



Tackling Hypertension in the Workplace: A Comprehensive Approach for Employers

March 20, 2025

AGENDA

- **Welcome - HealthCareTN**
- **Cardiovascular Health- “A real-life Experience”**
 - **Lori Sepich**
- **Benefit Design to Support Hypertension Management**
 - **Neil Goldfarb**, Senior Advisor – National Alliance of Healthcare Purchasers
- **Latest Innovations in Cardiovascular Treatment Options**
 - **Dawn Waddell**, PharmD, BCPS, System Clinical Pharmacy Director - Baptist
- **Closing Comments - HealthCareTN**



Cardiovascular Health - “A real-life Experience”
Lori Sepich



LORI SEPICH

- **Heart Survivor**
- **Co-Founder of HeartQuest**
- **Founder of “Your Heart Rocks” Project**
- **2023 AHA Woman of Impact recipient**





Benefit Design to Support Hypertension Management

Neil Goldfarb

A Few Economic Metrics to Get us Started

- Employees with hypertension (HTN) have costs that are roughly \$3,500 per year greater than those employees without HTN. This equates to roughly 44% higher costs.
- 30% of people with HTN do not know they have HTN, and of those who know they have HTN, 35% are uncontrolled
- People with uncontrolled HTN have more than double the lost work time due to health issues
- At least 50% of people with HTN have at least one other chronic condition or cardiac risk factor such as high cholesterol

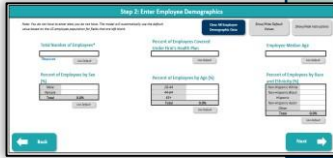
The Budget Impact Model (BIM) allows employers and communities to **easily estimate the impact** of hypertension on a specific employee population or a broader region.

Step 1. Decide Analysis Population to Estimate Impact of Hypertension



- An entire workforce or regional population
- Stratified groups in the workforce or job function
- **Key takeaway:** Analysis can account for up to 5 subgroups across industry sectors or job functions or demographics – critical for large employers or regions with various industry, which have different costs or prevalence

Step 2. Enter Demographic Characteristics



- Total target population; Proportion by age, sex, race, covered under health plan
- **Key takeaway:** Customize the results by the demographic breakdown of a specific region or employer population

Step 3. Enter Hypertension Prevalence Data (if available)



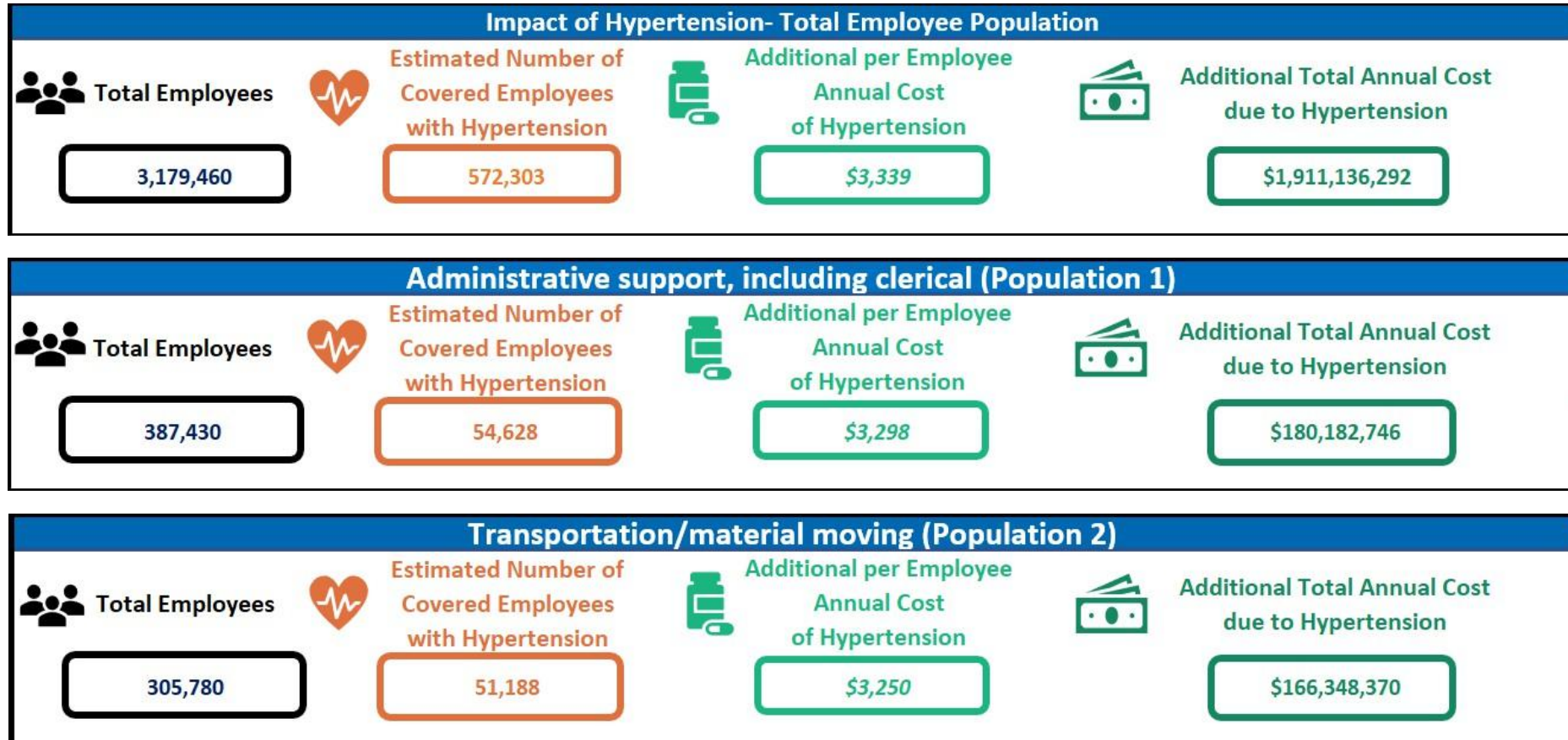
- If data are not available, use industry or job sector specific prevalence rates built into the model.
- **Key takeaway:** Prevalence rates vary by industry and job function and the analysis can take this into account

Step 4: Enter Average Wage and Hours Worked



- Use default values if data are not available
- **Key takeaway:** Customize the productivity loss cost estimates based on specific population or subgroups

