



# PODIMETRICS

## REVEAL THE PREVENTABLE COMPLICATIONS HIDING IN PLAIN SIGHT

Podimetrics provides early detection of diabetic foot ulcers (DFUs) through member empowerment in the home. By monitoring foot temperatures for signs of inflammation, you can get ahead of complications before they start.



## SCIENCE. SIMPLICITY. SUPPORT.

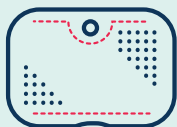
### SIMPLICITY.

Patient-centered SmartMat™ technology empowers members, in just 20 seconds a day at home, to take control of DFU detection to prevent amputation.



### SCIENCE.

At-home temperature monitoring is proven to detect risk and reduce DFUs by 72%.<sup>1-3</sup>



### SUPPORT.

Personalized virtual care support reduces unnecessary expensive interventions through human-based triage.



1. Frykberg et al. J Foot Ankle Surg. 2006; 45(5 Suppl): S1-66  
2. Bus et al. Diabetes Metab Res, Rev 2016 Jan (Suppl 1):16-24  
3. Lavery et al. Wound Rep Reg. 2016; 24 112-126

# AN UNEXPECTED CLINICAL AND FINANCIAL THREAT OF DIABETES

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DIABETIC CO-MORBIDITIES ARE COMPLEX AND EXPENSIVE.

- Direct costs of care for diabetes in general was **\$237 billion** in 2017 versus \$80 billion for cancer in 2015.<sup>1</sup>

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THESE HIGH, YET INEXPLICABLE COSTS REGULARLY RESULT FROM **DIABETIC FOOT ULCERS.**

- Within a diabetic population, **6%** are likely to develop a diabetic foot ulcer.<sup>2</sup>
- Average annual spend on diabetic patients is around \$17k, however for patients with DFUs, it's **\$58k**.<sup>3,4</sup>
- 40%** will have a DFU recurrence within one year.<sup>3,4</sup>

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DFUS CAN LEAD TO **AMPUTATION.**

- Diabetic foot complications are the **#1** cause of lower extremity amputations.<sup>5</sup>
- Diabetic foot complications make up over **100** ICD-10 codes, including ulcers, osteomyelitis, and more.

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LOWER EXTREMIY AMPUTATIONS CAN BE **CATASTROPHIC.**

- Cost for a single DFU-related amputation is **\$100,000**.<sup>6</sup>
- 56.6%** of patients with a major amputation will die within five years.<sup>1</sup>

## SUCCESS STORY

A health plan finds unanticipated savings while improving member lives

### SITUATION:

A large national health plan's data science team discovered previously unidentified costs in their population, related to DFUs and resulting amputations.

### PLAN OF ACTION:

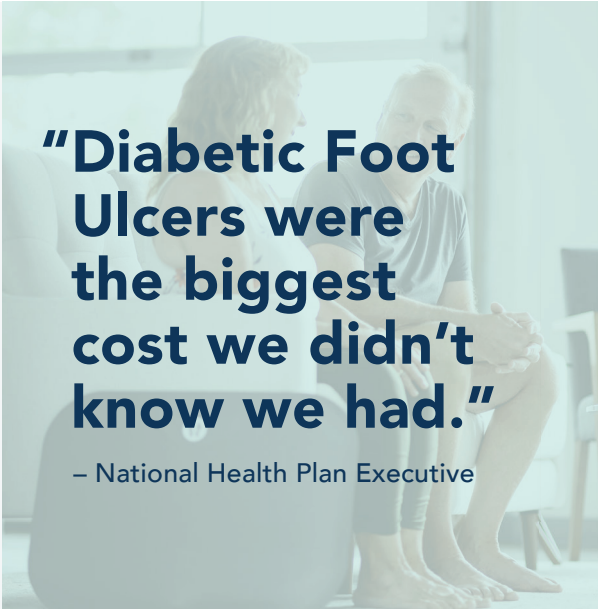
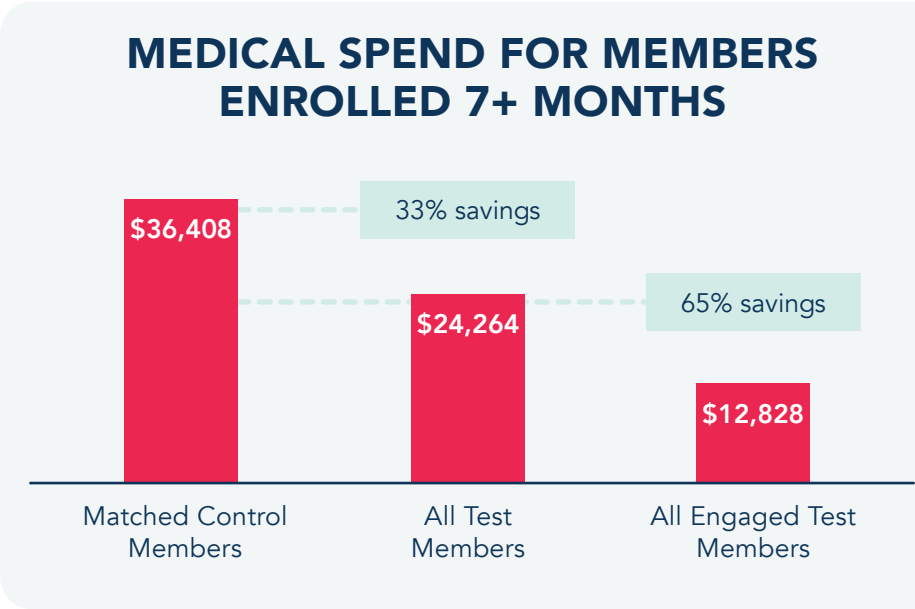
The health plan decided to initiate a pilot study with Podimetrics, enrolling 150 fully-insured commercial plan members with a history of DFUs in the past 24 months.

