

Integrated Health Management Proposal

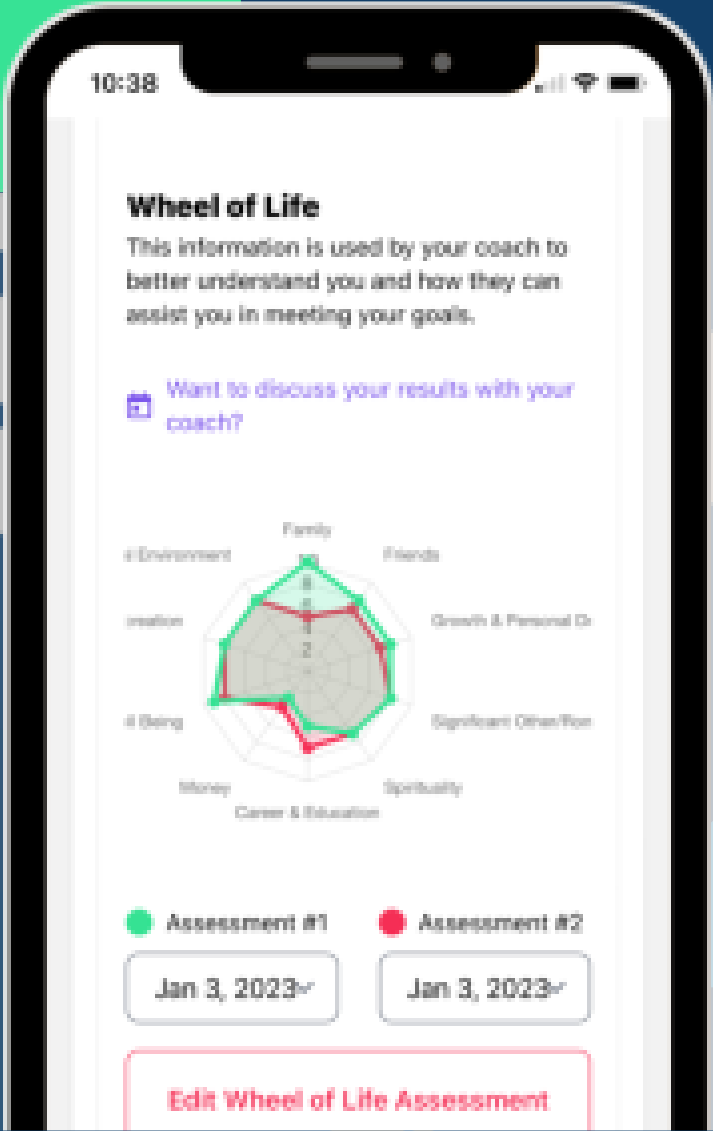
NC State Health Plan GLP 1 RFI

MAKORx



RFI NO. 270-20240419GLP • NC Department of State Treasurer • State Health Plan Division

Attn: Kimberly Alston, Contracting Agent
3200 Atlantic Avenue, Raleigh, NC 27604



Overview:

RFI Section 2.0

Over 45% of North Carolinians are classified as obese.

Including GLP-1 type medications in the NC State Health Plan, which has over 750,000 members, is an unavoidable path.

The benefits to members and the health of the plan depend on the SHP's decision to offer both monetary savings for high-demand drugs and health coaching for behavioral change for better outcomes.

Current Plan Spend 2023:
\$100 Million

Estimated spend 2024:
\$170 Million



Current Situation:

RFI Section 2.0

Eligible Patients

37,422
2024

48,124
2025

55,247
2026

Metabolic Syndrome:

An estimated 62% of obese patients are also diagnosed with metabolic syndrome, which makes losing weight with a simple calories in, calories out method more difficult due to hormonal changes, neural changes, and insulin resistance at a cellular level.

NC Deserts:

Further complicating the matter is the prevalence of food deserts and a lack of exercise opportunities, and primary care deserts already recognized by the State.

Holistic Approach:

Lastly, the best strategy for obesity treatment is to work with the individual holistically to address their particular needs such as nutritional access/education, related conditions/complications, any mobility limitations and their access to necessary resources.