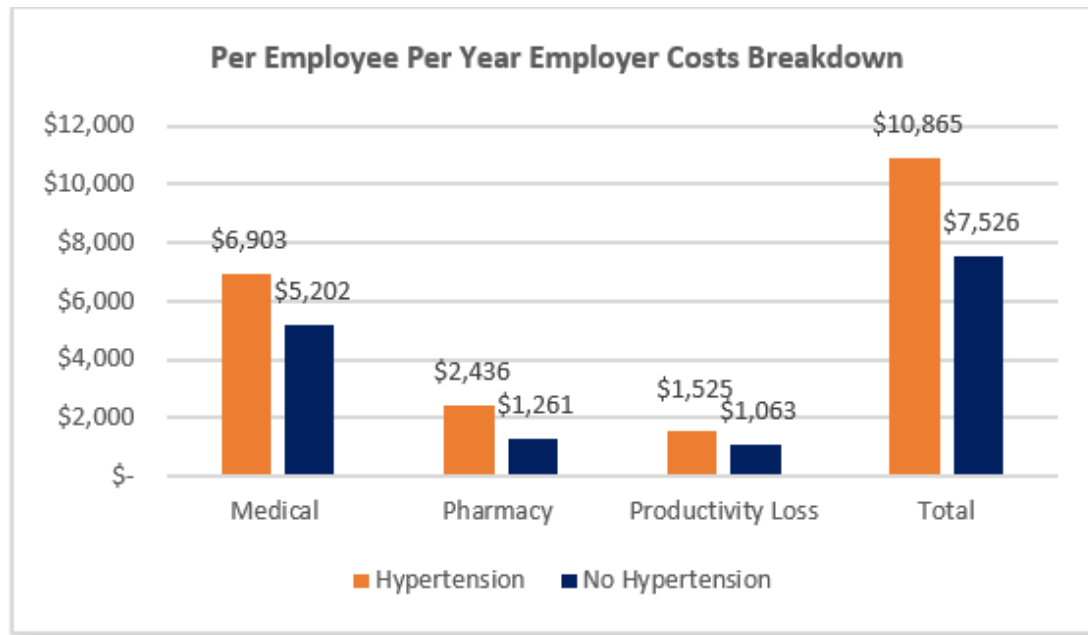
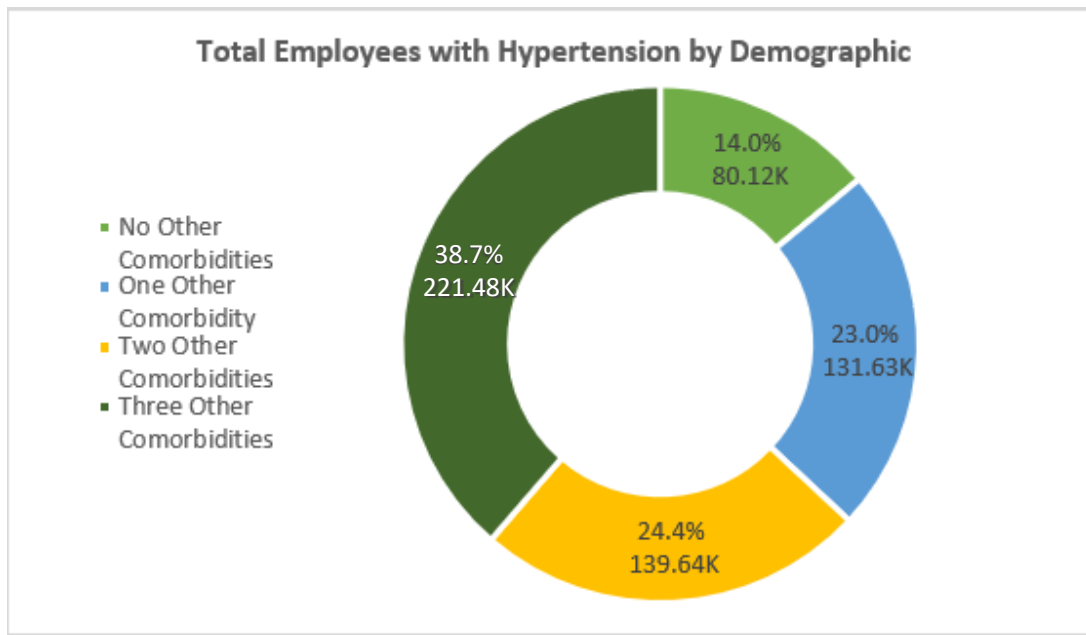
The BIM estimates the incremental costs of hypertension for a specific employer or region overall and by sub-populations.



Example dashboard based on Houston with an employed population of 3,179,460. Two subpopulations were analyzed separately.

Key takeaway: The dashboard shows, at a glance, the overall as well as the differential per person and total impact of hypertension for each sub-population.

The BIM generates **detailed health and cost impact results** for the total population and each sub-population.

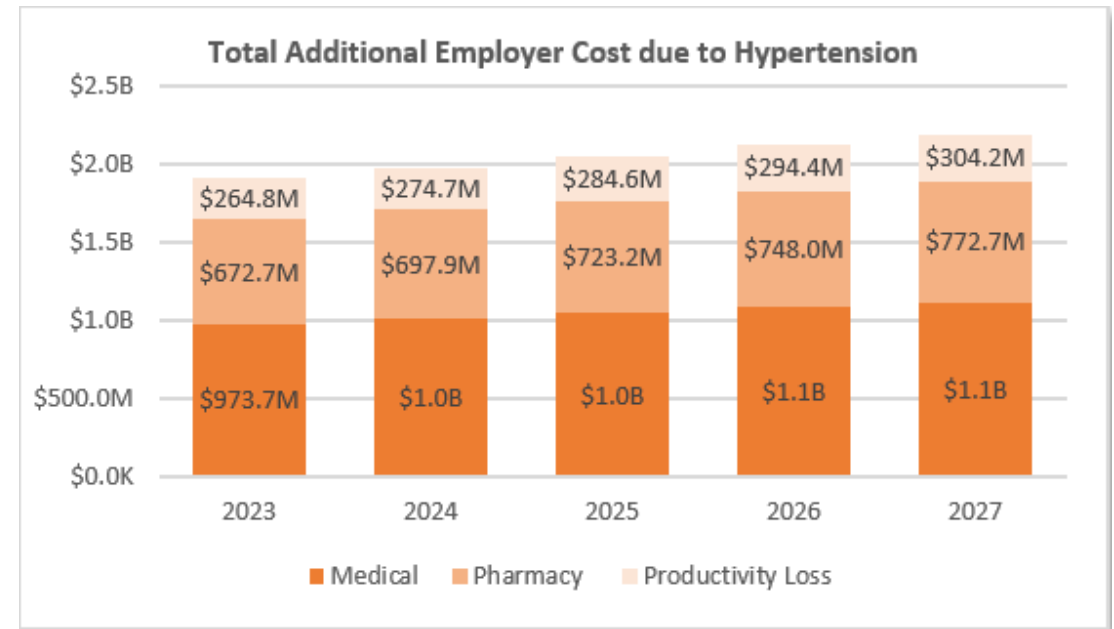
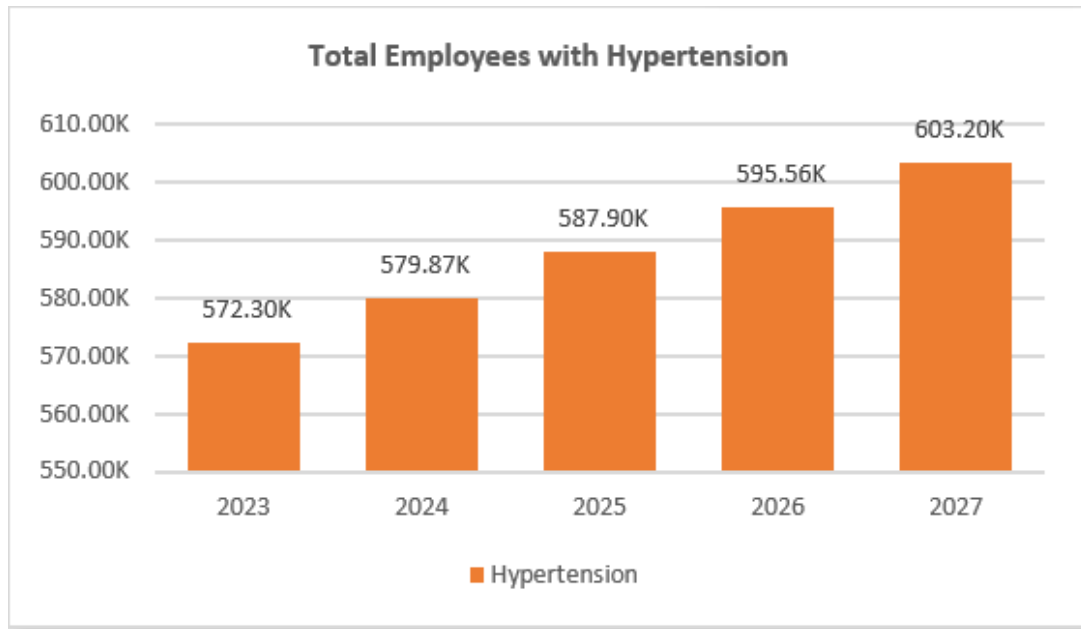


Example dashboard based on Houston with an employed population of 3,179,460. Two subpopulations were analyzed separately. For this example, default parameters based on the U.S. were used for demographic variables (age, sex, race) and were applied to Houston workforce populations.

Key takeaway: The BIM shows drivers of hypertension cost impacts (medical, pharmacy, and productivity loss) and the incremental costs, useful to decision-makers and those responsible for programs for assessing the current status and impact of hypertension.

