

MONO-THERAPIES AND CURRENT EVALUATIONS FALLING SHORT

Self-Reported Chronic Condition Results by PatientsLikeMe® Show Highly Differentiated Treatment Responses:



Drug trial reports, self-reported chronic condition patient treatment response and side-effect response point out at an individual patient level are working for under 20% of patients with a single chronic condition. 58 million adults in the USA have multiple chronic conditions (MCC) putting them at higher event risks, out of pocket costs, and not feeling better or great. MCC patients experience less than 5% population effectiveness and with three or more conditions less than 2% population effectiveness on first course evidence-based treatments. This level of quality is costing \$48,000 per year in health expenses per MCC patient according to CMS and many lost lives. Leaders like Dr. Deming, Dr. Rubenfire and Dr. Guyatt point to need for higher quality, personalized multi-therapy interventions and highest level of evidence base per patient called N-of-1 or individual science.

People with multiple chronic conditions on average self-reported low net positive population effectiveness (high effectiveness minus poor side effects) across the most common chronic diseases:

Condition	# Of Therapy Options*	% Major/ High Effectiveness Top Therapies*	% Side Effects Top Therapies **	1 Chronic Condition Net Positive Effectiveness	2 Chronic Condition Net Positive Effectiveness	3 Chronic Condition Net Positive Effectiveness
Hypertension (High Blood Pressure)	298	48%	30%	34%	7%	1%
Diabetes-Type 2	214	28%	30%	20%	7%	0.8%
Depression	440	20%	40%	12%	2%	0.7%
Obesity	193	56%	77%	13%	3%	0.8%
Hypercholesterolemia	178	43%	23%	33%	11%	2%
Cardiac Heart Failure	67	12%	30%	8%	2%	0.2%
Anxiety	431	19%	45%	10%	2%	0.7%
COPD	144	44%	33%	29%	10%	2%
Dementia/Alzheimer's	3	14%	50%	7%	2%	0.3%
Average Population Effectiveness (About 90% of Patients with One Condition Develop 2 or More)				18%	5%	1%



Large Hidden Gap:

Patients (humans) are both very similar and very different at the same time, which requires integration of best population and individual health science to increase accuracy and quality of evidence-based care one patient at a time. Population health or average care is just that “average” and alone is not precise or personalized. This is the gap needing to be addressed quickly with clinical partnerships.

Unique MCC Benefits from IndividuALLYtics®:

Works to improve patient outcomes faster, reduce physician's burden, and lowers cost while supporting improved quality metrics and patient retention.

Population-Health-Only MCC Health Care Is Driving Up Total Cost

Proven value-based care opportunity between payers and physicians by applying highest quality, highest individual evidence base, personalized multi-therapies with new level of digital health education and coaching.

Medicare Annual Hospital and Professional Expenditures at 2019 Dollars

# of Chronic Conditions	Annual Health Care Cost (Average USD)	Incremental Per Chronic Condition Cost (Average USD)	% of Population Medicare Only	CCM/RPM/IAQ-plus Cost Reduction Estimated Opportunity With Average Sustained 1 Risk Reduction or 2 (200%) Risk Reduction			
				At 20%	At 50%	At 100%	At 200%
0	\$ 4,700	\$ -	14%				
1	\$ 10,000	\$ 5,300	15%	\$ 1,060	\$ 2,650	\$ 5,300	
2	\$ 16,500	\$ 6,500	22%	\$ 1,300	\$ 3,250	\$ 6,500	\$ 11,800
3	\$ 24,700	\$ 8,200	21%	\$ 1,640	\$ 4,100	\$ 8,200	\$ 14,700
4	\$ 35,000	\$ 10,300	16%	\$ 2,060	\$ 5,150	\$ 10,300	\$ 18,500
5	\$ 48,300	\$ 13,300	6%	\$ 2,660	\$ 6,650	\$ 13,300	\$ 23,600
6	\$ 68,600	\$ 20,200	4%	\$ 4,040	\$ 10,100	\$ 20,200	\$ 33,500
7+	\$ 112,400	\$ 43,900	2%	\$ 8,780	\$ 21,950	\$ 43,900	\$ 64,100
Avg. MCC = \$48,000 with 3% to 6% CAGR Reduction = \$120 PPM to \$240 PPM							
Avg. Savings to Sustain 0% Payer Growth & 1 Risk Reduction Per Year				\$ 3,067	\$ 5,508	\$ 9,576	\$ 16,089
Avg. Opportunity for IndividuALLYtics & Partner Dr. Groups PPM				\$ 256	\$ 459	\$ 798	\$ 1,341

From 2017 Reported CMS Chronic Condition Data for Medicare Only (Non-Dual Medicaid)

Upper End Current Population-Health-Only CCM/RPM Value

Potential IndividuALLYtics IAQplus Value

Delivering personalized higher-quality patient care can be congruent with lower total costs. Physician collaborators are treated like partners by IndividuALLYtics Connected Care team to enable them to improve their access to best patient analytics that is easy to understand and complements EHR systems. IndividuALLYtics Connected Care team consists of Nurses, Social Workers, Physicians, Health/Fitness Specialists, Pharmacist, Psychologists, Medical Assistants, Certified Nurse Assistants, and other specialties that are part of the Physician’s extended team. When a physical office visit is required, the Connected Care Team assists getting regular hours appointment scheduled with your team. In a BCBS Highmark and HealthMedia digital health education and coaching intervention study for chronic condition patients there was a 15% decrease in costs from reductions in ER, Hospital Days, Specialists and Prescriptions.

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