

# Drugs are Not Enough

Holistic Approach to Weight Management

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December 2, 2024

**HealthSolutions**  
by **SHOPPERS** 

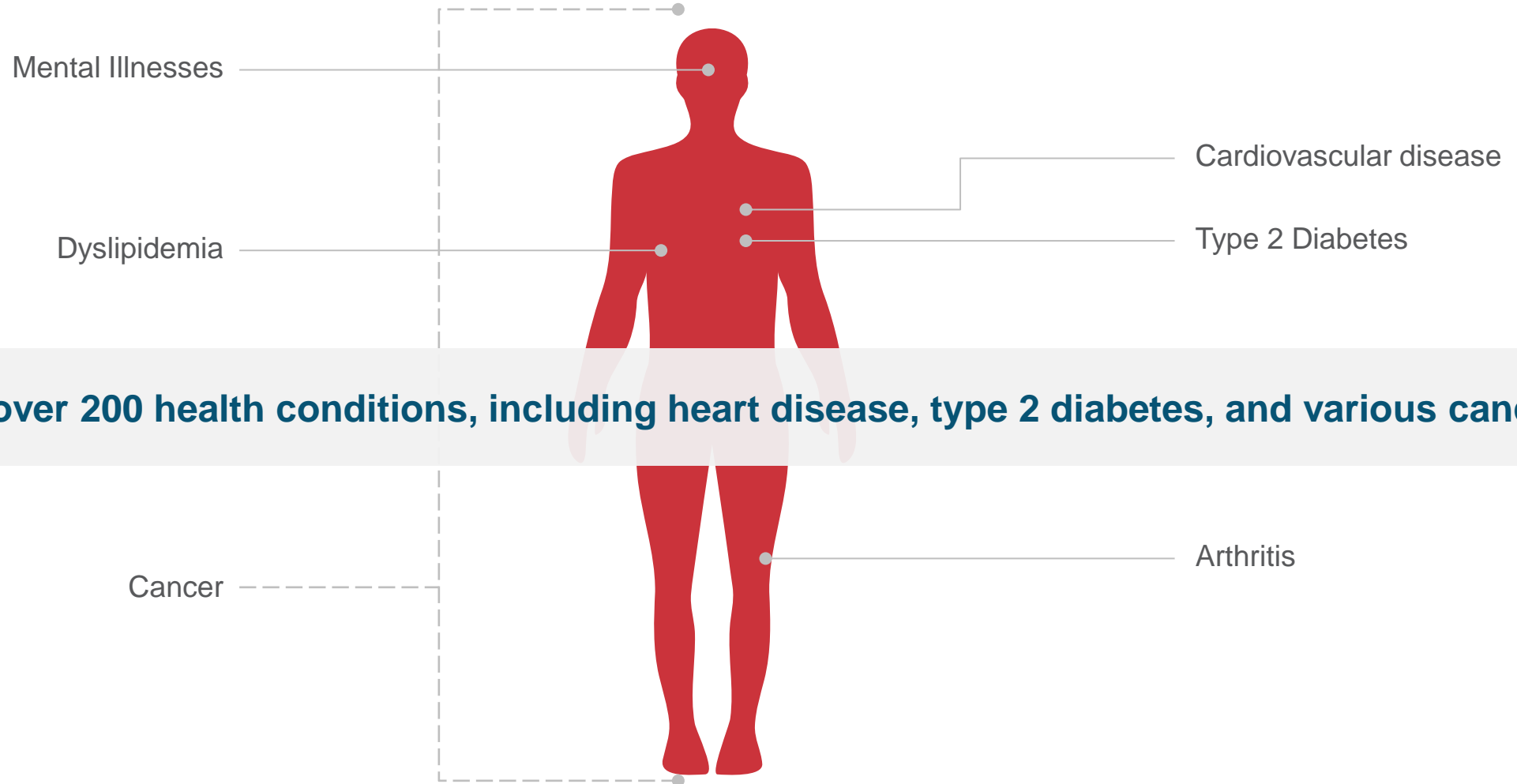


35%

of Canadian adults  
are considered overweight<sup>1</sup>

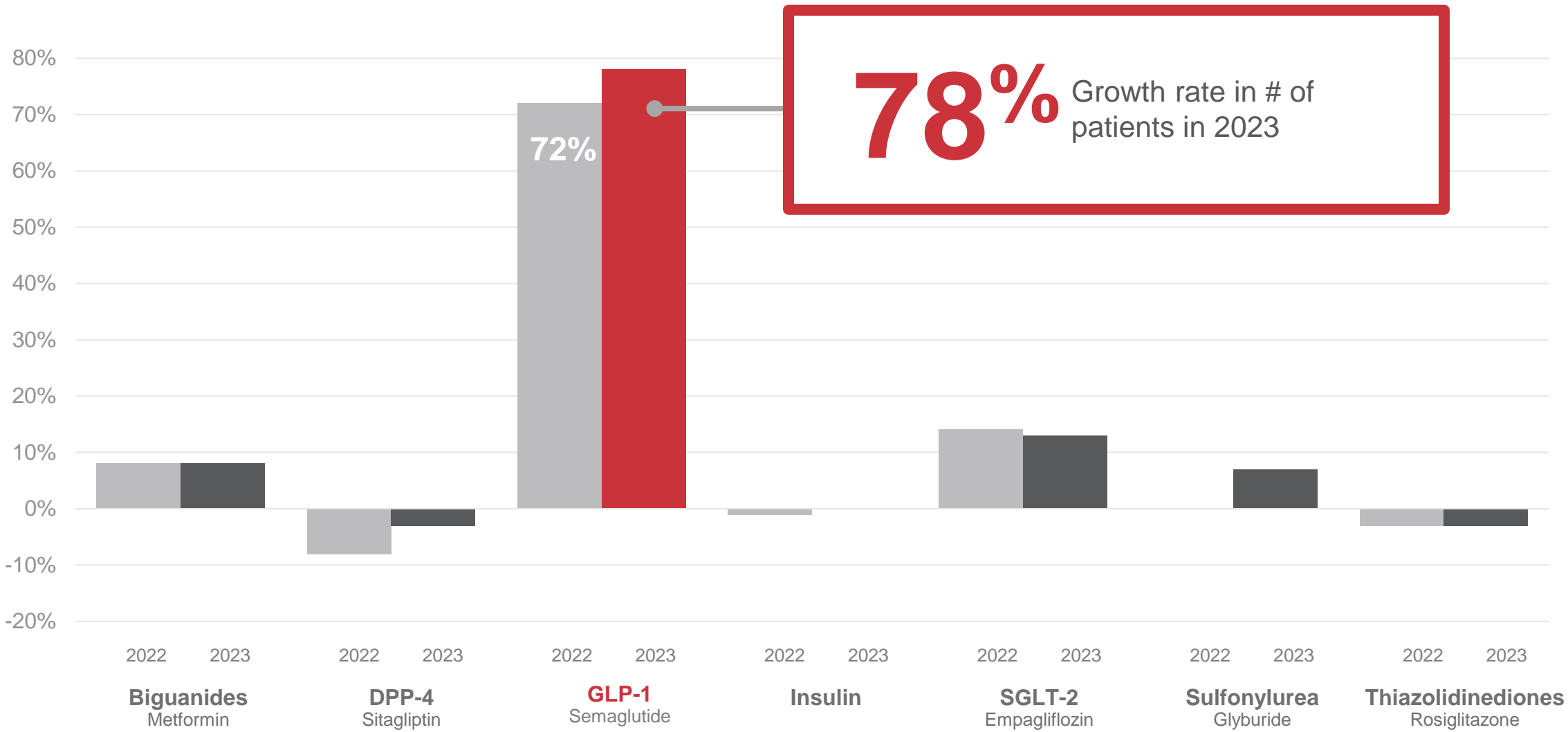
# Obesity Threatens Canadians' Health

## Increased risk of other