Modular Solution:

There are several components that go into obesity treatment and our recommendation is modular. These components will be included in our solution in the following manner while addressing the specific access challenges members face across the state

Eligibility

RFI Section 2.0 A, B and C

We recommend that employees are deemed eligible for coverage of GLP-1 type medications with the following parameters:

Tier 1

All employees with BMI <27 are ineligible for GLP-1 weight loss drug coverage, and the plan has the option to enroll all SHP members in doable health coaching.

Tier 2

Employees with a BMI between 27 and 34, verified in-person by the prescribing physician, require a 6-month participation in doable health's lifestyle coaching program, and have access to step therapy meds. Upon successful adherence to the program's 6-month platform, the participants will receive GLP-1 for a \$0 co-pay, with ongoing lifestyle coaching enrollment. Quarterly program data, including BMI, A1C, blood pressure, can be collected at alternative sites. Annual cholesterol and liver values are required. Completion of a successful six months with a doable coach is founded upon member success, not failure, which promotes a positive lifestyle.

Tier 3

Employees with BMI >35, verified in-person by the prescribing physician, are cleared to begin medication treatment immediately. Initiation of the program starts with step therapy meds and required participation in lifestyle coaching. For initial data collection prior to program participation, an in-person visit will be required obtaining the following: weight, BMI, A1C, blood pressure, cholesterol panels and liver values. Subsequent quarterly data, including weight, BMI, A1C, and blood pressure can be collected at alternative sites.

Step Therapy Requirements

Step Therapy Requirements: Employees who are prescribed a GLP-1 will need to be assessed for potential step therapies instead of moving straight to the GLP-1 medication. The alternative medicines that are involved in the step therapy program are Phentermine, Xenical and Metformin (for pre-diabetic individuals). If an employee has already tried or is unable to take these medications due to contraindications, they'll be approved directly for the GLP-1 prescribed, based on their eligibility for GLP-1 access.

Required Data

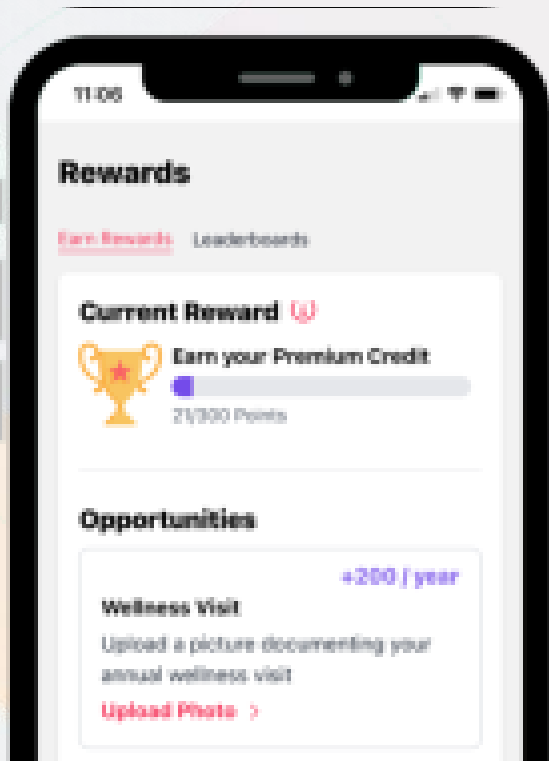
RFI Section 2.0 D

SHP program participants will upload their baseline data into their profile on the dooable app

The following baseline information is required for program participation

- **Weight • BMI • A1C**
- **Cholesterol panel liver**
- **Panel blood pressure**
- **Waist to height ratio**

Quarterly in-person data collection including, Weight,, BMI, A1C, Blood Pressure and Waist to Height Ratio will provide the SHP with quantifiable metrics around the success of the program. Program requires quarterly visits to data collection sites for ongoing participation.



Coaching Program

dooable health

Eighty percent (80%) of chronic disease is caused by lifestyle. The SHP is no different. Change feels hard, and most of us greatly benefit from trusted support.

Dooable health™ is incredibly unique. We have built a platform established on the holistic approach to helping SHP employees not only believe change is possible, but also to reach goals that allow life to feel less burdensome and more joyous. Through this shift process, less weight loss medication is needed. Centered around its three pillars Eat Well, Move Well, and Live Well, dooable health™ pairs its technology with national board-certified health coaching.

