



ValidationInstitute

2023 Validation Report

Review for: VIVIO Health
Validation Achieved: Savings
Valid through: December 2023

Company Profile



Category:	Drug Outcomes
Website:	https://viviohealth.com/
Public or Private:	Privately Held, Public Benefit Corporation (PBC)
Year Established:	2016
CEO:	Pramod John
Company contact:	ccrawford@viviohealth.com
Description:	

As a Public Benefit Corporation, **VIVIO** is dedicated to understanding specialty drugs better than anyone else and uses that knowledge to ensure every patient is on an effective, and affordable, drug therapy. **VIVIO** is transforming the way employers and health plans think about pharmacy benefits by focusing on better health outcomes. **VIVIO** empowers its customers to make informed decisions based on science and clinical data. **VIVIO** is conflict-of-interest free, and its leadership does not believe in profiting from any increases in drug prices or utilization. **VIVIO's** only source of revenue is an administrative fee.

Typically, **VIVIO** saves large and mid-sized self-insured employers 30-40% of their current specialty drug spend.

Claim Assertion for Validation

VIVIO's personalized and evidence-based approach to specialty drug management, which does not exclude drugs or use a formulary, results in lower costs for employers as compared to a traditional PBM program.

Method / Calculation / Examples

The analysis compared an employer's specialty drug costs in 2021 with a traditional PBM to that same employer's specialty drug costs in 2022 with VIVIO. The employer has approximately 27,000 covered member lives. Costs were the price paid by the plan; member copayments were not included. This total was divided by the number of member months to get a per member per month cost.

The basket of drugs that VIVIO managed was tracked to the employer's previous pharmacy benefit manager. Under VIVIO's management, a patient might switch to a different drug and/or to a lower-cost version of a drug; all of these changes are reflected in the total cost. VIVIO's costs were shown without rebates. The plan's payment to the previous specialty drug manager without rebates was divided by member months to get a PMPM cost. Member copayments were excluded.

The two PMPM costs were compared.

Findings & Validation

Chart 1 summarizes the per member per month costs for the same basket of specialty drugs to the prior plan and to VIVIO. VIVIO's PMPM was 39% lower than the prior plan.



Chart 1

Limitations

Any particular employer's savings would vary based upon the current pharmacy benefit manager's pricing.

The previous specialty drug manager, a PBM, would not provide rebate totals so the analysis excludes rebates in both the prior period and with VIVIO.



Validation and Credibility Guarantee

VIVIO's Specialty Drug Management achieved validation for Savings.

Validation Institute is willing to provide up to a \$25,000 guarantee as part of their Credibility Guarantee Program. To learn more, visit

<https://validationinstitute.com/credibility-guarantee/>.

Savings

Can reduce health care spending per case/participant or for the plan/purchaser overall.

Outcomes

Product/solution has measurably improved an outcome (risk, hba1c, events, employee retention, etc.) of importance.

Metrics

Credible sources and valid assumptions create a reasonable estimate of a program's impact.

Contractual Integrity

Vendor is willing to put a part of their fees "at risk" as a guarantee.





Validation Expiration: December 2023

CERTIFICATE OF VALIDATION

Applicant: **VIVIO Health**
1933 Davis St., Ste 274, San Leandro, CA 94577, US

Product: Specialty Drug Management

Claim: VIVIO's personalized and evidence-based approach to specialty drug management, which does not exclude drugs or use a formulary, results in lower costs for employers as compared to a traditional PBM program.

Validation Achieved: **Validated for Savings**

Validation Award Date: February 2023

Linda K. Riddell, MS
VP, Population Health Scientist
Validation Institute

Benny DiCecca
Chief Executive Officer
Validation Institute



About Validation Institute

Validation Institute is a professional community that advocates for organizations and approaches that deliver better health value - stronger health outcomes at lower cost. We connect, train, and certify health care purchasers, and we validate and connect providers delivering superior results. Founded in 2014, the mission of the organization has consistently been to help provide transparency to buyers of health care.

Validation Review Process

Validation Institute has a team of epidemiologists and statisticians who review each program. The team focuses on three components:

- Evidence from published literature that a similar intervention had similar results.
- The reliability and credibility of the data sources.
- The rigor of the approach to calculating results.

To achieve validation, the program has to satisfy each of these components. VI's team then summarizes the review into a report which is publicly available. Details of VI's review are available with the program's permission.