



The science of saving on Rx

Empowering fiduciaries to take charge of their pharmacy costs and clinical effectiveness with evidence-based data analytics

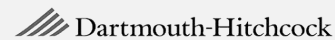
State of North Carolina Request for Information: TruDataRx™ Obesity & Weight Loss Rx Strategy

Prepared for: State of North Carolina

TruDataRx is an independent team of research scientists and clinicians dedicated to developing patient-centered benefit coverage



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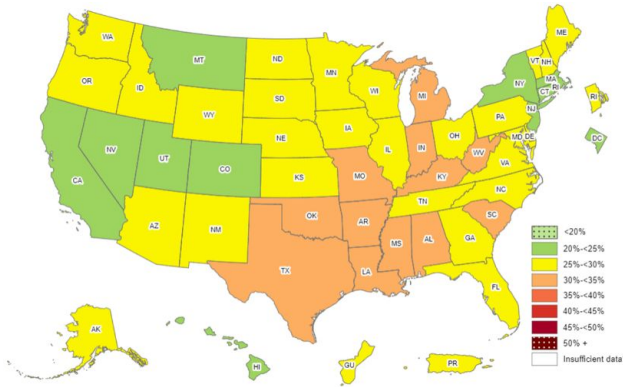


Northeastern University

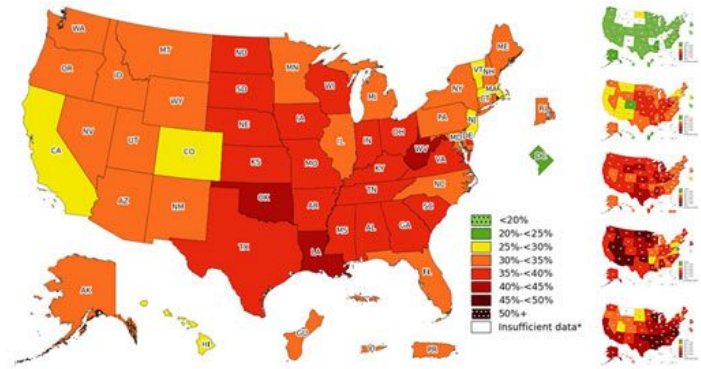


Obesity trends in the US are rapidly increasing

Prevalence of obesity grew in every state over the past decade with the exception of Vermont



Obesity Prevalence Rates
2011

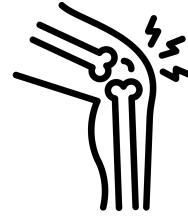
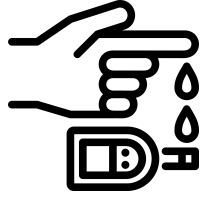


Obesity Prevalence Rates
2022

Source: Center for Disease Control. Adult Obesity Prevalence Maps, 2011 and 2022.

Research has shown that excess weight can increase the risk of several chronic conditions

Obesity leads to...



While patients lose weight both in clinical trials and in real world settings, adherence is markedly low in the real world

A longer side effect list is not a bad thing; it means the side effects are known and understood

Non-GLP-1 with 10+ years of market experience

- Increased heart rate
- Decreased kidney function
- Constipation
- Headache
- Dry mouth
- Numbness in fingers and toes (typically resolves with continued use)
- Nasal congestion
- Sinus Infection
- Urinary Tract Infection
- Clouded thinking (dose related)
- Insomnia
- Skin Rash
- Heartburn
- Kidney Stones

GLP-1 agonist

- Increased heart rate
- Acute kidney injury
- Gallstones
- Nausea and vomiting
- Urinary Tract Infections
- Anxiety
- Delayed Gastric Emptying
- Medullary Thyroid Cancer (**Black Box Warning**)
- Pancreatitis
- Suicidal thoughts

Significant research is ongoing into the side effects of GLP-1 agonists. There is much we don't know.