### GOAL OF PILOT STUDY:

To assess medical utilization reduction over 12 months, by evaluating the enrolled, targeted members compared to a control group.

### EARLY PILOT RESULTS:

- 33% medical cost savings in engaged group compared to control group for members.**
  - 3.4x ROI achieved by 7 months (\$12k PMPY savings).
  - At 5 months into pilot client more than broke even on initial investment achieving a 1.5x ROI.
  - 50% of savings driven by reductions in in-patient and outpatient visits.
- Member engagement is critical to program success.**
  - This is a highly engaged population with 80% of enrolled members scanning 5+ times per week.
  - Health plan recognized almost double the medical cost savings PMPY for engaged members compared to control group (\$20k savings per engaged member per year).\*



1. Armstrong et al. Journ Foot Ankle Research 2020. 4. Hicks et al. Ann Vasc Surg. 2016.  
2. Bus et al. Diabetes Metab Res Rev. 2016 5. Brownrigg et al. Euro J Vasc and Endovascular Surg, 2013  
3. Frykberg et al. Diabetes Care 2017. 6. <https://californiahealthline.org/news/diabetic-amputations-a-shameful-metric-of-inadequate-care/>

# SCALE YOUR IMPACT ON YOUR HIGH-RISK DIABETIC POPULATION WITH PODIMETRICS

## DETECTION



**97%**

of diabetic foot ulcers detected on average 5 weeks before wound opening<sup>1</sup>

## ENGAGEMENT & ADHERANCE

**86%**

of patients monitored their feet at a clinically meaningful level, greater than 3 days per week<sup>1</sup>

**88%**

of patients rated its ease of use at a 5/5<sup>1</sup>

## CLINICAL OUTCOMES



**100%**

Elimination of major amputations<sup>2</sup>

**91%**

Reduction in severe ulcers<sup>2</sup>

## INTERVENTION & PREVENTION

**68%**

of inflammation detected was resolved via a no-cost intervention of off-loading alone.<sup>3</sup>

**76%**

of patients reported clinically meaningful preventative care when alerts prompted office visits.<sup>3</sup>

## FINANCIAL OUTCOMES



**52%**

Reduction in all-cause hospitalizations<sup>2</sup>

**40%**

Reduction in ED visits<sup>2</sup>

**27%**

Reduction in all-cause outpatient visits<sup>2</sup>



**PODIMETRICS**

For more information or to contact us, please visit [www.Podimetrics.com](http://www.Podimetrics.com), or email [info@podimetrics.com](mailto:info@podimetrics.com).

1. Frykberg et al. Diabetes Care 2017.

2. Isaac et al, BMJ Open Diabetes Research & Care 2020.

3. Rothenberg et al, Federal Practitioner 2020.