The result is to help members lose weight, normalize blood pressures, and reverse pre-diabetes. Most importantly, it allows for individuals to finally feel free from medications. They move towards confidence, motivation, consistency and experience results that once felt out of reach. Almost universally individuals will “fall off of the wagon.” Understanding the “dooable way” is paramount to getting back on track.

1 Coaching Program for Tier 2 and 3 employees**:

Individuals use the dooable app as their portal to engagement. They will enter their baseline health measurements and lab results obtained by their primary care provider. They then fill out a dooable health assessment. Next is a consultation with the assigned Health Coach. Working with their coach, they will establish manageable goals.

Coaching Program

dooable health (cont'd)

2 Employees will be invited to the program's multiple components. These offerings include lessons, webinars, recipes, and a live group curriculum that builds community. All of these opportunities are related to weight loss, physical, and mental health. Dooable health's™ unique program keeps stress, emotional well-being, and sleep at the core of its process. Everyone is valued and unique, and we believe that no one should feel categorically dismissed.

3 Required quarterly re-assessments and lab results.

4 In an effort to identify root causes of symptoms and to minimize drug costs, dooable would recommend that individuals utilize at home Functional Medicine lab testing that can measure nutritional deficiencies, toxicities, and hormonal imbalances. Based on these results, an effective yet not overwhelming weight loss supplement plan may be recommended.

** Should the SHP decide it important to try and PREVENT future chronic disease, reverse pre-diabetes, and avoid expensive meds, the dooable coaching program could be offered to all SHP employees. Without change, today's Metformin user is tomorrow's GLP-1 user.

Coaching Program

doable health (cont'd)

Nutritional coaching

Program participants will learn about real foods versus fake foods and how to navigate our complex food system without overspending. Through coaching, participants will understand why certain choices contribute to illness and inflammation, while others increase energy and vitality. When members understand cravings on a deeper level, they can work with their bodies instead of against them, freeing themselves from any shame. Recipes and the basics of meal preparation are a fun component of the program. Insulin-reducing tips are important for all participants. Education on metabolic syndrome and managing blood sugar through lifestyle choices are key.

Exercise program

The health coaches will work with the members to establish healthy movement programs to improve stamina and maintain muscle mass. One of the main side effects of GLP-1 weight loss can be a loss of overall muscle. It's imperative that participants include strength training exercises to maintain muscle mass during GLP-1 usage. There are many ways to engage with healthy movement that don't require long days at the gym.

Mental Health support

The health coaches will partner with members to respectfully become self-aware of any emotional stressors which are influencing their health path. Behavioral and stress management tools are taught to better manage the natural ups and downs of weight fluctuations.

Identify and work through Access Problems

Through coaching, members will learn to see opportunities where they once saw roadblocks to wellness. A large portion of our North Carolina residents feel stuck without healthy options for food and exercise, and it's important to help members navigate these challenges and seek out programs to mitigate these hurdles.

Quarterly Data and Rural Access

Local Pharmacies

Utilizing primary care providers for quarterly A1C and blood pressure measurements along with weight and BMI calculations can be costly or difficult in areas with a lack of providers.

To combat these issues for the state, MakoRx will provide access to this data in local independent pharmacies across the state to increase access and provide this data collection for a low-cost \$40 fee per visit.

In person data collection at local pharmacies will remove the need for patient attestation of values

This program will boost revenue in local independent pharmacies across the state which are currently struggling while providing immediate access to care for rural communities without access to primary care providers. Finally, at \$40 per visit, the cost to gather these values will be much lower than a traditional provider visit.

boost revenue in local independent pharmacies

Pricing

RFI Section 2.0 E

The proposed solution for the SHP is modular, each component's price is listed below

doable health coaching: we recommend the SHP cover the cost of coaching with no member contribution

PEPM for Weight Loss Only



PEPM for all other SHP Members



Functional Medicine:

we recommend the member self-pay for testing and supplements if desired . However, for Members failing GLP, the SHP may want request pricing to cover these costs.

