

# Getting Chronic Disease “Back” in Control



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# Who Is Ochsner?

Ochsner serves patients across **EVERY STATE** in the nation and **MORE THAN 75 COUNTRIES**.

## 40+

owned, managed and affiliated specialty hospitals

## 90

medical specialties and subspecialties

## 4,500+

employed and affiliated physicians

## 34,000

employees

## 700+

active clinical trials

## 1M+

patients served in 2021



# Care Challenges

- ✓ Only 1–4 readings per year
- ✓ High-cost care setting
- ✓ Fragmented care
- ✓ Impersonal interactions



# Driving better outcomes: quality, cost, patient experience

## Outcomes



of members achieved their blood pressure goal after 6 months

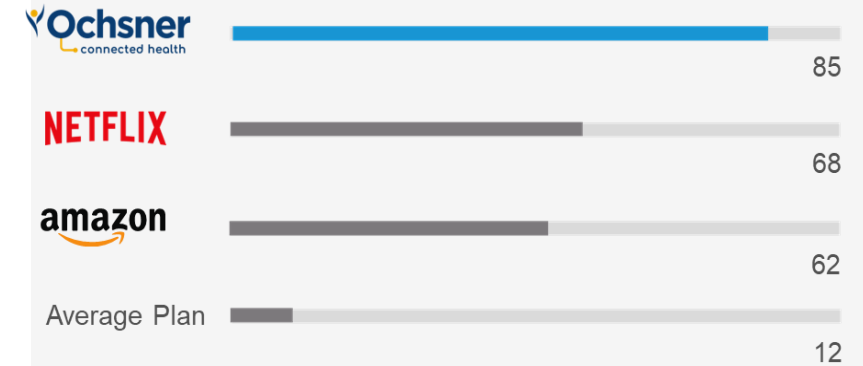


of members achieved their A1C goal after 6 months

## Utilization

- Emergency room visits among Hypertension enrolled members ↓ **45%**
- Hospital admissions among Hypertension enrolled members ↓ **38%**
- Emergency room visits among Type 2 Diabetes enrolled members ↓ **30%**
- Hospital admissions among Type 2 Diabetes enrolled members ↓ **15%**