The BIM generates **projected costs by cost type** and shows that without intervention, they will continue to increase.

These metrics show the cost of standing still and the benefits to gain from intervention.



Example dashboard based on Houston with an employed population of 3,179,460. Two subpopulations were analyzed separately. For this example, default parameters based on the U.S. were used for demographic variables (age, sex, race) and were applied to Houston workforce populations.

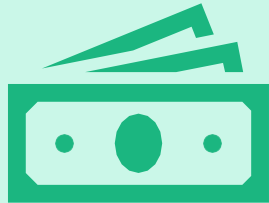
Key takeaway: The BIM provides data and transparency for your business and community in terms of opportunity costs and future costs with no additional intervention.

The Claims Analysis Guide was developed to help **employers ask questions and obtain data to understand drivers and inform interventions** and insurance benefit decision-making.



Question 1: How many employees have hypertension?

- Provides data points for decision making including current number of employees with hypertension and number of employees newly diagnosed.



Question 2: What are the costs related to hypertension?

- Provides detailed insights on hypertension-related direct medical costs broken out by various categories such as age group, race/ethnicity, type of care (e.g., inpatient hospitalization, physician office visit), treatment category, and neighborhood characteristics as measured by the Social Deprivation Index (SDI).



Question 3: How many employees are treated with medication for hypertension?

- Provides data on hypertension treatment and adherence as measured by proportion days covered (PDC).

To Access the BIM and Claims Analysis Guide on the FTI Consulting Website:

<https://www.ftichep.com/hypertensiontools/>

Note: these resources are free; registration is required

Comprehensive Benefit Design for Hypertension

7 Strategies for prevention, screening, and management

Employers are encouraged to view the strategies as a **checklist of key interventions** to implement for reducing the impact of hypertension: both by **reducing the number of individuals with hypertension** and **helping to control blood pressure for those diagnosed** with this chronic condition.

View the guide here: <https://hypertensioncontrol.org/wp-content/uploads/2023/11/Comprehensive-Benefit-Design-for-Hypertension.pdf>

September 2023



Comprehensive Benefit Design for Hypertension *Employer Recommendations for Action*

Hypertension (high blood pressure) affects nearly 50% of working-age adults in the U.S., resulting in significant impacts on health and well-being (e.g., cognitive decline, kidney disease), direct costs of care (e.g., hospitalization, physician visits), and indirect costs (absenteeism and presenteeism). This Comprehensive Benefit Design for Hypertension is intended to help employers, as purchasers of health benefits, and stewards of population health, develop and implement well-being and benefit design strategies to prevent, control, and manage the impact of hypertension.

The Comprehensive Benefit Design for Hypertension draws on a wide variety of resources from the U.S. Centers for Disease Control and Prevention, the American Heart Association, and similar organizations that are committed to improving population health and blood pressure control. These, and other resources are listed toward the end of this guide.

How Employers Can Use this Comprehensive Benefit Design for Hypertension

Employers are encouraged to view the following strategies as a checklist of key interventions to implement for reducing the impact of hypertension: both by reducing the number of individuals with hypertension, and helping to control blood pressure for those diagnosed with this chronic condition. These strategies are intended to improve the health of the workforce and the community, and lower healthcare costs. The Resource List provides additional information and tools to assist employers in implementing these seven strategies.

Strategy 1: Primary Prevention/Lifestyle Support

- ❑ Healthy eating and physical activity programs
- ❑ Availability of healthy foods, including low-sodium options
- ❑ Promote smoke-free campus and smoking cessation
- ❑ Education and resources to limit alcohol intake
- ❑ Education and resources to promote healthy sleep
- ❑ Promote healthy weight: lifestyle, Rx benefit, surgical benefit
- ❑ Promote access to mental health resources, including EAP

DASH Eating Plan	
The Benefits: Lowers blood pressure & LDL "bad" cholesterol.	
Eat This	Limit This
Vegetables	Fatty meats
Fruits	Full-fat dairy
Whole grains	Sugar sweetened beverages
Fat-free or low-fat dairy	Poultry
Fish	Beans
Nuts & seeds	Sweets
Vegetable oils	Sodium intake

www.nhlbi.nih.gov/DASH

American Heart Association
Healthy for Good

FIGHT STRESS WITH HEALTHY HABITS



- 1. Slow down.**
Plan ahead and allow enough time to get the most important things done without having to rush.
- 2. Snooze more.**
Try to get seven to nine hours of sleep each night. To fight insomnia, add mindfulness and activity.
- 3. Let worry go.**
The world won't end if a few things fall off your plate. Give yourself a break and just breathe.
- 4. Laugh it up.**
Laughter makes us feel good. Don't be afraid to laugh out loud, even when you're alone.
- 5. Get connected.**
A daily dose of friendship is great medicine. Make time to call friends or family so you can catch up.
- 6. Get organized.**
Use "to do" lists to help you focus on your most important tasks and take big projects one step at a time.
- 7. Practice giving back.**
Volunteer your time or spend time helping out a friend. Helping others helps you.
- 8. Be active every day.**
Exercise can relieve mental and physical tension. Find something you think is fun and stick with it.
- 9. Give up the bad habits.**
Too much alcohol, tobacco or caffeine can increase blood pressure. Cut back or quit to decrease anxiety.
- 10. Lean into things you can change.**
Make time to learn a new skill, work toward a goal, or to love and help others.

Learn more at heart.org/HealthyForGood

EAT SMART MOVE MORE BE WELL

© Copyright 2023 American Heart Association, Inc. 00000000

Strategy 2: Screening & Detection

- Promote primary care relationships
- Incorporate blood pressure (BP) measurement into health fairs and other events
- HRA's should include family history, and self-reported BP, or biometric measurement
- Determine how high BP findings will be referred/followed-up

Blood Pressure Categories



BLOOD PRESSURE CATEGORY	SYSTOLIC mm Hg (upper number)		DIASTOLIC mm Hg (lower number)
NORMAL	LESS THAN 120	and	LESS THAN 80
ELEVATED	120-129	and	LESS THAN 80
HIGH BLOOD PRESSURE (HYPERTENSION) STAGE 1	130-139	or	80-89
HIGH BLOOD PRESSURE (HYPERTENSION) STAGE 2	140 OR HIGHER	or	90 OR HIGHER
HYPERTENSIVE CRISIS (consult your doctor immediately)	HIGHER THAN 180	and/or	HIGHER THAN 120

American Heart Association. SS-10560 (6/20)

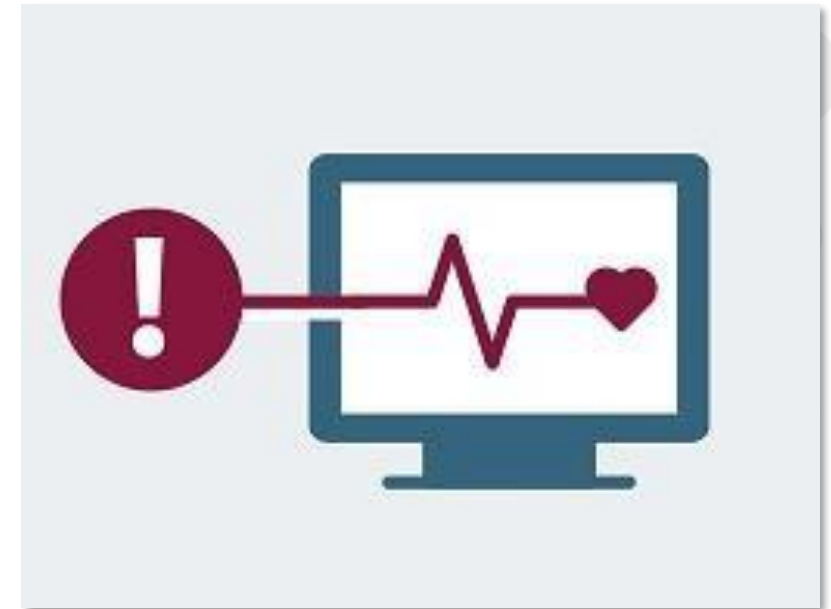
heart.org/bplevels

Strategy 3: Know YOUR Data

- ❑ Ask health plans and vendors to provide information on:
 - **Population prevalence of hypertension**
 - **Subgroup differences: age, gender, race/ethnicity, co-morbidities...**
 - **Percent (%) of population with HTN has a primary care relationship**
 - **Percent (%) of population with HTN on pharmacotherapy**
 - For those on pharmacotherapy, what is the adherence rate

