



ValidationInstitute

2024 Validation Report

Review for: Kaia Health
Validation Achieved: Savings
Valid through: May 2025



Company Profile



Category:	Musculoskeletal Management
Website:	https://kaiahealth.com/
Public or Private:	Private
Year Established:	2016
President:	Konstantin Mehl
Company contact:	team@kaiahealth.com

Description Provided by the Company:

Kaia Health is the world's largest digital therapeutics company, creating accessible, evidence-based therapies for a range of conditions including musculoskeletal (MSK) pain and chronic obstructive pulmonary disease (COPD). Covering 60M million lives globally, our digital-first therapy programs are powered by motion analysis technology and guided by clinical experts. Patients only need a smartphone or tablet to access care 24/7, with no sensors, wearables, or other equipment needed. Headquartered in New York and Munich, **Kaia Health** partners with leading health plans and employers to deliver care that is proven to be as safe and effective as traditional care.





Claim Assertion for Validation

Patients with low back pain who were randomly assigned to Kaia Health's Digital Musculoskeletal Program have significantly more improvement in pain (greater reduction) than patients receiving usual care. These patients also show significant reductions in total cost of care as compared to usual care across multiple service categories investigated. In addition, the intervention group's average benefit for time away from work decreased.

Since this study was a randomized controlled trial (RCT) in which enrollment was random rather than voluntary, the results are strong evidence that the program makes the difference.

Due to the clinical and health economic results of this study, German regulatory authorities may consider clinical guidelines to recommend use digital treatments such as Kaia.





Method / Calculation / Examples

General Practitioners were randomly assigned to offer low back pain patients the Kaia Health Digital Musculoskeletal Program. A total of 933 Patients were included in the Kaia group. The staff was trained in the Kaia Health program and its support services. Similarly, 312 patients received usual care without restrictions - following the recommendations of the German National Care Guideline on treatment of non-specific back pain. These guidelines closely resemble United States national guidelines for non-specific back pain. The total patient sample was 1,245 participants.

The Kaia and the control groups were compared on demographic traits to ensure that they were similar to one another. They were compared on gender (% female), age, height/weight, education, employment, use of pain killers, risk of chronic pain, and how they were referred for care.

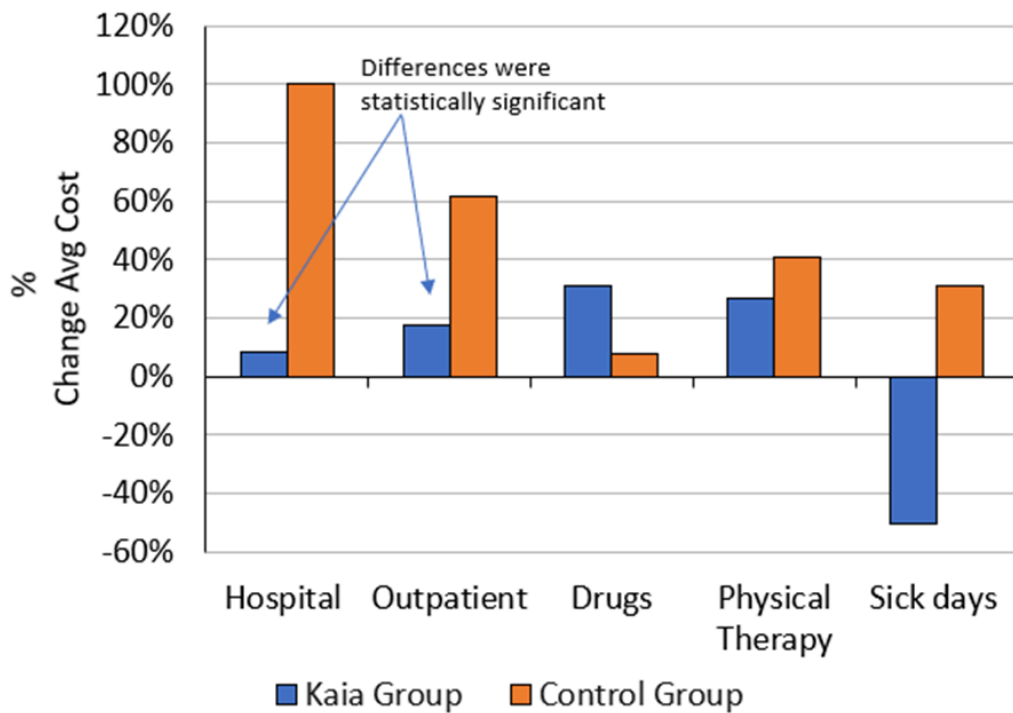
The percent change in average hospital, outpatient, drug, and physical therapy cost per patient were calculated for the Kaia and control groups. from the 12-month period before the intervention began to the 12 months following. For the same time periods, average per person sick day benefit was also calculated; sick day benefits are a percentage of the person's regular salary and begin after the person has lost six weeks of work. The percent change in average per user sick day benefits was calculated, and then compared between the two groups (Difference in differences). The significance of the differences between the two groups was also calculated (p values).





Findings & Validation

Graph 1 summarizes how much each group’s average per person costs changed as a percentage of the baseline costs from the pre- to the post-period. The average medical costs for hospital and outpatient services were significantly different between the two groups: the Kaia group’s increase in costs was statistically lower than the increase for the control group. The other components reviewed differed between the two groups, but not significantly so.



Graph 1





Limitations

The population analyzed was German, working age adults. It is assumed that the results would be similar for working age adults in other Western countries, such as the United States.

The average sick days benefit reflects the mix of people's salaries in the pre and post observation periods. Thus, changes in the average benefit paid may be a function of when higher-paid people returned to work, rather than a change in the use of sick day benefits.

Further studies will be needed to evaluate the solution's impact in specific service categories.





Validation and Credibility Guarantee

Kaia Health's Digital Musculoskeletal Program achieved validation for **Savings**. Validation Institute is willing to provide up to a \$100,000 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

Applicant:	Kaia Health 99 Wall Street #5880, New York, NY 10005
Product:	Kaia Health's Digital Musculoskeletal Program
Claim:	Patients randomly assigned to Kaia Health's Digital Musculoskeletal Program use significantly less medical care and therefore have lower costs than patients receiving usual care.
Validation Achieved:	Validated for Savings
Validation Award Date:	July 2022

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About Validation Institute

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.