The media hype for GLP-1s is only causing more confusion as more celebrities and physicians offer up their opinions about these drugs

Oprah Winfrey Reveals She Uses Weight-Loss Medication as a 'Maintenance Tool': 'I'm Absolutely Done with the Shaming' (Exclusive)

"The fact that there's a medically approved prescription for managing weight and staying healthier, in my lifetime, feels like relief, like redemption, like a gift," Winfrey tells PEOPLE in this week's cover story

By [Elizabeth Leonard](#) | Updated on December 14, 2023 10:21 AM EST



OPINION COMMENTARY [Follow](#)

For Obese Patients, Wegovy Is Worth the Cost

North Carolina is wrong to deny coverage. Breakthrough treatments curb additional health risks.

By Govind Persad and Ezekiel J. Emanuel

Feb. 23, 2024 5:41 pm ET

Utilizing an educational platform to inform members and providers can help balance the hype around the GLP-1 agonists

Oprah Winfrey Reveals She Uses Weight-Loss Medication as a 'Maintenance Tool': 'I'm Absolutely Done with the Shaming' (Exclusive)

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FACT

OPINION COMMENTARY [Follow](#)

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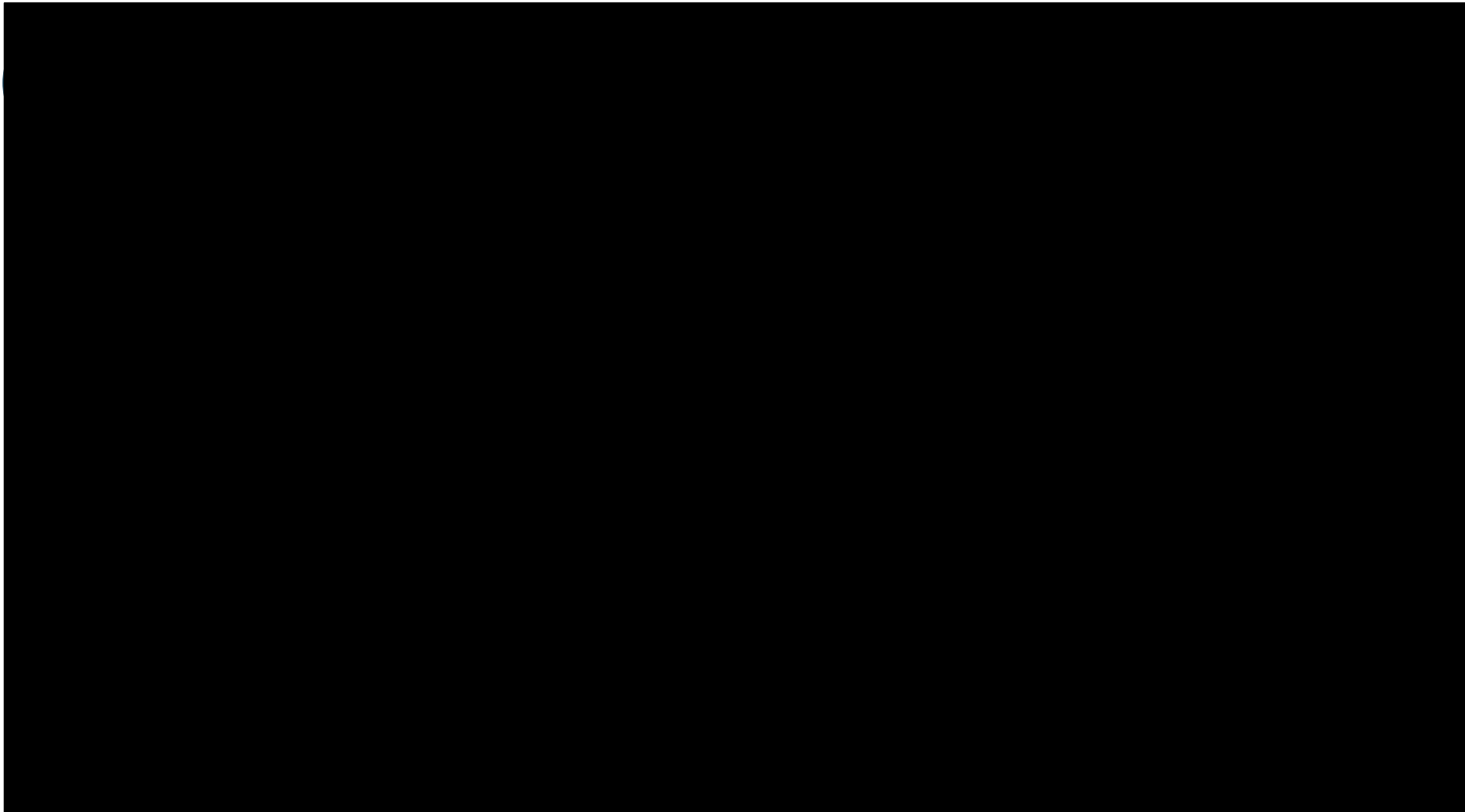
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FACT