- ❑ Ask and learn how each of these indicators are measured

- ❑ Track progress over time, looking at both prevalence and cost



https://www.cdc.gov/dhdsp/materials_for_professionals.htm

3b: Additional Questions for Health Plans

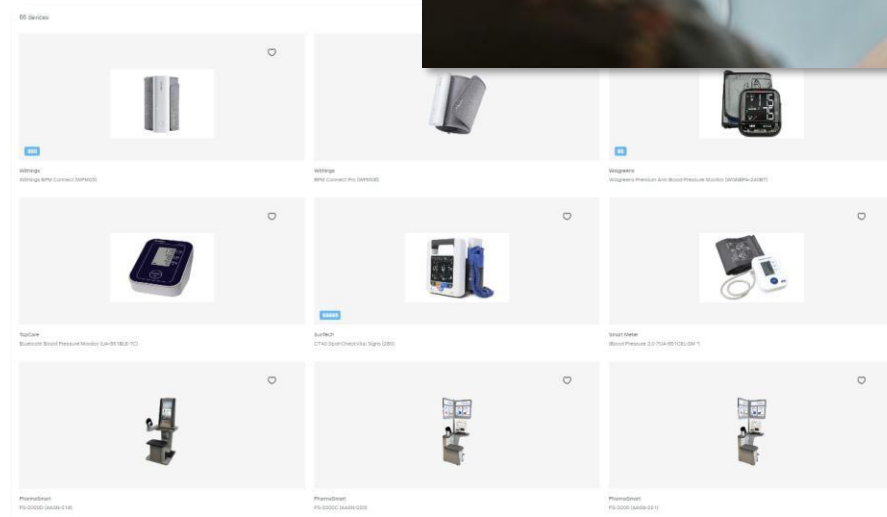
- What are your commercial HEDIS rates for the hypertension measures?
- What programs are you offering to manage hypertension?
- Is it possible to capture blood pressure in claims data?
- How are you trying to foster primary care relationships, especially for people with hypertension?

Controlling High Blood Pressure

Measure Year	Commerical HMO	Commercial PPO	Medicaid HMO	Medicare HMO	Medicare PPO
2021	60.3	50.8	58.6	70.4	70.1

Strategy 4: Benefit Design Considerations

- Value-based insurance design (V-BID) for HTN medications
- Coverage of self-monitoring BP cuffs (validated)
 - Check out **ValidateBP.org** (American Medical Association)
- Pharmacist review of formulary



<https://www.validatebp.org/>

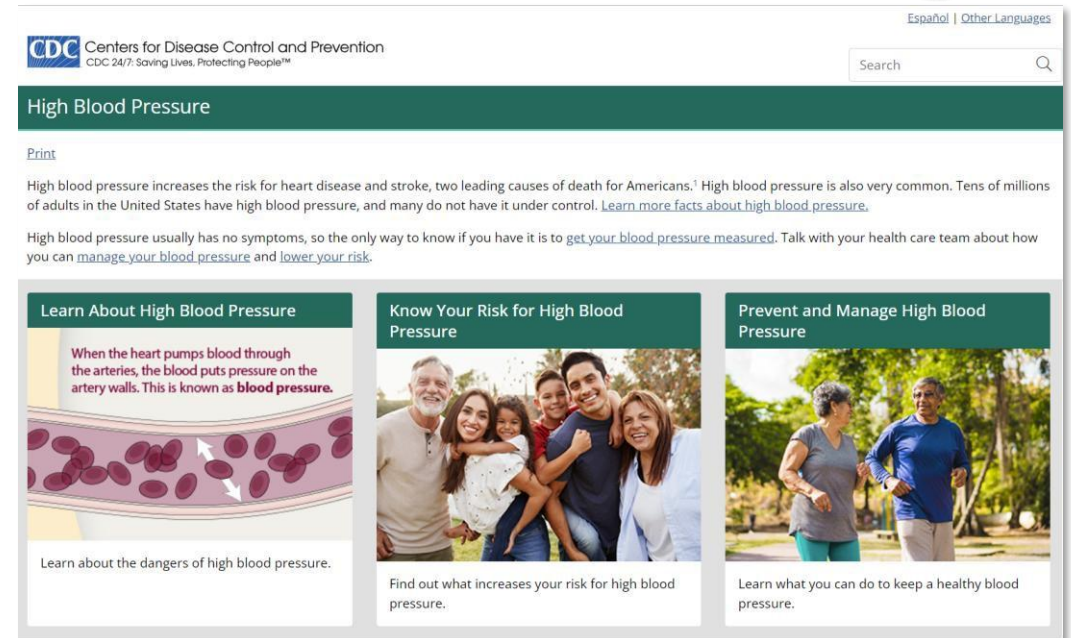
Strategy 5: Promoting Appropriate Care Management

- Ensure that all people with diagnosed HTN have a PCP
- Assess health plan programs and resources to support patient education and high-quality care
- Implement MTM or CMM (pharmacist review) for those with co-morbidities
- Consider outsourcing to a HTN management vendor, or providing access to self-management apps
- Ensure appropriate follow-up for hospitalizations related to HTN



Strategy 6: Promote a Supported Workforce with Resources

- ❑ Link to resources from AHA, CDC, and other organizations
- ❑ Easy access (including \$) to educational tools and programs
- ❑ Identify existing resources for individual counseling (e.g., registered dietitian), and consider adding services
- ❑ Recognize impact of Social Determinants of Health; identify and address inequities
- ❑ Consider fostering patient resource groups



The screenshot shows the CDC website page for High Blood Pressure. At the top, the CDC logo and tagline "Centers for Disease Control and Prevention" are visible, along with a search bar and language options for Spanish and other languages. The main heading is "High Blood Pressure". Below this, there is a "Print" link and a paragraph of text explaining that high blood pressure increases the risk for heart disease and stroke, and that many people do not have it under control. A second paragraph states that high blood pressure usually has no symptoms and that the only way to know if you have it is to get your blood pressure measured. Below the text are three columns of content:

- Learn About High Blood Pressure:** Includes a diagram of an artery with red blood cells and the text: "When the heart pumps blood through the arteries, the blood puts pressure on the artery walls. This is known as **blood pressure**." Below the diagram is the text: "Learn about the dangers of high blood pressure."
- Know Your Risk for High Blood Pressure:** Includes a photo of a diverse family and the text: "Find out what increases your risk for high blood pressure."
- Prevent and Manage High Blood Pressure:** Includes a photo of a man and a woman walking and the text: "Learn what you can do to keep a healthy blood pressure."