## Patient Satisfaction



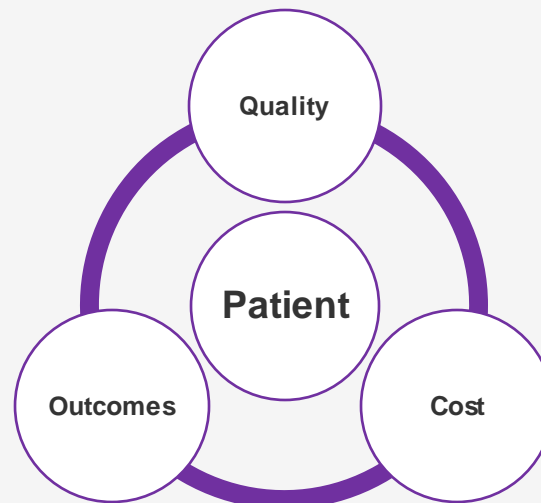
## Cost

↓ **\$204**

PMPM for hypertension enrolled members

↓ **\$163**

PMPM for Type 2 diabetes enrolled members



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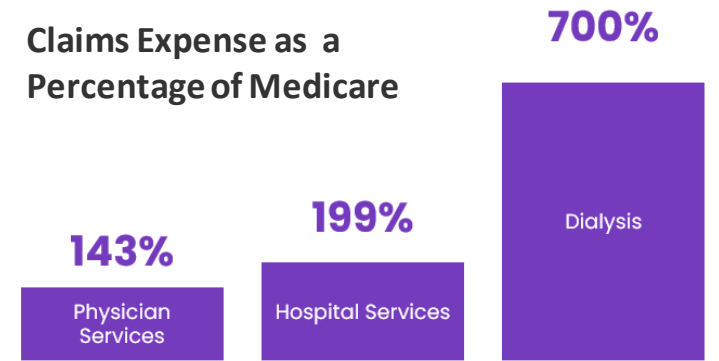
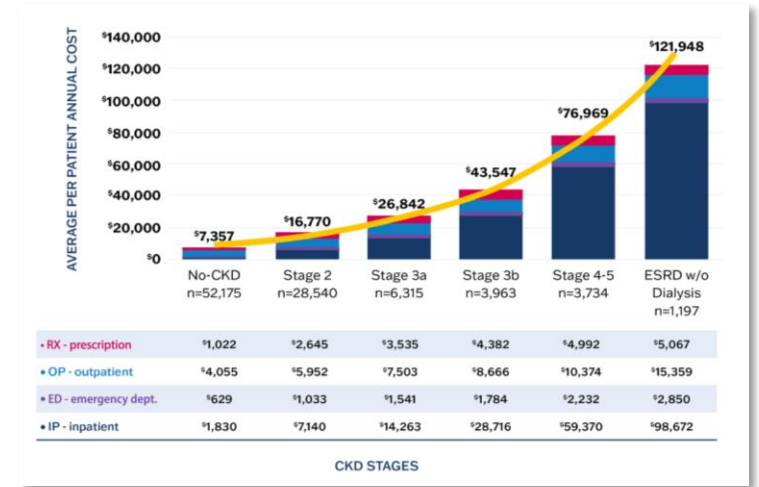
## Chronic Kidney Disease (CKD): The ‘Silent Killer’

- 1 in 7 U.S. adults are estimated to have CKD – but as many as 90% are undiagnosed.
- CKD is the #9 leading cause of death in the U.S. – projected to be #5 by 2040.
- Risk factors
  - Diabetes, High blood pressure, Cardiovascular disease, Obesity, High Cholesterol, Tobacco Use and more.
  - Older populations hit harder – specifically, 50+ years old
  - More prevalent with minorities (compared with white Americans)
    - African Americans – 4.2x more likely
    - Hispanic Americans – 2.3x more likely
    - Native Americans – 1.9x more likely
    - Asian Americans – 1.5x more likely
- Depression is 3-4x higher with CKD patients than general population



# CKD Costs

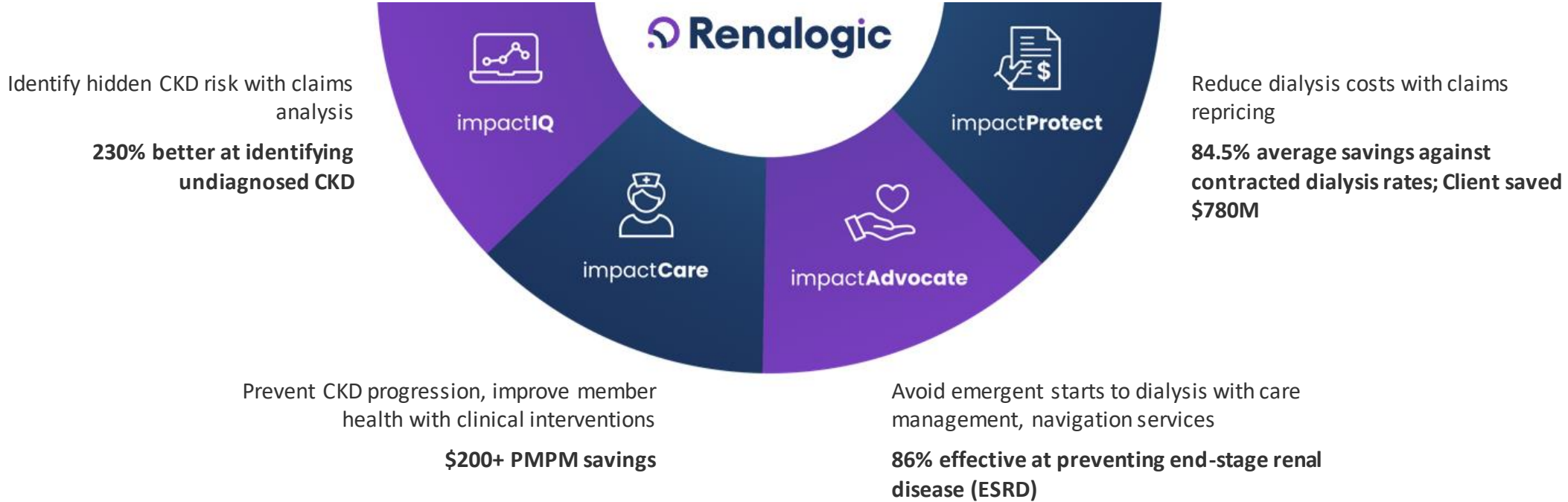
- CKD is #5 for commercially-insured plans.
- Last year, CKD cost commercial plans \$100 billion.
- CKD-related medical claims expenses increase exponentially as disease worsens.
- The average annual cost of dialysis for a self-funded plan is \$300,000.
- Since 2008, dialysis costs have increased 400% – providers raise prices 10-15% annually.





