



**Validation**Institute

# 2024 Validation Report

**Review for: Calibrate**

**Validation Achieved: Metrics**

**Valid through: September 2025**



## Company Profile

# Calibrate

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<b>Category:</b>	<b>Lifestyle and Prevention Program - Obesity Treatment</b>
<b>Website:</b>	<a href="http://joincalibrate.com/">http://joincalibrate.com/</a>
<b>Public or Private:</b>	Private
<b>Year Established:</b>	2020
<b>Primary Contact:</b>	Tarul Kode
<b>Company contact:</b>	info@joincalibrate.com

### Description Provided by the Company:

**Calibrate's** mission is to change the way the world treats weight. **Calibrate** has pioneered a clinician-guided comprehensive obesity treatment program, with proven sustained results. This virtual care model pairs clinically appropriate medication with an evidence-based intensive lifestyle intervention curriculum to directly treat obesity and drive sustained outcomes. Through their digital platform, holistic program, and stigma-free approach, **Calibrate** provides equitable access to treatment and sustained outcomes.

As the leading clinician-guided and value-based outcomes model in obesity treatment, **Calibrate** combines medication with transformative behavior change to improve overall metabolic health, driving cost-effective, long-term weight loss results. Recognized by esteemed organizations, including the





# Company Profile

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World Economic Forum's Technology Pioneers, Fast Company's World Changing Ideas, TIME's Best Inventions, and the Employer Health Innovation Roundtable Traction Awards. **Calibrate** is backed by leading healthcare investors, including Madryn Asset Management and Redesign Health.





# Claim Assertion for Validation

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Calibrate's Return On Investment (ROI) Calculator produces an evidence-based, reasonable estimate of the program's impact on weight loss, medical costs, and use of weight-loss medications.

Calibrate also has validated outcomes for its Metabolic Reset Program which showcases that participants on average lose weight, reduce their waist circumference, and can taper weight loss medications while still maintaining most of their weight loss.

[Read Metabolic Reset Program Outcomes Validation Report here.](#)





# Method / Calculation / Examples

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Calibrate submitted for review its ROI calculator, including sources for all assumptions and estimates. The ROI calculator addresses:

- Utilization of GLP-1 weight loss medications
- Weight loss outcomes
- Medical cost reduction attributed to weight loss outcomes

Using data from 846 participants who completed the two-year Metabolic Reset Program, Calibrate calculated the average number of 30-day prescription fills for weight loss medications over a 24-month period. This was compared to a published review of eight randomized controlled trials (RCTs) (Moll H, 2024) in which patients had continuous access to the medications.

The Calibrate participants also had weight loss outcomes data for 24 months. The average percent of body weight lost for Calibrate participants was compared to that of the eight randomized controlled trials.

Medical cost savings were estimated based upon the comparison to the RCT results and a peer-reviewed study of the economic impact of non-surgical weight loss on medical care costs. (Ding Y, 2021) This study showed per person per month (PPPM) medical cost reduction based upon percent of body weight loss over a two-year period.

Program fees and medication costs were calculated for all participants, including those who would be anticipated to drop out before achieving any weight loss.