<https://www.cdc.gov/bloodpressure/index.htm#print>

Strategy 7: Evaluate and Continuously Improve Your Efforts

- ❑ Refer back to strategy 3: Know your data
- ❑ At least annually, track these key metrics:
 - **Hypertension prevalence**
 - **Hypertension control**
 - **Obesity prevalence**
 - **Incidence rates and costs for HTN-related events (cardiac and cerebrovascular)**
 - **Overall trends in direct cost for total population, and HTN subgroup**



<https://www.mindtools.com/as215i1/pdca-plan-do-check-act>

Takeaways from GPBCH Employer Collaborative on Hypertension

- Few employers had a HTN strategy in place (prior to the project)
- Employers recognize “cardiovascular disease” as a cost driver, but don’t necessarily develop preventive strategies for risk factors such as HTN or hyperlipidemia
- Employers were not aware of what their benefit designs covered with regard to HTN, e.g. blood pressure monitors, HTN medication out-of-pockets
- Employers were very interested in asking health plans and consultants to look at HTN prevalence, links to primary care utilization, and Rx adherence for HTN medications
- Employers were going to look at the link between HTN as a co-morbidity, and costs and utilization for common and costly chronic conditions such as diabetes

Contact Information

Neil Goldfarb

Senior Advisor

National Alliance of Healthcare Purchaser
Coalitions

ngoldfarb@nationalalliancehealth.org



Latest Innovations in Cardiovascular Treatment Options

Dawn M. Waddell, PharmD, BCPS
System Clinical Pharmacy Director

Overview



Cardiovascular disease



Disease management



Medication adherence

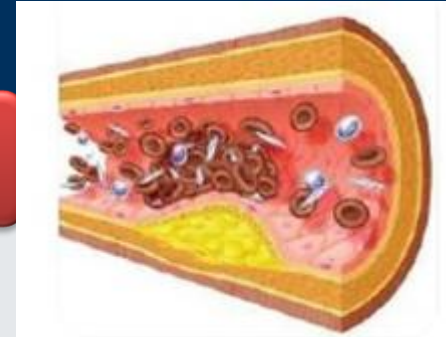


Workplace wellness programs

Cardiovascular Disease (CVD)

Atherosclerotic CVD (ASCVD)

- **Coronary heart disease** (heart attacks)
- Cerebrovascular disease (stroke)
- Peripheral artery disease (pain/ Claudication)
- Aortic atherosclerosis / aortic aneurysm



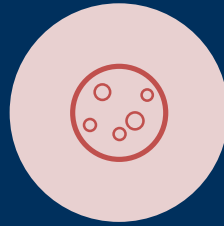
Additional cardiac diseases

- Heart failure
- Arrhythmia
- Heart valve problems

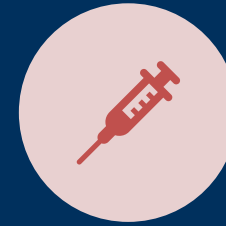
Key CVD Risk Factors



HYPERTENSION



DYSLIPIDEMIA



GLUCOSE
INTOLERANCE /
DIABETES



OBESITY



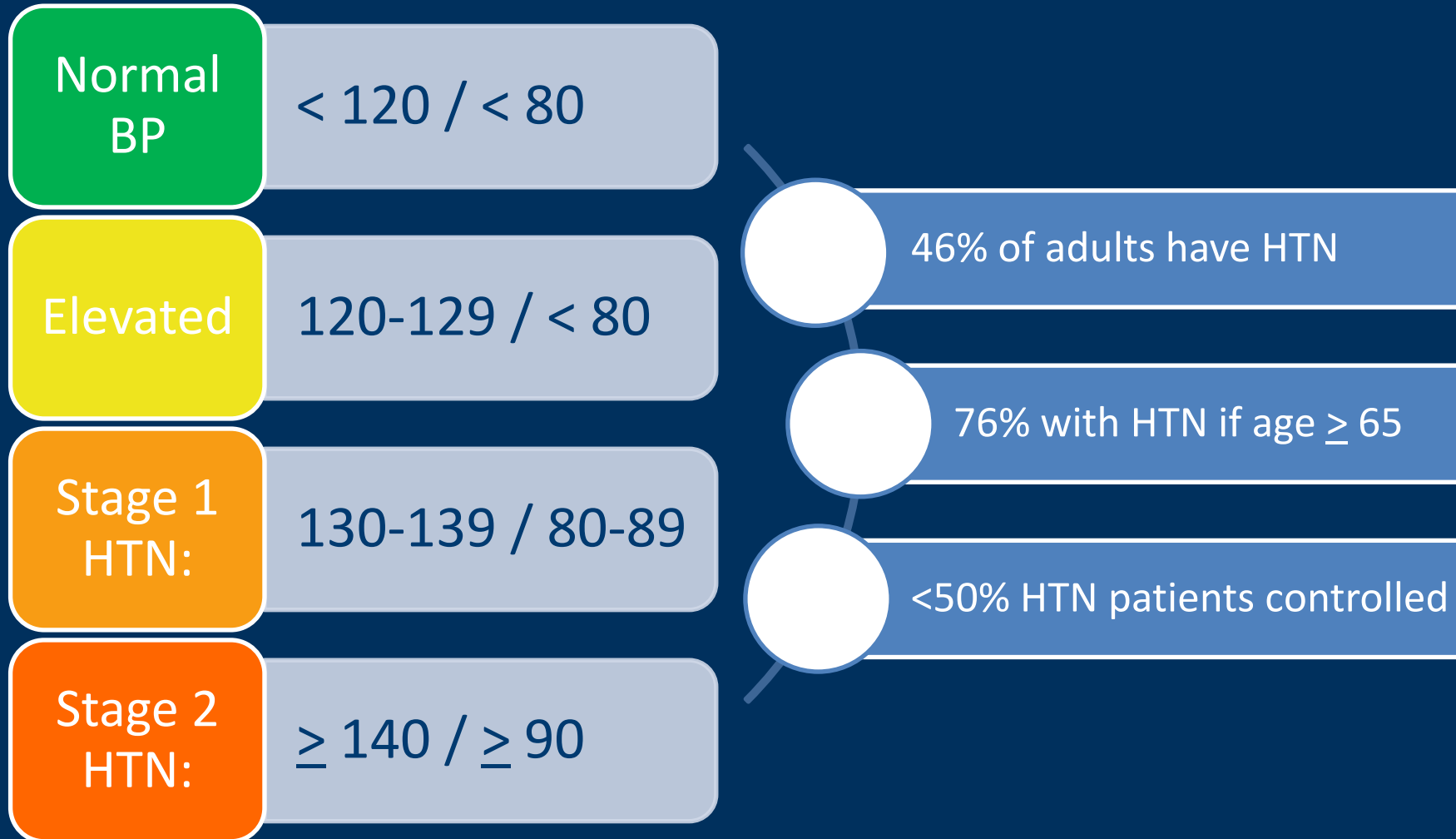
SMOKING



PHYSICAL
INACTIVITY

HYPERTENSION

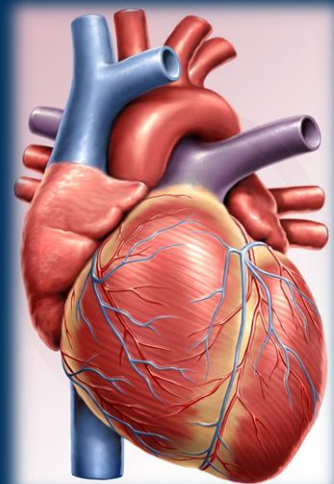
Hypertension (HTN)



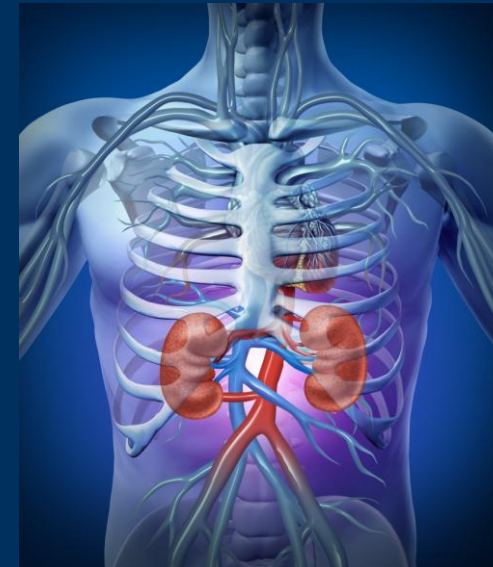
Increased BP = Increased Health Risk



Every 20 mmHg systolic BP (or 10 mmHg diastolic BP) above normal = 2x risk of death from heart disease or stroke



HTN damages small blood vessels in the kidneys, damaged kidneys are not able to regulate BP as well leading to harmful cycle of HTN and kidney damage