# Benefits Strategies

- Most self-funded plans: 1) Do nothing; 2) Use RBP; 3) Standard carrier case management
- The winning strategy in the fight against CKD




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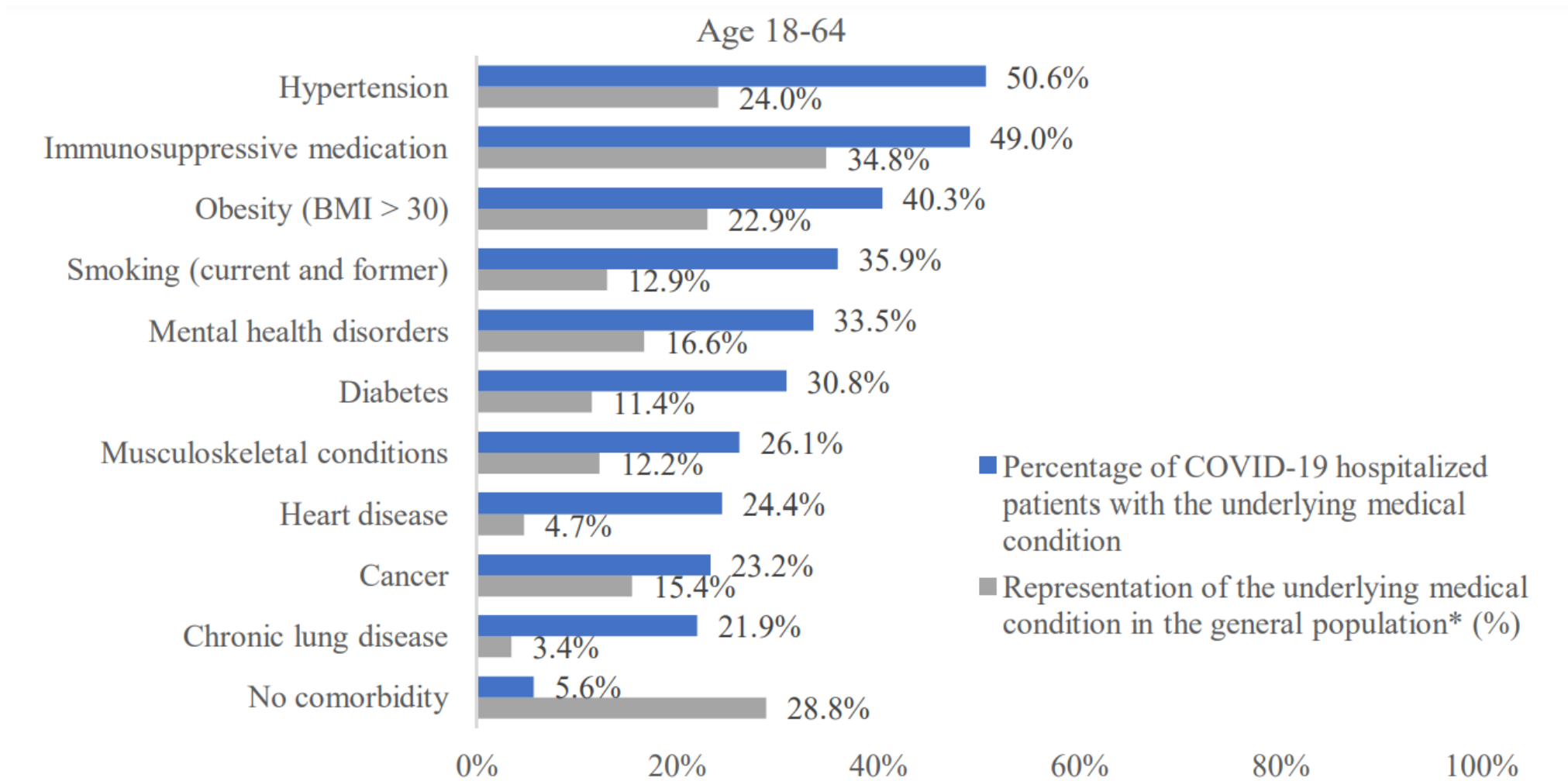
## Impact of COVID-19 – *From Medical Encounters to Long COVID*

