



Calendar Year 2025 Benefit Review

Presented by

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AGENDA

- Explore Alternatives for GLP-1 coverage for Anti-obesity format only
- This discussion excludes GLP-1s for Type2 diabetics. There is no change for those covered.



Market Evolution: GLP-1s (2 formats: Diabetic for Type2 and Anti-Obesity)

GLP-1s: designed to address diabetes with diet & exercise

- Slows gastric emptying to reduce hunger
- Increases insulin production
- Aids in weight loss

Two Main Classes & Market Demand

- More expensive diabetic drugs – Endocrinologists have moved to first line treatment
- Weight loss drugs – 33% of US population is obese and 40% is overweight

Around 75% of payors cover

One new oral drug added to market, with improved efficacy over Wegovy

- Wegovy (Weight Loss): 15% wt loss
- *New* Zepbound (Weight Loss): 20% wt loss
- Cost of new drug relatively equivalent to Wegovy/Saxenda

Established

- Medicare added coverage for Wegovy for CV indication
- Several state Medicaid agencies including NC now cover GLP-1s for weight loss

Pending Issues

- No states require for commercial at this time
- No oral GLP-1s in market to date



Buncombe County current utilization of GLP-1s

Demand

- 8 GLP-1's Exist for Diabetes, 3 for Obesity

Diabetes GLP1s – 1/1/24 – 8/24/24

	# of Scripts	# of unique utilizers	Plan Paid	Member Cost
GLP1s:				
Mounjaro	199	49	\$224,457.75	\$7,113.10
Ozempic	537	110	\$571,709.06	\$20,771.53
Rybelsus	31	9	\$36,832.69	\$1,360.00
Trulicity	73	23	\$76,684.63	\$2,722.00
Victoza	3	1	\$2,234.04	\$150.00
Total	843	169*	\$911,918.17	\$32,116.63

Weight Loss GLP1s – 1/1/24 – 8/24/24

	# of Scripts	# of unique utilizers	Plan Paid	Member Cost
GLP1s:				
Saxenda	11	5	\$13,926.52	\$550.00
Wegovy	212	57	\$274,620.17	\$10,350.00
Zepbound	204	56	\$208,139.71	\$9,800.00
Total	427	108*	\$496,686.40	\$20,700.00

* sum of unique utilizers will not equal the total of unique utilizers as some utilizers will fill more than one type of GLP-1

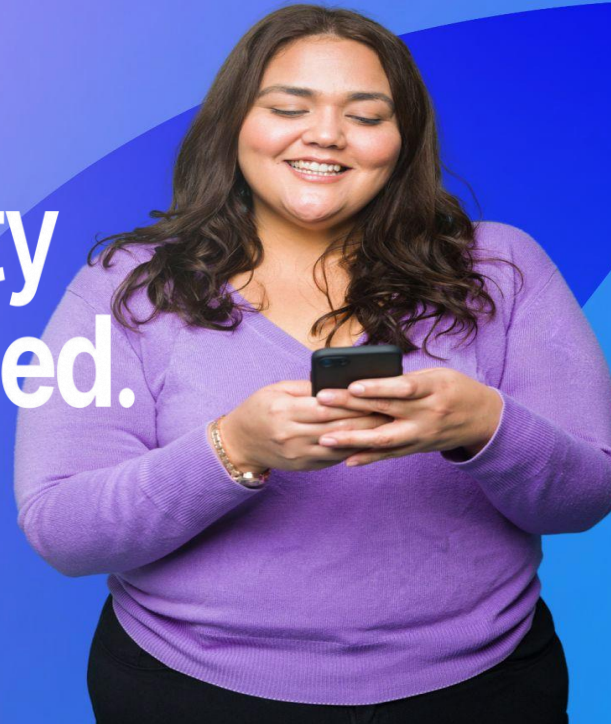


Solution?

GLP-1 Prescription Cost Management

VIDA provides personalized care to support GLP-1 for Weight Management

Diabetes and obesity
outcomes guaranteed.



Vida Programs Overview

Recommended Program



Diabetes Prevention Program	Weight Management	GLP-1 for Weight Management (available for Prime carved in business as of 1/1/25)
Integrated mental health with cognitive behavioral therapy principles		
Coach Led	Coach Led	Registered Dietician Led
<p>Behavior change Self-monitoring with devices and trackers, exercise, educational content, skill building and screening/assessment</p> <ul style="list-style-type: none"> • CDC approved curriculum (1 year req.) • 16 sessions in the first 6 months of the program and 6 sessions in the second 6 months • DPP certified coaches help participants make lasting changes <p>Goal: non-progression to diabetes</p>	<p>Nutritional coaching Culturally adapted eating plans, personalized support for meal prep and planning</p> <p>Behavior change Self-monitoring with devices and trackers, exercise, educational content, skill building and screening/assessment</p> <p>Goal: Weight loss</p>	<p>Obesity-tailored MNT and CBT Enhanced MNT (increased frequency and longer duration) with support for emotional eating</p> <p>Medical weight loss care, anti-obesity medication prescribing Metformin, topiramate, zonisamide, Contrave, Wegovy, Saxenda, Zepbound</p> <p>Goals: GLP-1 trend mitigation Medical weight loss Clinical control of FBG, HTN, LDL</p>
<p>An employer whose primary goal is to manage prediabetes and offer preventive, behavior-change, driven care across a broad population</p>	<p>An employer whose primary goal is to manage obesity/weight and offer preventive, behavior-change, driven care across a broad population</p> <p>GLP-1s/other AOMs are not covered on formulary</p>	<p>An employer whose primary goal is to manage obesity and curb Rx spend on GLP-1s through evidence-based, clinical obesity management</p> <p>GLP-1s/other AOMs are covered on formulary</p>



How does VIDA work?

