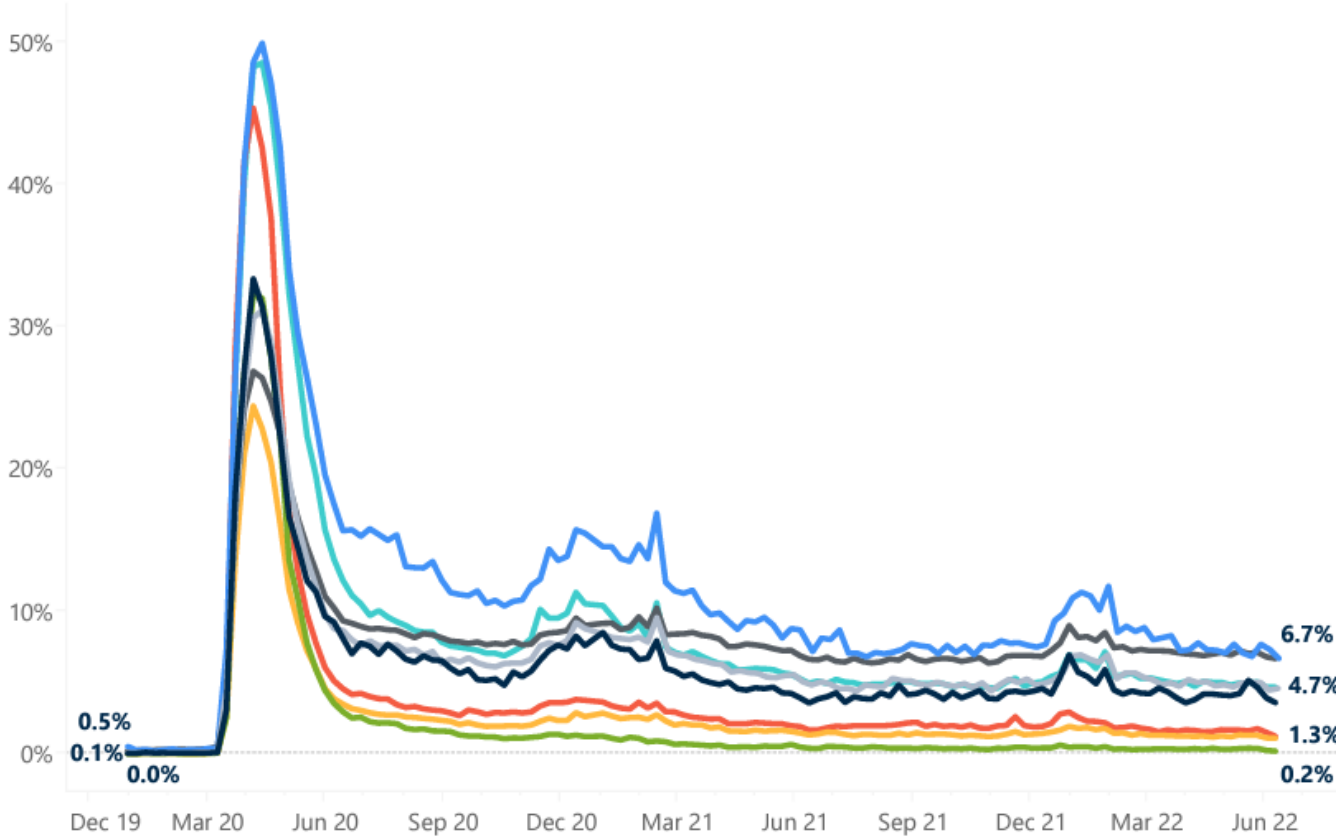
Source: [Telehealth Adoption after Pandemic](#)

Benefits of telehealth for mental health

- 01 Expanded access
- 02 Time-saving
- 03 Shortened delays in treatments
- 04 Result-oriented
- 05 Reduces stigma
- 06 Reduces transportation barriers
- 07 Integrates primary care and behavioral healthcare with improved results
- 08 Better continuity and follow-ups

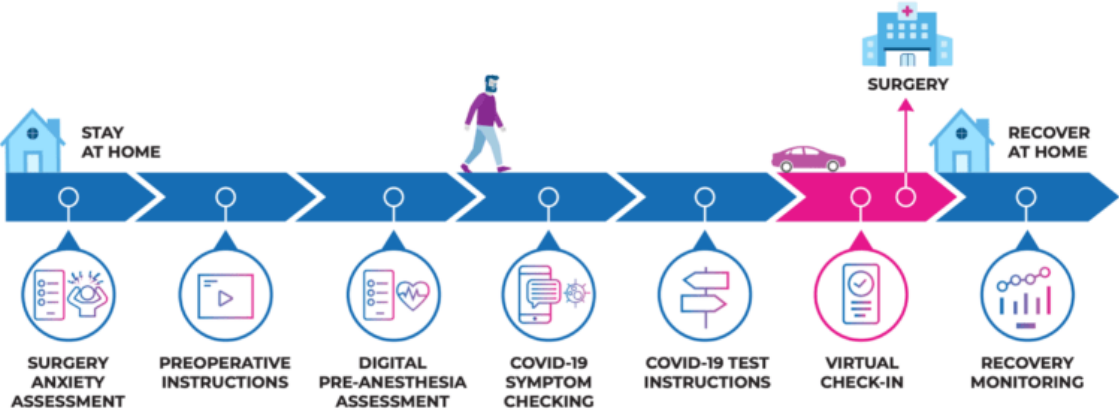
Trends in outpatients via telemedicine

Telehealth Trend by Surgical Specialty



Surgical Specialty

- Cardiovascular Surgery
- General Surgery
- Neurosurgery
- Obstetrics & Gynecology
- Ophthalmology
- Orthopaedics
- Otolaryngology
- Urology



Source: [Telehealth Adoption after Pandemic](#)

Questions

- Should plan sponsors consider potential long-term health savings from lower obesity rates vs. higher near-term Rx costs today?
- Are these drugs more effective from both outcome and cost perspectives, than bariatric surgery?
- Can the plan limit coverage for these drugs to a specific BMI, such as 40+?
- If a plan covers weight loss drugs, how long before they are likely to see an ROI from all of illnesses associated with obesity.
- Should we encourage or discourage use of obesity fighting drugs?
- What's Telehealth going to look like in 2030?



Impact of Insulin Price Decreases

Insulin – New Drug Pricing Dynamics

- In March 2023, the three leading insulin manufacturers (Lilly, Novo Nordisk, and Sanofi) announced major price decreases of up to 75% for some of their insulin products.
- Starting January 1, 2024, the American Rescue Plan Act will remove the rebate cap which affects what manufacturers pay.
- This in turn will have an impact on the rebates paid by manufacturers to PBMs and rebate aggregators.
- PBMs are approaching this pricing update in various ways.

News Release

Lilly Cuts Insulin Prices by 70% and Caps Patient Insulin Out-of-Pocket Costs at \$35 Per Month

Press Release: Sanofi cuts U.S. list price of Lantus®, its most-prescribed insulin, by 78% and caps out-of-pocket Lantus costs at \$35 for all patients with commercial insurance

March 16, 2023

US PRESS RELEASE

Novo Nordisk to lower U.S. prices of several pre-filled insulin pens and vials up to 75% for people living with diabetes in January 2024

Thank You

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