**James A. Mansi, Ph.D.**

Vice President, US Medical Affairs

# COVID-19 Hospitalizations by Chronic Condition – 18-64 years

Chronic conditions are associated with a higher risk of severe outcomes



Kopel H et al. - . Comparison of COVID-19 and Influenza-Related Outcomes in the United States during Fall-Winter 2022-2023. medRxiv 2023.09.08.23295262; doi: <https://doi.org/10.1101/2023.09.08.23295262>

# Impact of COVID on New-Onset Hypertension – Long COVID

**Even mild COVID-19 can lead to Long-COVID symptoms that can persist for months and years**

- Compared with people who had influenza, those hospitalized with Covid-19 were over twice as likely to develop hypertension
  - At 6-month follow-up, new-onset persistent hypertension was seen in 20.6% of hospitalized patients with COVID-19 and 10.85% of non hospitalized patients with COVID-19
  - Hospitalized patients with COVID-19 were 2.23 times and nonhospitalized patients with COVID-19 were 1.52 times more likely to develop persistent hypertension than influenza counterparts
  - 21.0% of hospitalized patients with COVID-19 with no prior hypertension developed hypertension during COVID-19 hospitalization.
- Incidence of new-onset persistent hypertension in patients with is likely constituting a major health burden given the sheer number of patients with COVID-19.

Zhang V, Fisher M, Hou W, Zhang L, Duong TQ. Incidence of New-Onset Hypertension Post-COVID-19: Comparison With Influenza. Hypertension. 2023 Aug 21. doi: 10.1161/HYPERTENSIONAHA.123.21174. Epub ahead of print. PMID: 37602375.