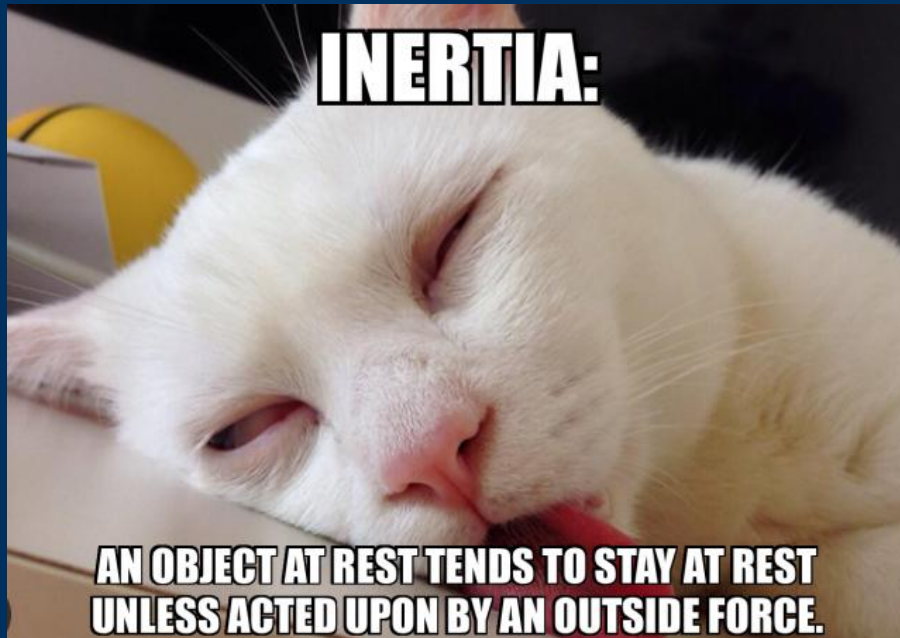


HTN Medication Therapy

Medication Class	Example	Additional Benefit
ACE-I ARB	Lisinopril (Zestril) Losartan (Cozaar)	Heart failure Kidney disease Diabetes
Calcium channel blocker	Amlodipine (Norvasc)	
Thiazide/TZD-like diuretic	Hydrochlorothiazide (HCTZ) Chlorthalidone (Thalitone)	
Mineralocorticoid	Spirolactone (Aldactone)	Heart failure Kidney disease
Beta blocker	Carvedilol (Coreg) Metoprolol (Lopressor, Toprol)	Post-heart attack Heart failure Arrhythmia
SGLT2-I	Empagliflozin (Jardiance) Dapagliflozin (Farxiga)	Diabetes Heart failure Kidney disease

Various classes often used in combination

10 mmHg reduction in BP = ↓20% risk of CV events



*Avoid
Therapeutic
Inertia!*

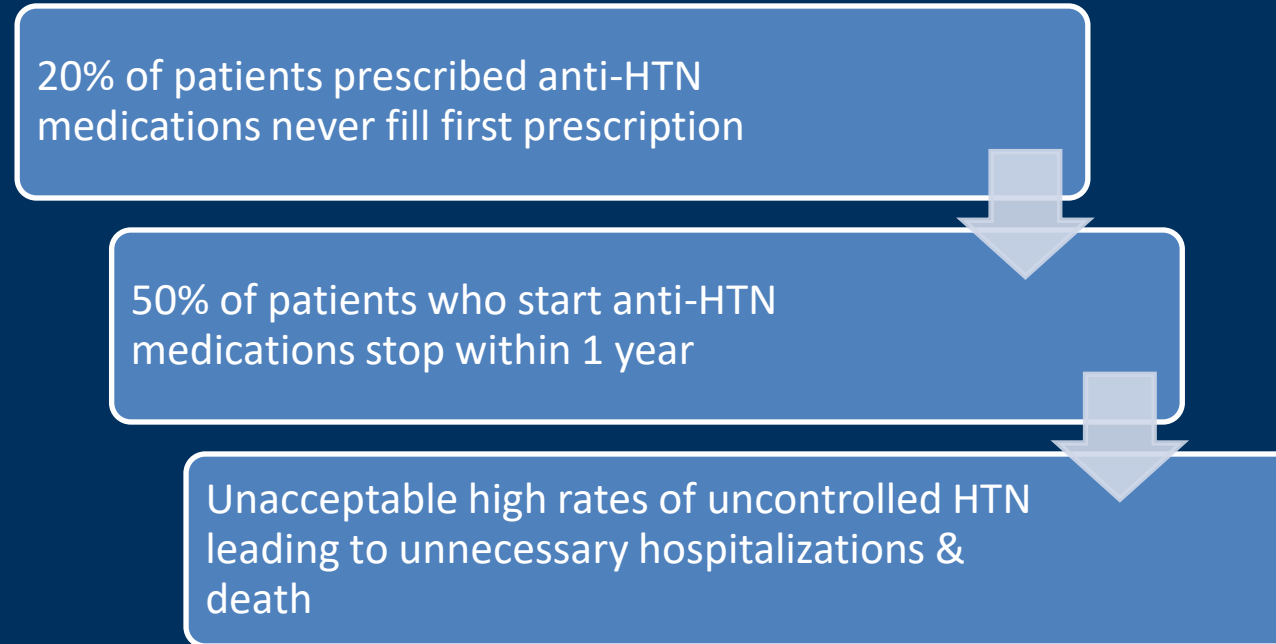
40% of patients
with uncontrolled
HTN are only on
1 medication

Patients should be
evaluated every
2-4 weeks until BP
at goal

Once BP at goal,
evaluate every 3-6
months

Visits can be in-person or via telehealth

Non-Adherence



Pharmacist Tips:

- Long-acting medications / once-daily dosing
- Combination pills
- Synchronize prescriptions for fewer trips to the pharmacy for refills
- Incorporate mail-order pharmacy services
- **Counsel patients!**

Hypertensive Emergencies



Heart attack



Stroke



Eye damage



Kidney failure

- Symptoms
 - Chest pain or pain in upper back or between shoulders
 - Difficulty breathing
 - Nausea or vomiting
 - Severe headache
 - Confusion
 - Passing out / seizures
 - Weakness on 1 side of body, or 1 arm or leg
 - Difficulty talking
 - Blurry vision/ vision changes
 - Brown or bloody urine
- Seek urgent medical help

DYSLIPIDEMIA

Cholesterol

Key ingredient for your body to make new cells

Made in the liver and comes from diet

Different lipid types:

- Triglycerides: most common type of fat in body
- HDL: “good cholesterol”
- LDL: “bad cholesterol”
 - Leads to plaque build-up in arteries contributing to increased heart attack and stroke risk
 - Goal <100 mg/dL

Cholesterol-Lowering Medications

- Providers evaluate LDL levels and CV risk to consider lipid lowering medications
- 1st-line = Statins:
 - ↓ LDL by 25-55% and ↓ **relative CVD risk by 30%**
 - Atorvastatin (Lipitor) or Rosuvastatin (Crestor) often preferred due to larger reductions in LDL and CV risk
 - Diabetes patients should also be prescribed statins
- Additional medications:
 - Ezetimibe (Zetia)
 - Bempedoic acid (Nexletol)
 - Colesevelam (Welchol)
 - Alirocumab (Praluent), Evolocumab (Repatha)