Pricing

RFI Section 2.0 E

If the SHP chooses to participate in MakoRx's 340b program for GLP-1 medications, each patient will be provided with quarterly access to a provider to prescribe the medication and check in with the patient at no additional charge.

These provider visits do not replace a patient's existing care team but layer on top and provide access for members in more rural areas without access to a physician

GLP-1 Medications: \$0 copay for patient and 340b price of medication for SHP through MakoRx Integrated Health Management Program

Saxenda



monthly dose

Wegovy



monthly dose

Zepbound



monthly dose

Pricing

RFI Section 2.0 E

If the SHP wishes to provide compounded versions of these medications while they're listed as in shortage via the FDA the pricing will be as follows:

GLP-1 Medications: \$0 copay for patient and compounded price of medication for SHP through MakoRx Integrated Health Management Program

Saxenda Compound



monthly dose

This option is available as long as the individual drugs are listed actively on shortage by the FDA

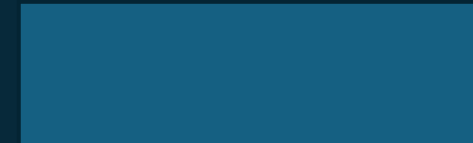
Wegovy Compound



monthly dose

The SHP may utilize the compounding solution and move to the MakoRx solution if the shortage status is resolved

Zepbound Compound



monthly dose

Annual Financials

and Assumptions



*Cleveland Clinic Study on weight loss medications published in the journal, Obesity.

Other Benefits

Freedom from Constraint

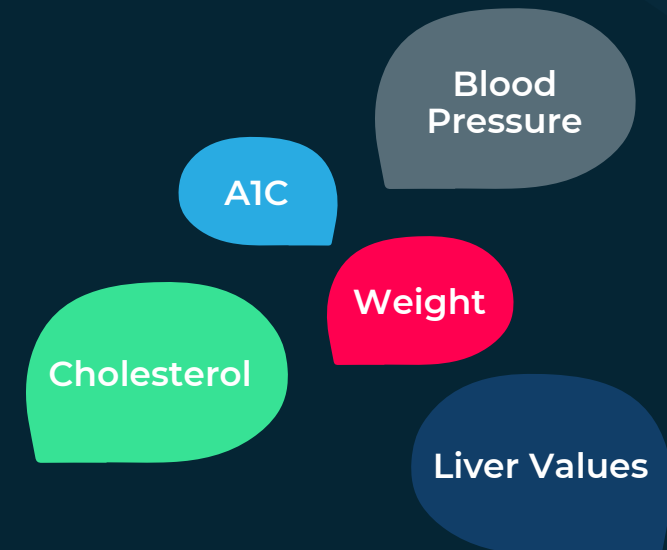
Because the IHM program through MakoRx does not incorporate rebates but instead provides up-front net cost discounts, there is no penalty or restriction on what the Plan chooses to offer in terms of drug indications or anything else. There will be no punitive consequences from MakoRx regarding the Plan's decisions. 340B pricing is standardized for all eligible covered entities, so individual plan decisions do not affect pricing.

Data

The SHP will be able to easily and efficiently calculate the ROI of the program through the data collected. All data is accessible to the SHP.

Because members can participate in a holistic health plan instead of just relying on a medication solution, coaching and functional medicine solutions remain available for those who transition off GLP-1 medications or cannot tolerate them. Data will still be reported to show improvements without the GLP-1 medications where applicable.

Reductions in the measured values below all contribute to SHP plan savings and healthier members



Local NC Businesses

Both MakoRx and dooable Health are local North Carolina based businesses and our integration with local independent pharmacies to expand access to testing and monitoring services further supports local NC businesses.

The Co-Founder & CEO of dooable health, a life-long NC resident and a Raleigh native, served as Chairman of the NC SHP Board of Trustees from 2002 until 2008.

He understands, perhaps uniquely, the challenges that the SHP faces and enthusiastically embraces the creative approach described herein.

Whatever solution the SHP pursues, this is a sizable investment, and the optimal solution is for that investment to go toward supporting NC businesses and stimulate the local economies of the state.

If compounded pharmacies are chosen as an option for GLP-1 medications, the selected pharmacies will be NC based.



Questions?

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