medical conditions<sup>1</sup>



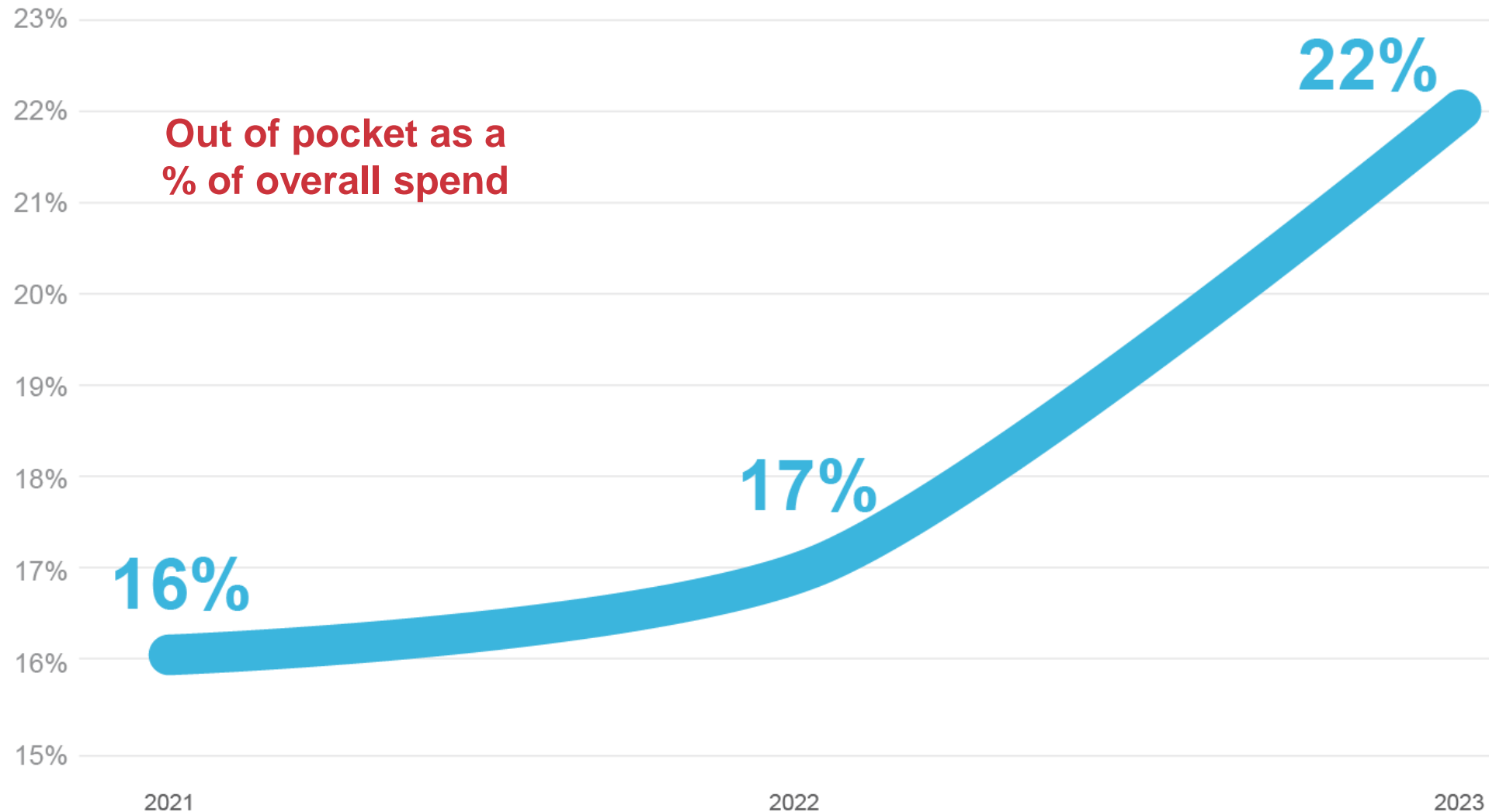
**Linked to over 200 health conditions, including heart disease, type 2 diabetes, and various cancers<sup>2</sup>**