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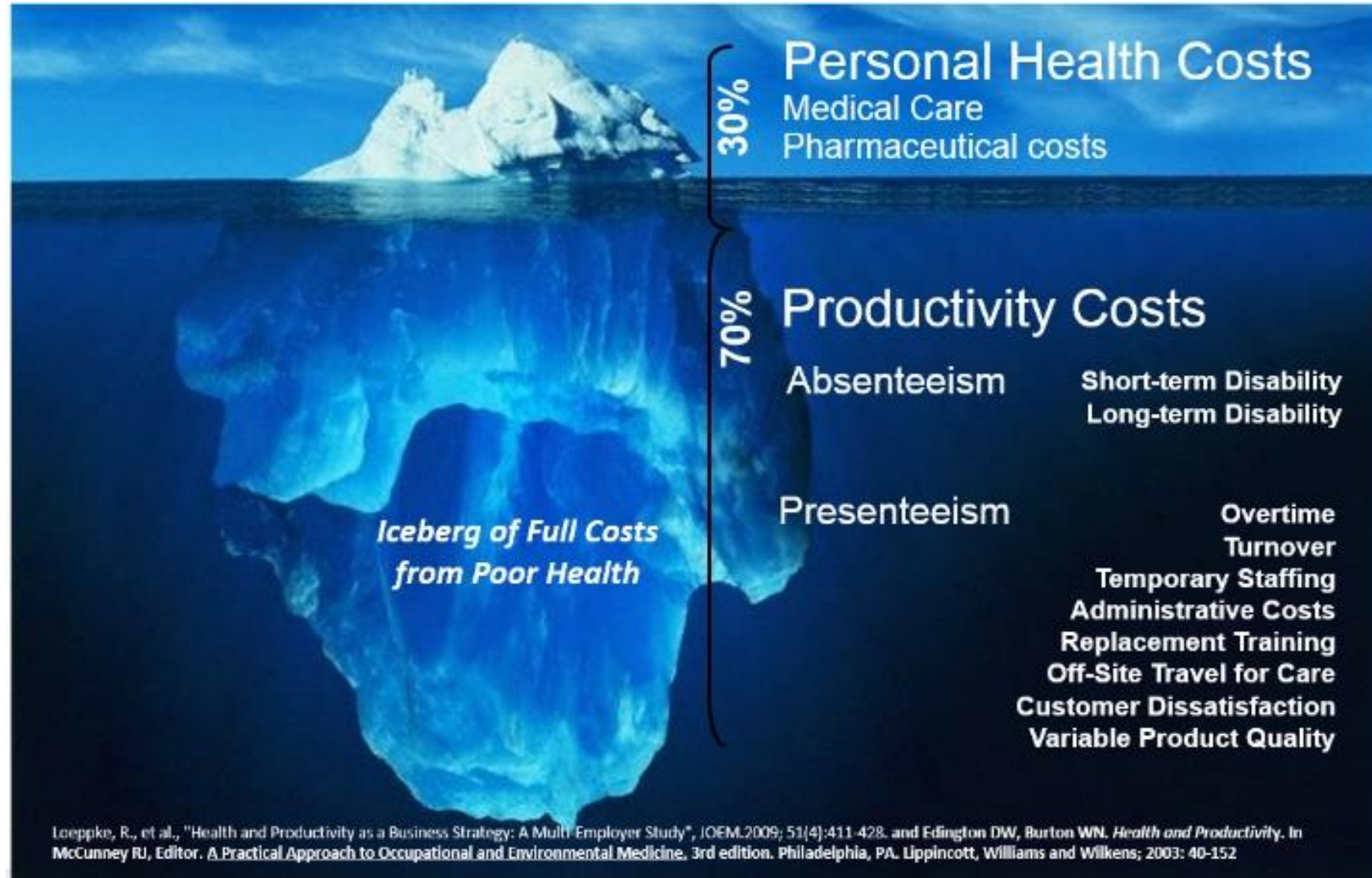
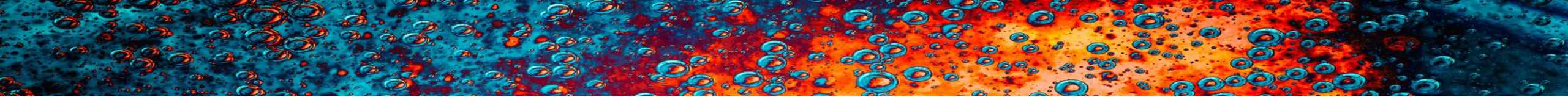