Vida's obesity and comorbidities management helps you control total cost of care and cost trends for GLP-Is



<p>1</p> <p>Clinical assessment by MD/NP/RD</p> <p>Immediate pharmacotherapy when clinically indicated</p>	<p>2</p> <p>Coaching</p> <p>Medical Nutrition Therapy</p> <p>Cognitive Behavioral Therapy</p>	<p>3</p> <p>Clinical diabetes / obesity treatment as indicated – while improving affordability</p>	<p>4</p> <p>Side effect management</p> <p>Medication Adherence</p> <p>Weight loss and cardiovascular risk reduction tracking</p>	<p>5</p> <p>Sustainable outcomes</p> <p>Step down as appropriate</p>
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Total Cost of Care /
GLP-I trend mitigation

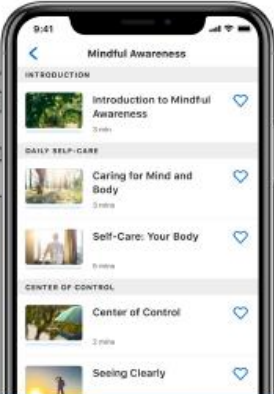
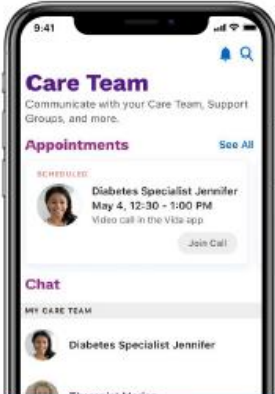
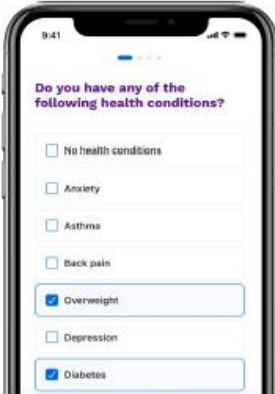
7-10%
Weight loss

Clinical control of
A1c, FBG, HTN, LDL

Improved
quality of life

Vida Member Experience

A member's journey along a personalized care path



Onboard



Meet care team and build care plan



Follow care plan, adjust as needed



Monitor data with devices and labs



Sustain change

89%

of members regularly engage with their provider

80/91

Overall/Spanish net promoter score

75%

retention at six months



Vida's Outcomes



Weight loss

7-10%

weight loss in multiple cohorts at 1 year



GLP-1 prescriptions

↓15-25%

projected GLP-1 utilization trend reduction at 1 year¹



Prediabetes to diabetes

97%

with prediabetes do not progress to diabetes at 1 year



Physician engagement

1 in 2

non-adherent members became adherent w/ PCP visits within 6 months



Hypertension

83%

with stage 2 HTN achieved control by 1 year



Statins

50%

Of non-adherent members became adherent with statins at 6 months

Sources and publications available here: [Research - Vida Health](#)



Cost Impact

2025 Projected Costs

Excluding GLP-1s for Weight Loss

\$37.9M

Including GLP-1s for Weight Loss

\$38.4M

- Increase of approximately \$500K

Incorporating Vida Program

\$38.3M

- Savings of approximately \$100K

Copay for GLP-1s for Weight Loss

of prescriptions listed on slide 4 annualized by the indicated copay amount

Current copay \$50

Proposed Copay \$200

\$31,050

\$128,100 – increase of \$97,050

Vida Program – GLP-1 Weight Loss Support

\$142 PMPM – 108 members

\$184,032 (12 months)

Net Cost of Program after increased copay

\$55,932

Plan Cost of GLP-1s

Without the VIDA Program

\$495,000 (8 months)

Cost with VIDA Program

\$297,000

Total Cost of GLP-1s offered with VIDA Program

\$352,932



2025 Prescription Plan Options

Option 1:

No longer cover GLP-1 and GIP-GLP1 agonist medications for the purpose of weight loss effective 1/1/25.

County Cost - \$37.9M

The County would still cover the following weight loss medications:

- ❑ Phentermine, Qsymia, Benzphetamine, Diethylprop, Lomaira, Contrave, Zenical

Q. If we remove GLP-1s for weight management from the formulary, will our employees be eligible for cost assistance from the manufacturers?

A. Likely, yes, but would depend on the financial assistance programs offered by the manufacturer/coupon programs available. Members work with provider and manufacturer to determine eligibility.

Option 2:

Continue to cover GLP-1 and GIP-GLP1 agonist medications for the purpose of weight loss, with support of the VIDA Program

County Cost - \$38.3M

Members Have Skin in the Game

Q. Is the \$142 per participant per month cost of VIDA on a month to month basis? Or once you engage, you are locked in for the year?

A. \$142 per participant per month is charged monthly until they are no longer utilizing the program. The length of participation can vary by member depending on each need.

Option 3:

Continue to cover GLP-1 and GIP-GLP1 agonist medications for the purpose of weight loss, with no changes

County Cost - \$38.4M

