



**Validation**Institute

# 2022 Validation Report

**Review for: Diathrive Health**  
**Validation Achieved: Savings**  
**Valid through: February 2023**



# Company Profile



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<b>Category:</b>	Diabetes Management
<b>Website:</b>	<a href="https://diathrive.com/partners">https://diathrive.com/partners</a>
<b>Public or Private:</b>	Private
<b>Year Established:</b>	2016
<b>Founder:</b>	Michael Hennessy
<b>Company contact:</b>	866-878-7477

## Description:

**Diathrive Health's** unique diabetes management solution saves employers money by helping members address psychosocial barriers to managing a chronic disease.

**Diathrive Health** provides accurate, top-quality, FDA-approved diabetes supplies. **Diathrive Health** members have access to unlimited glucose testing supplies and can refill at any time so they always have what they need to manage blood sugar. No prescriptions needed. No paperwork or fighting for coverage.

No Artificial Intelligence (AI) has ever lived with diabetes. It is a human condition requiring a personalized approach to management. That's why we created Health Advisor. Each participating member can connect with a health advisor from their mobile device to help them create a path to better health that meets them where they are. No judgment, no shaming, and no generic

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# Company Profile

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approaches. Here's how it works:

- Diathrive Health Advisors are people with certifications and credentials in diabetes care: Certified Diabetes Care and Education Specialists (CDCES), Registered Nurses (RN), Registered Dietitians and Nutritionists (RD and RDN).
- Diathrive Health advisors help individuals engage with diabetes education, set reasonable health goals, and help overcome barriers to health.
- Member is connected with diabetes professionals and are invited to grant access to health data, like glucose readings uploaded from member's Diathrive+ Glucose Meter.
- Health Advisors create a member-specific care plan from current health data and a psychosocial assessment to uncover member's personal barriers to better health.
- Health advisors conduct intake assessments to determine levels of diabetes distress (DDS) using assessments designed by the Behavioral Diabetes Institute (BDI).





# Claim Assertion for Validation

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Diathrive Health price for diabetes supplies is lower than the average calculated from a national commercial claims data base and active clients.





# Method / Calculation / Examples

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Using a commercial claims data base, average costs per 30-day prescription were calculated for glucose blood test strips, insulin pen needles, lancets, and normal, low, and high calibration solutions. The one-time cost for a blood glucose monitoring device was also included. Claims data came from a clearing house of commercial plans. The data covered the year 2020 and 500,000 people with diabetes.

These were then compared with Diathrive Health's pricing, which is a flat monthly fee per person regardless of the volume of supplies.



# Findings & Validation

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The table below summarizes the average annual costs commercial claims data base.

	Commercial Population Average Cost Per Month	Diathrive Health Cost per Month
Blood Glucose Monitoring Device ^	\$20.27	\$50
Glucose Blood Test Strip	\$86.95	
Insulin Pen Needles	\$37.37	
Lancets	\$8.06	
Normal, Low & High Calibration Solution	\$6.20	
<b>Annual Costs</b>	\$1,683	\$600

^ Cost is included once annually.



## Limitations

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This analysis does not address patient outcomes that can be affected by availability of diabetes supplies. However, changes in how diabetes supplies were provided did not lead to poorer patient outcomes for Medicare members. (O'Donnell, Rollins, & Mathews, 2020)





## Works Cited

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O'Donnell, B., Rollins, E., & Mathews, J. (2020). Competitive Bidding Reduced Medicare Spending On Diabetes Testing Supplies Without Negatively Affecting Beneficiary Outcomes. Health Affairs .







# Validation and Credibility Guarantee

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**Diathrive Health price for diabetes supplies** achieved Validation for Savings. Validation Institute is willing to provide up to a \$25,000 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.





**Validation Expiration: February 2023**

# CERTIFICATE OF VALIDATION

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**Applicant:** **Diathrive Health**  
5120 Amelia Earhart Dr, Salt Lake City, Utah 84116,  
US

**Product:** Diathrive Health price for diabetes supplies

**Claim:** Diathrive Health price for diabetes supplies is lower than the average calculated from a national commercial claims data base.

**Validation Achieved:** **Validated for Savings**

**Validation Award Date:** April 2022

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**Linda K. Riddell, MS**  
**VP, Population Health Scientist**  
**Validation Institute**

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**Benny DiCecca**  
**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.