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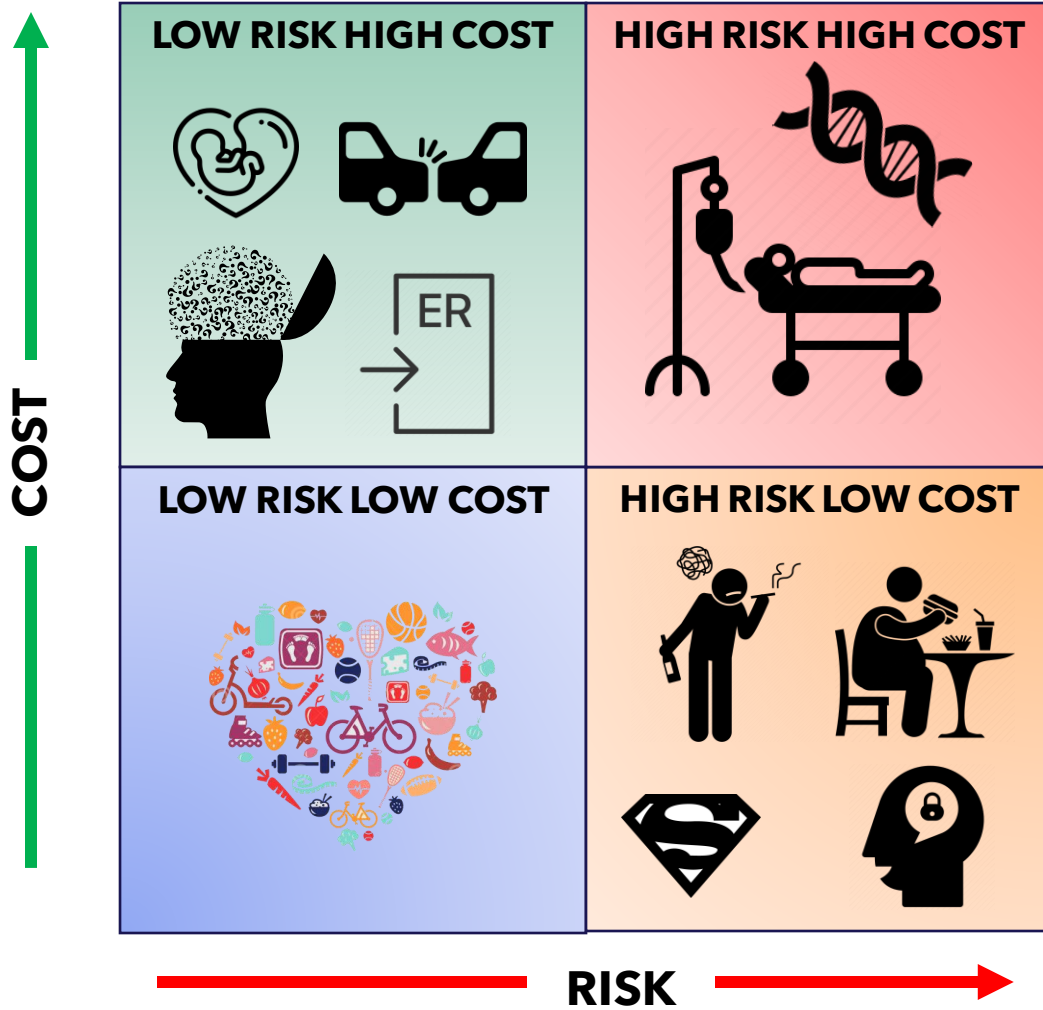
# Chronic Health Conditions

- **60%** of adults have a chronic health condition; **40%** have 2 or more
- **90%** of the nation's **\$4.1 trillion** per year healthcare costs can be attributed to people with chronic diseases and mental health conditions – **54.5%** of healthcare is paid for via employers
- **Diabetes** – health care costs are **2.3x higher**; in 2017 costs of diagnosed diabetes was **\$327 billion** (\$237 billion in direct medical costs and \$90 billion in lost economic productivity).
- **Heart Disease and Stroke**: Almost **50%** of American adults have **high blood pressure** and **1 in 3 deaths** due to **cardiovascular disease** (859,000); Cost **\$216 billion** in healthcare system costs and **\$147 billion** in lost job productivity.
- Absenteeism by employees suffering from one or more **mental health** issues cost the country **\$47.6 billion** annually
- **\$31,065** - the 2023 cost of healthcare for a hypothetical family of four covered by a PPO plan through their employer (Milliman Health Index)





# Population Health



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