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# Findings & Validation

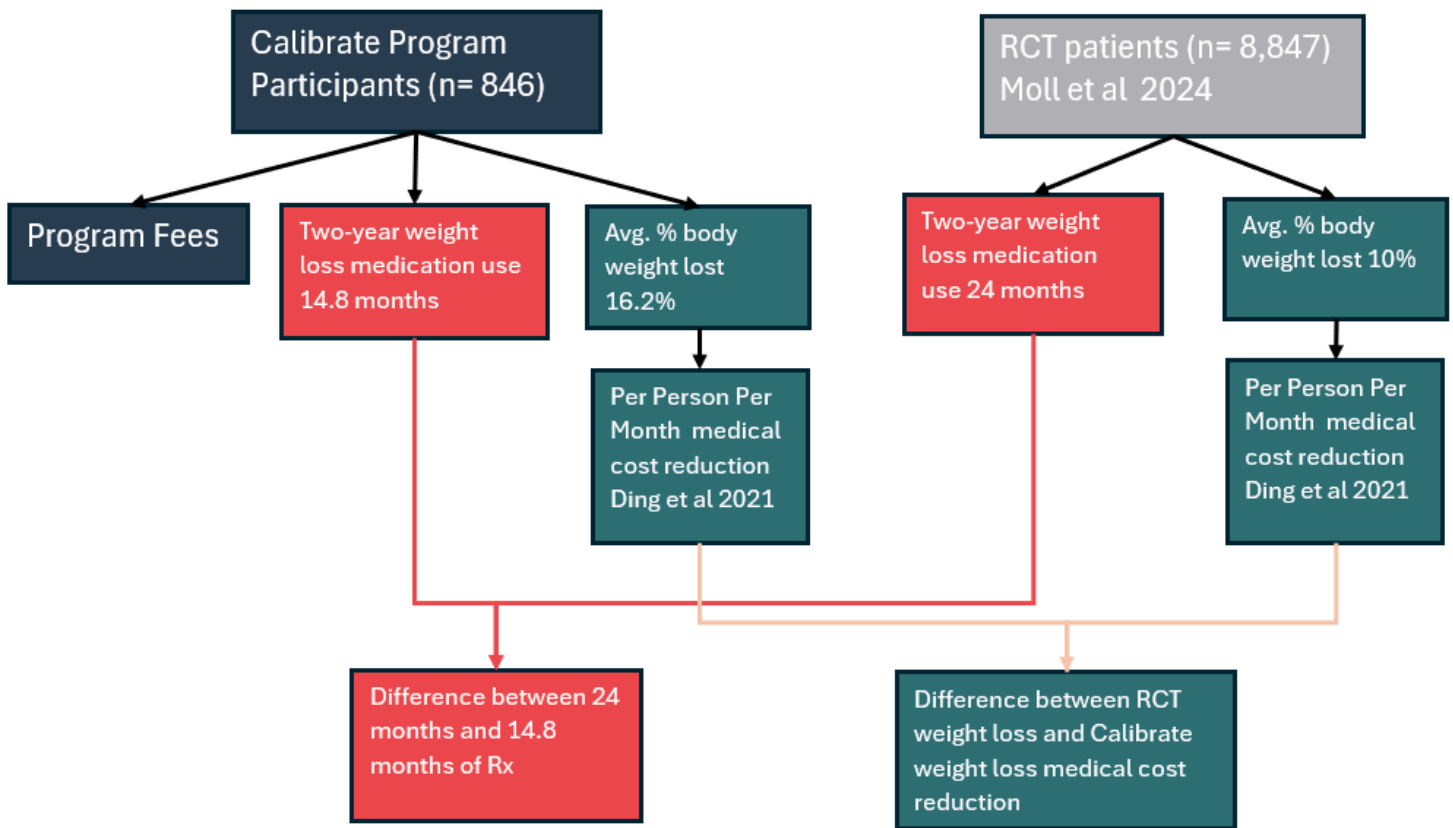
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Graph 1 summarizes the major components of the cost savings calculator. The ROI is calculated by taking the sum of the pharmacy savings (the difference between Calibrate's average number of months of medication and continuous access to medication in a published review of Randomized Controlled Trials/ RCTs (Moll H, 2024) and the medical cost savings (Ding Y, 2021) (the difference between Calibrate's average weight loss of 16.2% and the 10% average weight loss achieved in RCTs (Moll H, 2024) as a ratio to the program fees.

Pharmacy costs are lower because participants use GLP-1 medications for an average of 14.8 months over two years instead of 24 months. In addition, participants achieve on average 16.2% weight loss; this is higher than the 5-10% weight loss achieved in similar groups of people using GLP-1 drugs. The higher weight loss links to lower expected medical costs.



# Findings & Validation



Graph 1





# Limitations

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Future participants' use of medications could vary from the past and Calibrate will continue to track outcomes. Titration, tapering, drug shortages, intolerance, utilization management, insurance coverage, and other real-world factors may have influenced the Calibrate participants' use of the drugs.

Calibrate participants' average percent of body weight loss in 24 months was 16.2% vs the placebo-controlled 10% in clinical trials. (Moll H, 2024) The placebo effect was not listed in Moll, but two studies (Pi-Sunyer X, 2015) (Wilding JPH, 2021) suggest that people receiving a placebo lose around 2 - 2.5% of their body weight. A lower placebo effect would make Calibrate's medical cost savings higher.







## Works Cited

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1. Ding Y, F. X. (2021). Economic value of nonsurgical weight loss in adults with obesity. *J Manag Care Spec Pharm*, 37-50.
2. Moll H, F. E. (2024). GLP-1 receptor agonists for weight reduction in people living with obesity but without diabetes: a living benefit-harm modelling study. *EClinicalMedicine*.
3. Pi-Sunyer X, e. a. (2015). A Randomized, Controlled Trial of 3.0 mg of Liraglutide in Weight Management. *New England Journal of Medicine*.
4. Wilding JPH, e. a. (2021). Once-Weekly Semaglutide in Adults with Overweight or Obesity. *New England Journal of Medicine*.





# Validation and Credibility Guarantee

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**Calibrate's ROI Calculator** has achieved validation for **Metrics**. Validation Institute is willing to provide up to a \$10,000 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 moved the needle on 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.





# CERTIFICATE OF VALIDATION

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<b>Applicant:</b>	<b>Calibrate</b> 105 West 86th Street Suite 514 New York, NY 10024
<b>Product:</b>	Calibrate's Return On Investment (ROI) Calculator
<b>Claim:</b>	Calibrate's ROI Calculator produces an evidence-based, reasonable estimate of the program's impact on weight loss, medical costs and use of weight-loss medications.
<b>Validation Achieved:</b>	<b>Validated for Metrics</b>
<b>Award Date:</b>	August 2024

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**Validation Institute**

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**Chief Executive Officer**  
**Validation Institute**





# About Validation Institute

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**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.