TruDataRx's strategy provides options for all members looking for a solution to obesity issues

TruDataRx Strategy for Obesity Coverage



A. Permits the Plan to provide benefit coverage to Plan members to use GLP-1, GIP-GLP-1 agonists, and other similar new molecular entities, for the purpose of weight loss.

B. Establishes a pricing framework that would permit the Plan to provide such benefit coverage in a fiscally responsible manner in order to maintain financial sustainability.

TruDataRx's RFI strategy for obesity coverage: Solution questions (C)

C. Establishes a program outlining certain eligibility requirements, parameters, and other prerequisites for Plan members to follow in order to receive benefit coverage of GLP-1, GIP-GLP-1 agonists, and other similar new molecular entities, for weight loss.

As a result, the Plan seeks the ability to:

- 1. Require that an approved weight loss program or nutrition classes be completed before approval of payment for the medication.**
- 2. Develop step therapies involving lower cost medications.**
- 3. Require that medications be prescribed by a practitioner with appropriate levels of expertise.**
- 4. Prohibit Body mass index (BMI) measurements from being estimated via telehealth visit to ensure accuracy and accountability, while enabling a data collection process that supports the successful implementation of the benefit.**

TruDataRx's RFI strategy for obesity coverage: Solution questions (D)

D. Potential for establishing a program wherein the Plan has the flexibility to establish parameters for utilization management of GLP-1, GIP-GLP-1 agonists, and other similar new molecular entities for weight loss, which may include considerations such as, but not limited to:

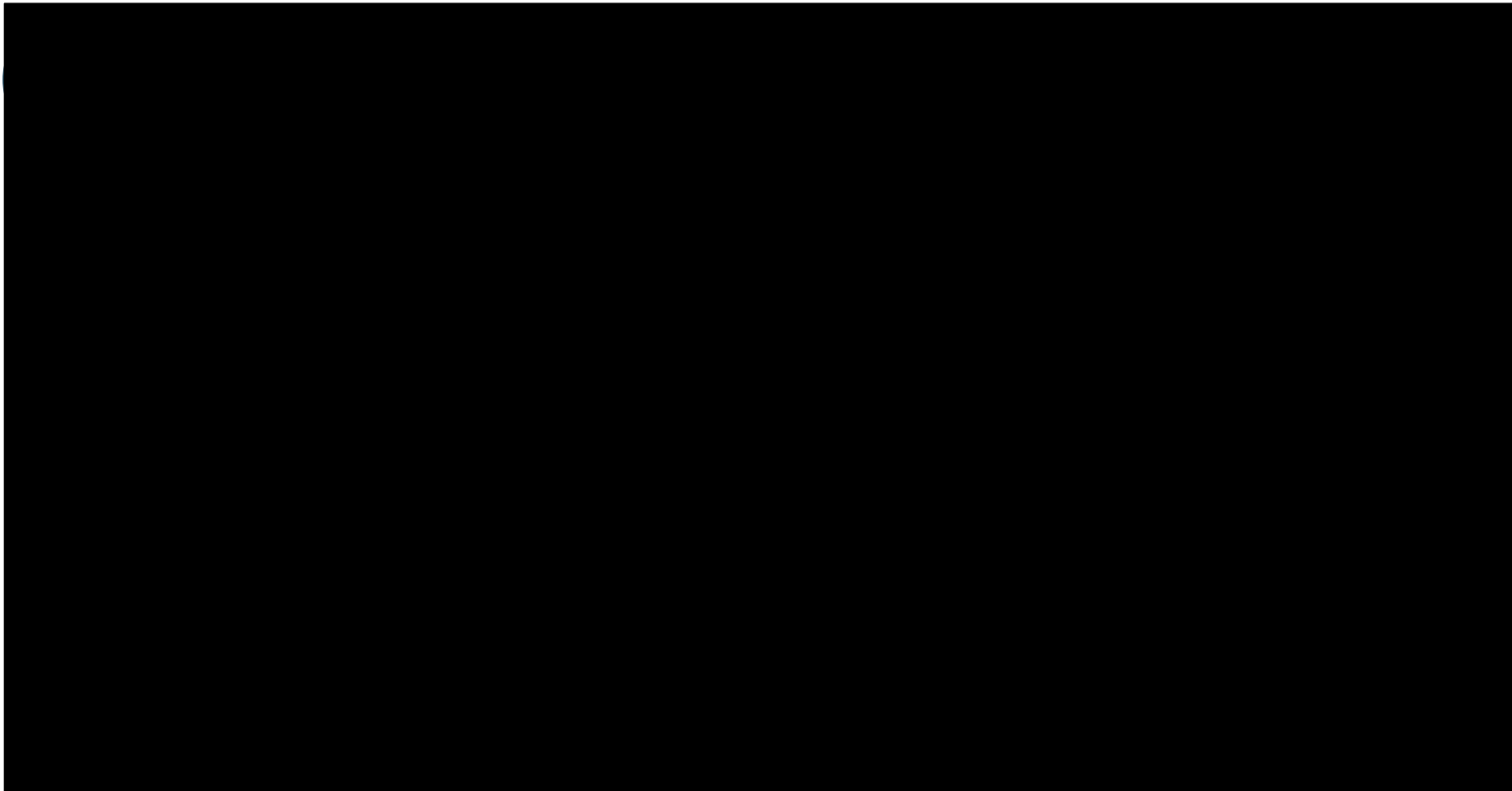
- 1. BMI;**
- 2. Current weight;**
- 3. Documented history of lifestyle modifications, which may include reduced calorie intake and increased physical activity;**
- 4. Documented enrollment and measurable participation in other nutritional or dietary programs;**
- 5. Consideration of evidence for one or more comorbid conditions or other obesity related medical conditions;**
- 6. Data analytics and reporting tools supporting successful claims adjudication and program evaluation;**
- 7. Requirements for in-person treatment visits to verify efficacy of medications for individuals; or**
- 8. Any other considerations or parameters that would support a program to achieve the Plan's objectives of serving the members who need these medications the most.**

E. Provide cost, price structures, or other relevant expense information related to the recommendations and potential solutions submitted.