GLUCOSE & DIABETES MANAGEMENT

Glucose & Insulin Resistance

Body breaks down food -> converts to glucose

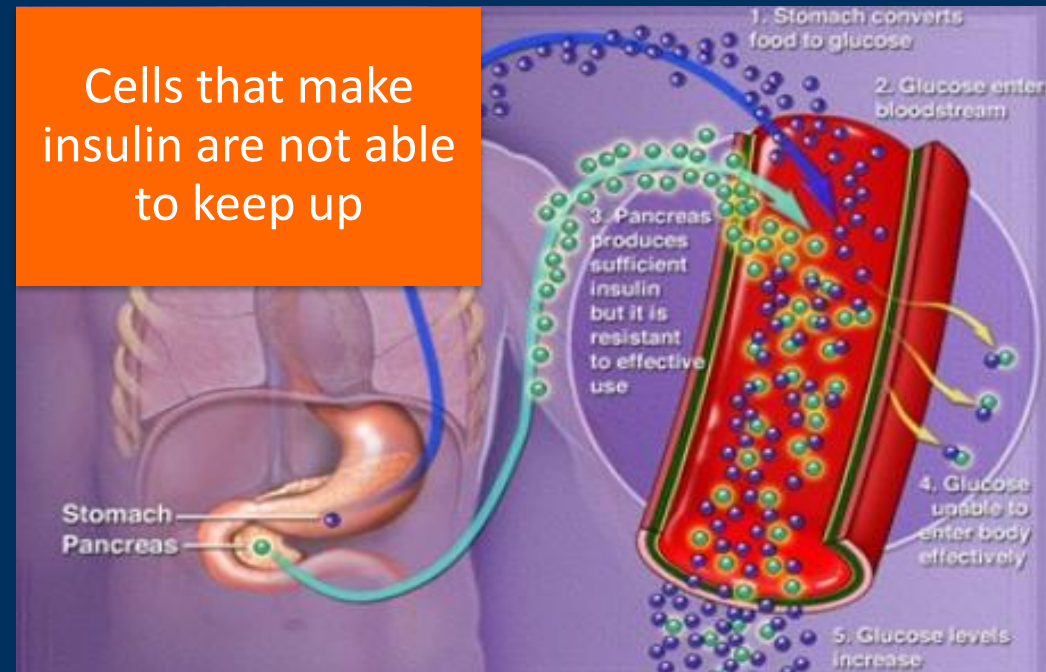
Glucose enters blood stream

Insulin helps glucose enter cells to use for energy

Body unable to use insulin efficiently -> insulin resistance

Cells that make insulin are not able to keep up

Leads to high glucose levels in bloodstream -> Diabetes



Type 2 Diabetes Mellitus (DM2)

- Obesity = #1 risk factor
- ↑ risk of heart attacks, stroke, kidney disease, neuropathy, eye damage, poor wound healing, vascular issues leading to amputations
- Most common diagnoses methods:
 - A1C = measures average BG over past 2-3 months
 - Fasting glucose test = measures BG when patient has not had anything to eat or drink for ~8 hours

	Normal	Pre-Diabetes/↑Risk	Diabetes
A1C	4-5.6%	5.7-6.4%	≥6.5%
Fasting glucose	<100 mg/dL	100-125 mg/dL	≥126 mg/dL

DM2 Treatment

Medications	Medication Names	Possible side effects	Additional
Metformin	Metformin (generic)	GI side effects	Oral, inexpensive
SGLT2-I	Dapagliflozin (Farxiga) Empagliflozin (Jardiance)	UTIs, genital infections	Oral, \$\$
GLP-1	Semaglutide (Ozempic) Tirzepatide (Mounjaro)	GI side effects	Injection, \$\$\$\$
Insulin	Glargine (Lantus, Levemir) Aspart (Humalog, Novolog)	Hypoglycemia, weight gain	Injection, \$\$
Various	--	--	--

- Additional
 - Control HTN
 - Lipid therapy (Statin)
 - Consider Aspirin
 - DM education
 - Get to goal!

OBESITY

Obesity Overview

Classification	BMI
Normal	18.5-24.9 kg/m ²
Overweight	25-29.9 kg/m ²
Class 1 Obesity	30-34.9 kg/m ²
Class 2 Obesity	35-39.9 kg/m ²
Class 3 Obesity	≥ 40 kg/m ²

- Prevalence in US adults (2020)
 - BMI ≥ 30: ~42%
 - BMI ≥ 40: ~9%
- ↑ Annual medical costs per person (2019 \$'s)
 - BMI ≥ 30: \$1861
 - BMI ≥ 40: \$3097

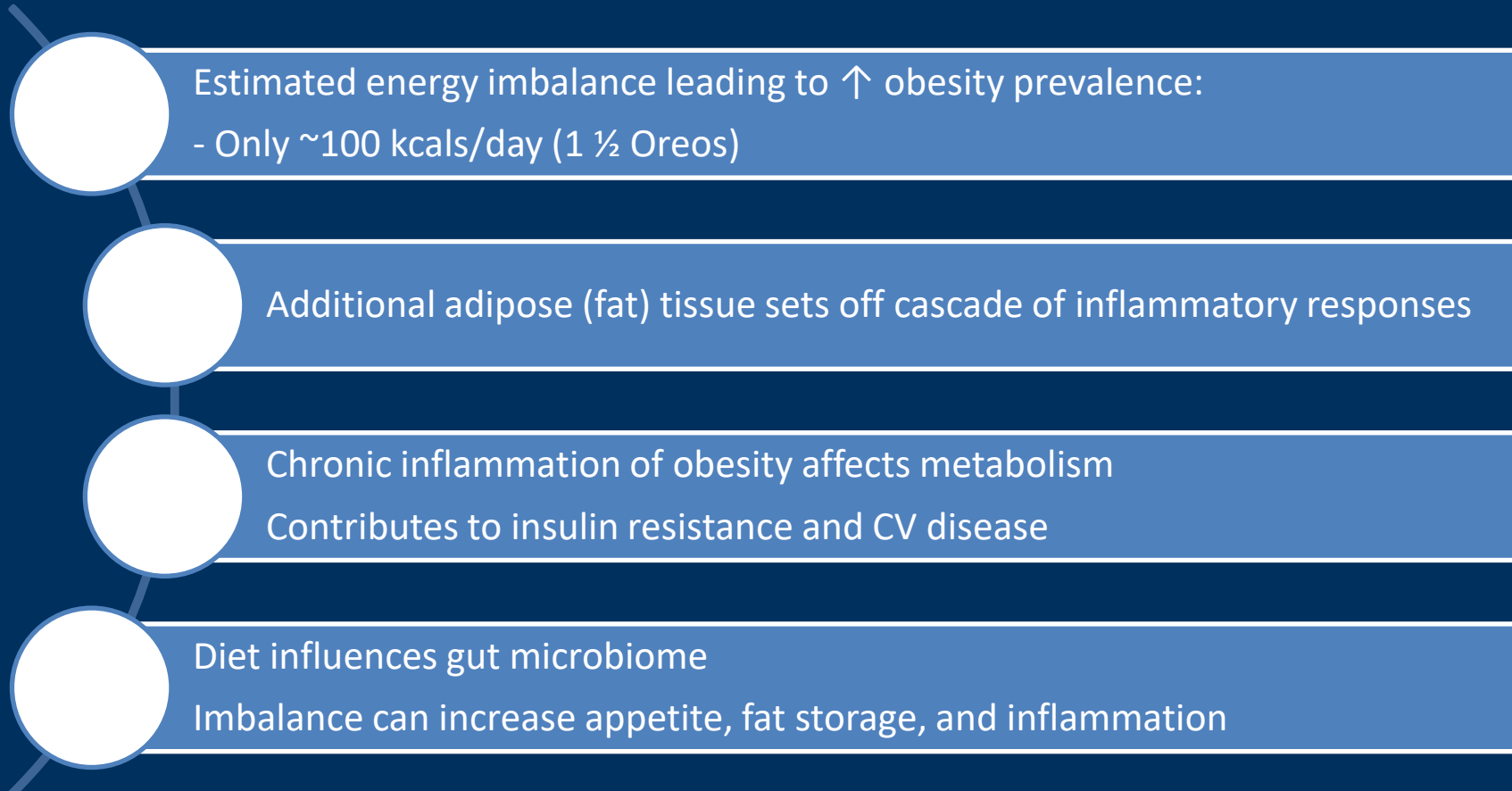
↑ Health risks:

- DM2, HTN, dyslipidemia, heart disease, stroke, cancer, osteoarthritis, kidney/liver disease, sleep apnea, depression, gout, infertility, immobility...

BMI ≥ 40: ↓ lifespan by average 8-10 years

↑ BMI associated with ↑ all-cause and cardiovascular mortality

Obesity as a Disease instead of Stigma



Metabolic derangements of obesity can lead to more weight gain!

