

Dear State of North Carolina Plan partners,

We are very excited to share our proposal to help the North Carolina State Plan support your important mission of improving the health and health care for North Carolina teachers and state employees. Waltz is a digital health organization with a mission to make the pharmaceutical supply chain more affordable and accessible through transparency. We know the pain points you face and are prepared to help. **Our GLP-1 experience is ready to launch** with your network partners and can unlock immediate value for your plan and your members.

The Waltz Health solution powers a new-to-the-world employee benefit that provides comprehensive management for GLP-1s, driving high levels of medication adherence and persistence to therapy through:

- **End-to-end patient engagement program** through an industry leading set of tools that can be white-labeled with your logo.
- **Active clinical management and data gathering** to activate patients for care management and lifestyle changes while integrating behavior changes.
- **Incentive-based plan design** that supports a significant reduction in both pharmacy and medical spend.

Waltz is an independent digital health company on a mission to rewire the pharmaceutical marketplace and give value back to health plans and patients. We provide an unparalleled offering in the market, and we have no conflicts of interest. **We're completely focused on serving the State of North Carolina as a client, and we will grow with you.**

We look forward to sharing more with you through the additional content within this RFI and collaborating with you to share a more sustainable model to have the ability to manage GLP-1s for your members.

Best,

Waltz Health team

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RFI Response Contents:

01 – Summary Cover Letter (this note)

02 – RFI Responses from Waltz Health

Request For Information submitted by Waltz Health ("Waltz") for a GLP-1 Management Solution for the State of North Carolina ("Plan")

Section 1 - Executive Summary of Waltz Health

www.waltzhealth.com

Waltz Health was established in 2021, is headquartered in Chicago, and co-founded by pharmacy benefit manager (PBM) industry veteran **Mark Thierer**, former CEO of SXC Health Solutions, Catamaran, & Optum Rx, with his son, **Jonathon Thierer**, MBA (former Optum Rx).

Key Leaders: President-**Jeff Park** (former Chairman and CEO at WellDyneRx, EVP/COO at Optum Rx, EVP/CFO at Catamaran), Chief Information Officer-**Mark Halloran** (former CIO at Optum Rx, Catamaran, Medco Health), Chief Supply Chain Officer-**Joel Saban** (former CEO at Apotheco Pharmacy Group, President, at Diplomat, EVP Pharmacy Operations and Industry Relations at Optum Rx, SVP at CVS Health), VP, Manufacturer Relations-**Laura Ptaszek, MS** (former pharmaceutical executive responsible for driving Market Access strategies for key Brands at AbbVie and Novartis), Chief Pharmacy Officer-**Deanna Horner**, PharmD (former Chief Pharmacy Officer/Government Programs, UnitedHealthcare), VP, Growth Strategies-**Michael Lessard** (formerly from Pharmaceutical Strategies Group, Optum Rx and Novartis) and Chief Finance Officer-**Blake Slansky** (formerly from Walgreens and McKinsey & Company).

Our mission is to rewire the pharmaceutical marketplace to make prescription medications more accessible and affordable.

Waltz Health is partly owned by the Blues receiving \$35M from Blue Venture Fund, Google Ventures, Define Ventures, Twine and Echo Health and others.

Waltz Health provides services to manage GLP-1s that realigns incentives and provides a better stakeholder experience by working across the supply chain to create a more integrated and transparent way to purchase medications.

Relationships are key to success, and we have assembled a curated team of over 100 employees with expertise and connections across all key stakeholders: manufacturers, payers, PBMs, pharmacies and digital health vendors.

Our proven track record of success includes serving 10s of millions of transactions saving over \$50M in patient out-of-pocket costs.

Section 2 - The Waltz Health Anti-Obesity Medication (AOM) solution

A According to a study by NORC at the University of Chicago, 4.5 of every 10 North Carolina residents are living with obesity. Our AOM solution realigns incentives within the drug supply chain to improve access and affordability of FDA-approved AOMs, thereby addressing an important health issue for the state of NC.

"<https://www.norc.org/research/projects/obesity-prevalence-and-comorbidity-map.html>

<https://obesitymap.norc.org/>"

B "Our solution provides:

- 1) a sliding scale of manufacturer funding support based on initial clinical and gatekeeping (weight loss program and/or nutritional classes) criteria, enabling employers to move AOMs to a covered position,
- 2) patient copay incentives for meeting adherence and persistence metrics,
- 3) coordinated patient engagement and refill management,
- 4) tracking of value proof points for continued employer investment,
- 5) transparent claims, rebates, and prior authorization reporting"

C, D Waltz conducted extensive consumer research in the medication process in order to map out the most likely causes of member dissatisfaction. Through our insights, we can avoid member issues and keep your teachers and staff informed through the journey to obtain high cost medications including GLP-1s. Additionally, Waltz has partnered with an industry leading member engagement firm and can deploy their tools for your population. Lastly, Waltz's clinical, operational, and data assets allow for increased employer selection and control to ensure appropriate AOM use in targeted employee population.

E "Realizing value for GLP-1 for anti-obesity coverage investments through appropriate usage

GLP-1 drugs taken appropriately for anti-obesity offer significant clinical benefits for members and plans. The Waltz Health proprietary design is designed for appropriate clinical use, first fill conversion, and persistence to maximize clinical benefits while minimizing wastage. Medical cost savings in the form of (1) cost reduction and (2) cost avoidance are a major untapped opportunity for plans that do not yet cover GLP-1 drugs for anti-obesity. The Waltz solution unlocks this opportunity and measures medical savings closely and transparently using plan medical data and GLP-1 usage data not previously available to monitor returns on investment.

Driving market-leading cost efficiency and transparency

Today's market features significant leakage of unit economics throughout the drug supply chain, which means money available from manufacturers is not making it to members or the plan. Our proprietary marketplace ecosystem links manufacturers to patients (members) through partnerships with plans. Through this new-to-the-world product, leakage is reduced in a win-win solution that offers pharmaceutical healthcare as it should be. The cost per drug we can offer, by reducing the waste of days system, is lower.

A new way to price: simple and transparent

Waltz pricing for GLP-1 anti-obesity medicine is as innovative as the model itself. We offer simple and transparent combined software/ service fees for the solution, aimed at ensuring market-leading ROI for plans who invest in our benefit carve out solution. All participants, including plans and manufacturers, will receive 100% transparency into financial flows related to drug usage by members. Waltz is open to considering alternative structures North Carolina may wish to explore."

Section 3 - Technology

Claims Adjudication Engine - Scaled platform addressing millions of lives on the National Council for Prescription Drug Programs (NCPDP) d.0 pharmacy claims standard.

Pharmacy / Prescription Management System - Scaled platform addressing thousands of pharmacy locations and millions of lives on the NCPDP Prescription standard.

Waltz Integrated Comparative Engine and Claims Routing Technology. Proprietary, cloud-based technology to identify best dispensing pharmacy and/or reimbursing pricing network then route prescriptions and claims to desired fulfilling pharmacy/ reimbursing pricing network.