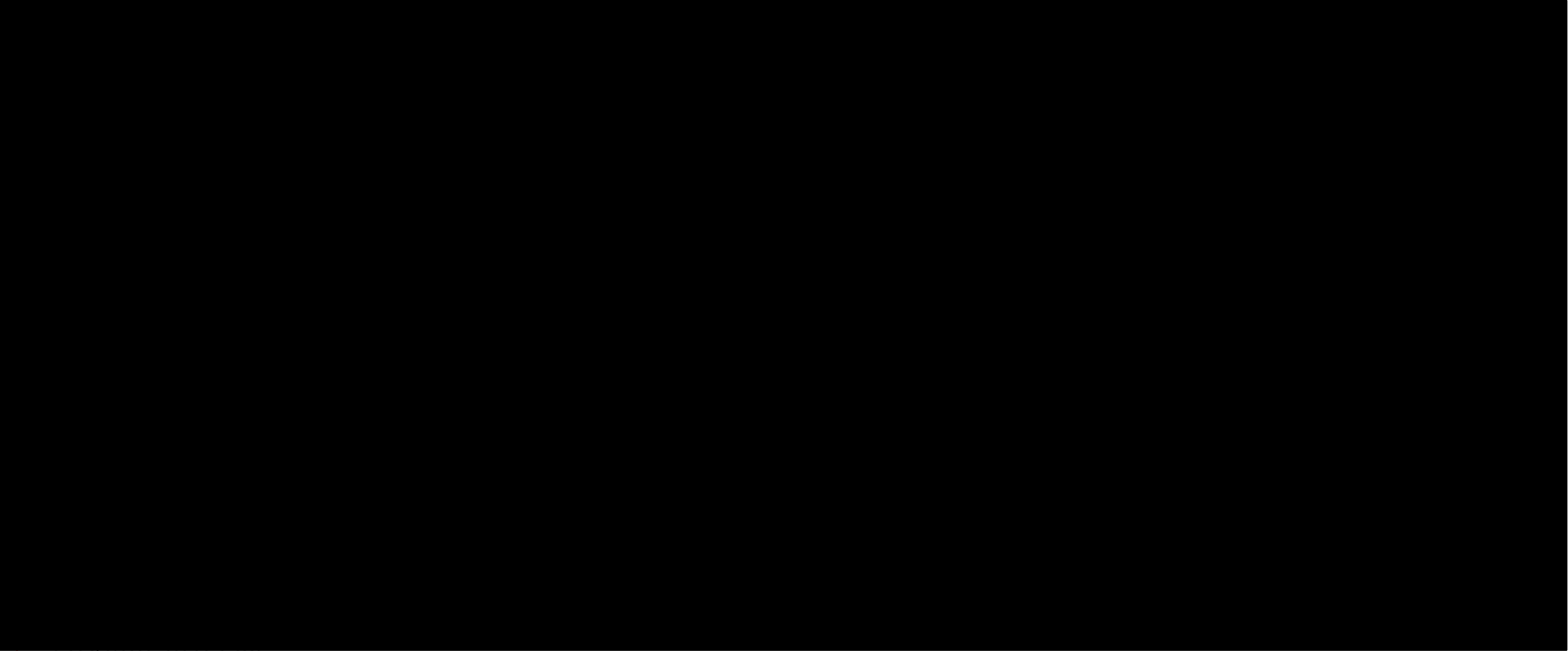
TruDataRx's RFI strategy for obesity coverage: Equipment list

A comprehensive, detailed equipment list including software, applications and other information technology components required for the proposed solution should be provided.

Appendix



TruDataRx can provide evidence-based recommendations for digital health lifestyle-based programs such as the information below



Media headlines are often misleading and overstate the benefits of GLP-1s for weight loss

Headline: [Obesity drug Wegovy cut risk of serious heart problems by 20%](#) November 11, 2023

Facts:

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Facts:

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Media headlines are often misleading and overstate the benefits of GLP-1s for weight loss

Headline: [Weight loss drug Wegovy gains FDA approval to reduce heart disease risk](#) March 13, 2024

Facts:



Headline: [Medicare Will Now Cover Weight-Loss Drug Wegovy](#) Apr 1, 2024

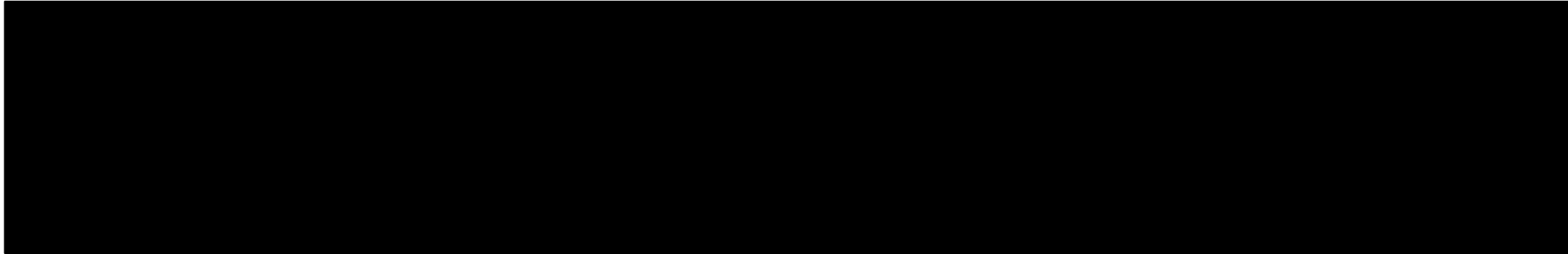
Facts:



Real world data shows most people stop taking these medications due to side effects - and regain the weight

And most importantly, significant safety concerns remain about the entire drug class

Available data points to an overall healthcare spend increase for patients on GLP-1's



There are several drugs in the pipeline for weight loss