Rx Weight Loss Medications: GLP-1s

Tirzepatide (**Zepbound**, Mounjaro) & Semaglutide (**Wegovy**, Ozempic)

- Weekly injections

FDA approved indications:

- BMI \geq 30 kg/m²
- BMI \geq 27 kg/m² with comorbidity (CV disease, DM2, HTN, HLD, OSA)
- Improve glycemic control in DM2
- Reduce CV/kidney disease risk in DM2 (Wegovy)
- Obstructive sleep apnea (OSA) with obesity (Zepbound)

Slow digestion, feel full more quickly, \uparrow insulin release after eating

- Side effects: Nausea, vomiting, diarrhea, constipation

\$\$\$\$ ~12,000 per year

- Need to continue treatment to maintain weight loss

Costs vs. Benefits: Study 1

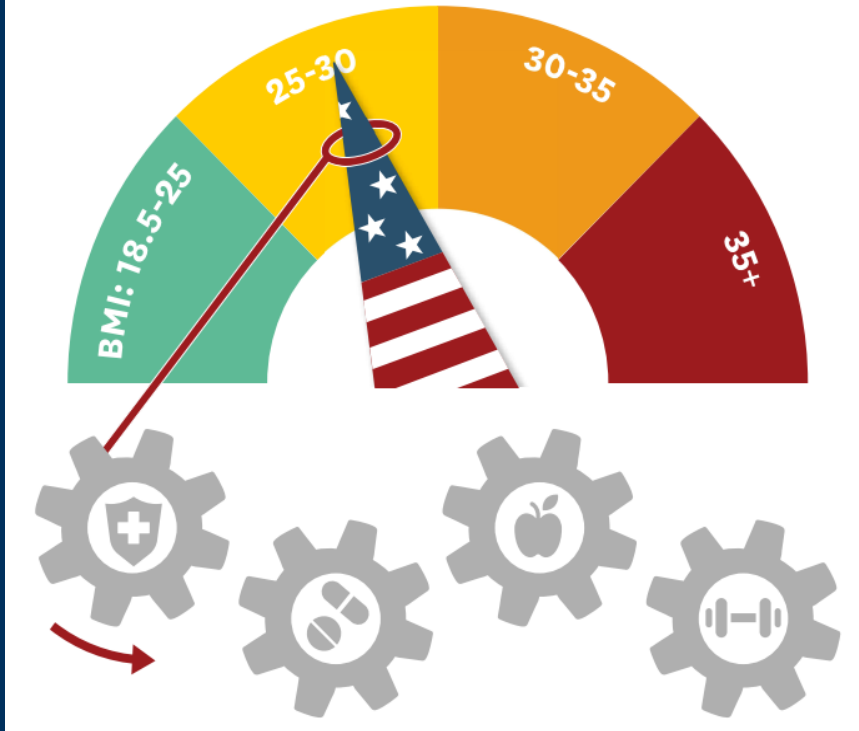
- 3,346 commercially insured members
 - New GLP-1 therapy 1/1/2021-12/31/2021
 - No DM diagnosis and BMI \geq 30 kg/m²
- Compared to matched control group of 8,343 patients
- Average age: 46 years old; Pre-DM: 14%; 81% Female
- Analyzed pharmacy & medical claims/Total care costs (TCC)
 - Pre-period (12 months prior to GLP-1 claim)
 - Post-period (2 years from index GLP-1 claim)

Avg TCC per person	Pre-period	Post-period year 1	Post-period year 2
GLP-1 group	\$12,695	\$20,165	\$18,507
Control group	\$11,406	\$11,882	\$13,012

- Low GLP-1 persistence and adherence to therapy
 - One year: 32% on therapy, 27% adherent (\geq 80% Rx fills)
 - Two year: 15% on therapy, 17% adherent

Costs vs. Benefits: USC White Paper

Benefits of Medicare Coverage for Weight Loss Drugs



- Medicare prohibited from covering obesity treatments due to failures of treatments in 1990s
- Cost analysis to evaluate reduced obesity and decreased incidence of obesity-related medical conditions

Costs vs. Benefits: USC White Paper

- Utilize models to simulate various obesity coverage scenarios
- US population aged ≥ 25 and older, simulated health and economic outcomes over next 30 years
- Treatment model: BMI reduction 20%, continuous lifelong therapy
- Analysis with Medicare only or Medicare + Private insurance coverage
- 30 years of Medicare + Private coverage -> \$1.5 trillion costs savings (*does not include drug costs)

Table 3. Value to Medicare From Covering and Treating Obesity (Difference From Status Quo)

	10 Years		20 Years		30 Years	
	Medicare	Medicare & Private	Medicare	Medicare & Private	Medicare	Medicare & Private
Cumulative Cost Offsets						
Total Medicare cost offsets	\$175.6B	\$245.1B	\$479.0B	\$832.2B	\$704.3B	\$1,494.6B
Part A	\$107.1B	\$146.3B	\$293.5B	\$482.8B	\$425.9B	\$845.5B
Part B	\$61.5B	\$87.0B	\$169.2B	\$303.9B	\$258.4B	\$564.5B
Part D	\$6.9B	\$11.8B	\$16.3B	\$45.4B	\$20.0B	\$84.7B
Cumulative Health Benefits						
Value of Added QALYs (\$150K/QALY)	\$770B	\$927B	\$1,971B	\$2,535B	\$3,131B	\$4,595B
Social benefit	\$1,002B	\$1,269B	\$2,597B	\$3,743B	\$3,997B	\$6,743B

Notes: Medicare population simulation results. Treatment costs are not included in benefit calculations. We assumed 100% uptake and adherence. Social value is measured as the sum of the value of QALYs, medical expenditure cost offsets and disability expenditure savings.

LET'S WRAP IT UP

SMOKING CESSATION

- Keep Trying!
- Medication options:
 - Varenicline (Chantix)
 - Nicotine replacement therapies
 - Bupropion (Wellbutrin)

PHYSICAL INACTIVITY

- Sorry, no script available at the pharmacy!



Additional Employer Strategies



**Health
Employees =
Productive
Employees**



**Employee
Incentives**



**Provider
Incentives**



**PBM/Contract
negotiations
for High-cost
Medications**

Additional
criteria-based
coverage for
GLP-1s

- BMI \geq 40
kg/m²
- BMI \geq 35
kg/m² with
pre-diabetes



**Employer-
based Health
Screenings**

Utilize Pharmacy
and Medical
professional
students for
health fairs

Worksite BP
measurement
devices



**Employer-
based Health
Education**

Speakers,
webinars, email
& onsite health
education



Omada & HCTN Pilot Programs



Omada for Hypertension

Help your members reduce their risk of heart disease

- Connected devices
- Hypertension Specialist
- Supportive Health Coach
- Hypertension-specific peer groups

10.3mmHg

Reduction in systolic BP
(baseline stage 2)

14%

Increase in medication
adherence



Education Lessons



Scale, Blood Pressure Cuff



HCTN & Omada Health Pilot

HCTN & Omada celebrate pilot success as measured through Enrollment, Engagement & Outcomes trends.



Enrollment

- **Total Enrollments: 179**
 - Prevention: 35
 - Diabetes: 3
 - Hypertension: 141







Engagement & Outcomes

- **94% early program engagement**, highlighted by Connected Scale and Blood Pressure Monitor utilization rates
- **1,100 pounds lost and counting**, with 32% of participants reporting at least 5% weight loss at Month 12
- Significant blood pressure reduction, including **9 mmHg reduction in Systolic Blood Pressure (SBP)** and **4 mmHg reduction in Diastolic Blood Pressure (DBP)** for Stage 2 Hypertension participants.

Want to learn more?

Connect with HCTN & Omada:

-  Become an HCTN Member today
-  Request a business case
-  Schedule a demo
-  Take advantage of one of the two additional pilot opportunities available for 2025



Upcoming Events

- **High Cost Claims Meeting (in person) – Nashville**
 - April 2, 2025
- **Advanced Primary Care Webinar**
 - April 9 , 2025
- **Women's Health Webinar**
 - May 7, 2025
- **Mental Health Webinar**
 - May 14, 2025
- **Nashville Regional Conference**
 - June 4, 2025
- **Diabetes Webinar**
 - June 19, 2025

THANK YOU