# GLP-1 Growth Outpaces



Source: SDM Transaction Data 2023. Excludes age 65+

# Out of Pocket Spend Growth – Diabetes Drugs

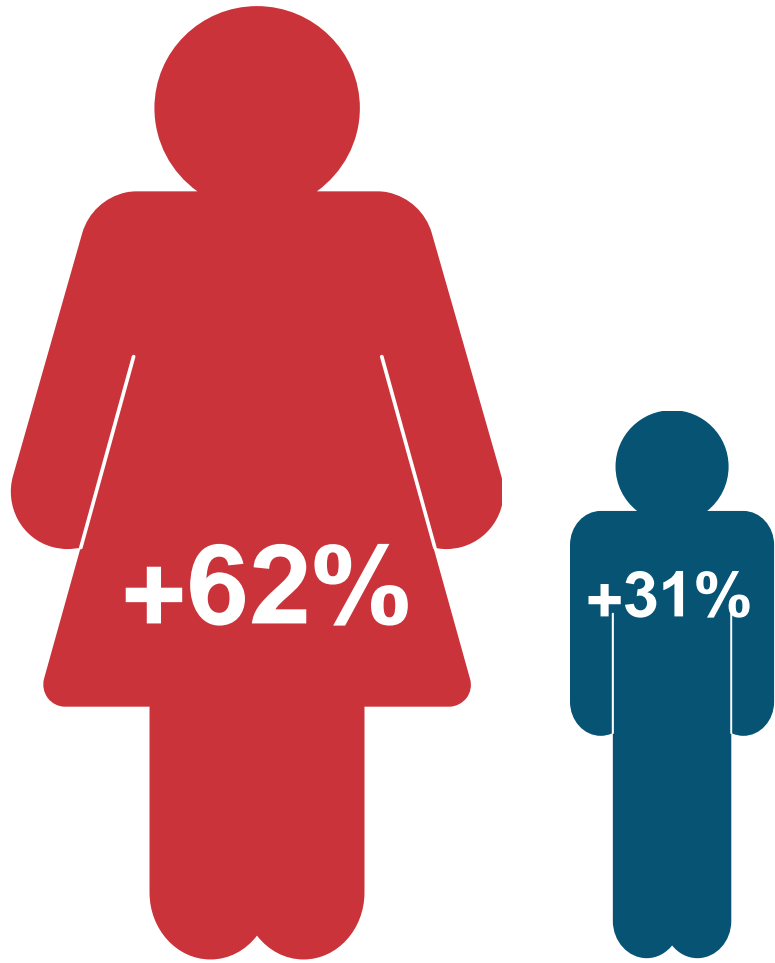




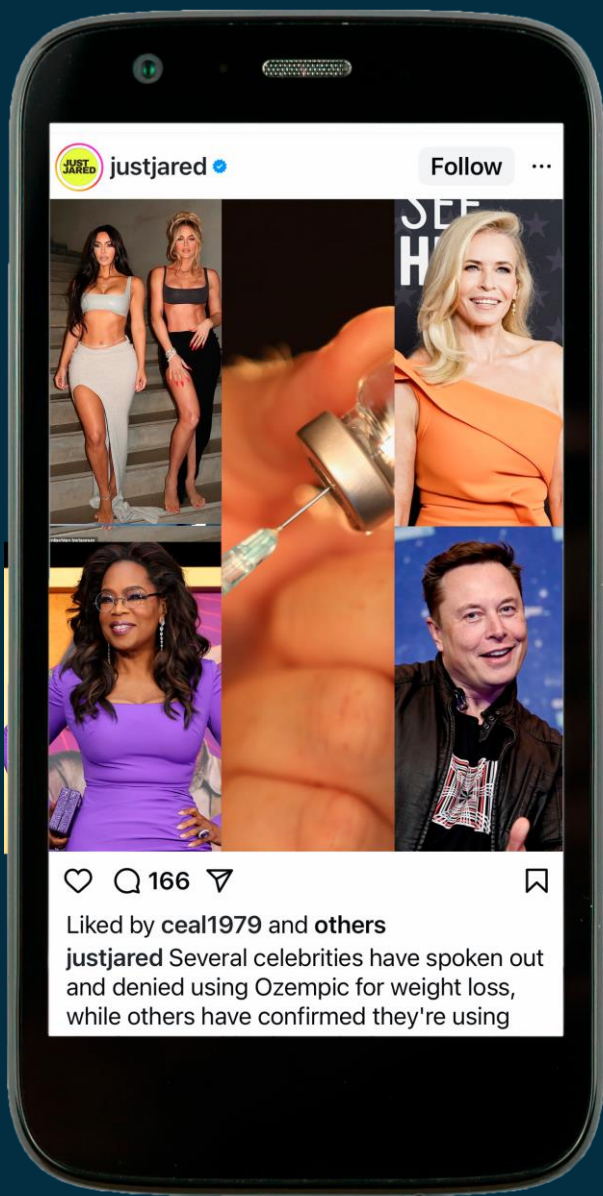
## Average Out of Pocket Spend Diabetes Drugs

**\$1,468** in 2023

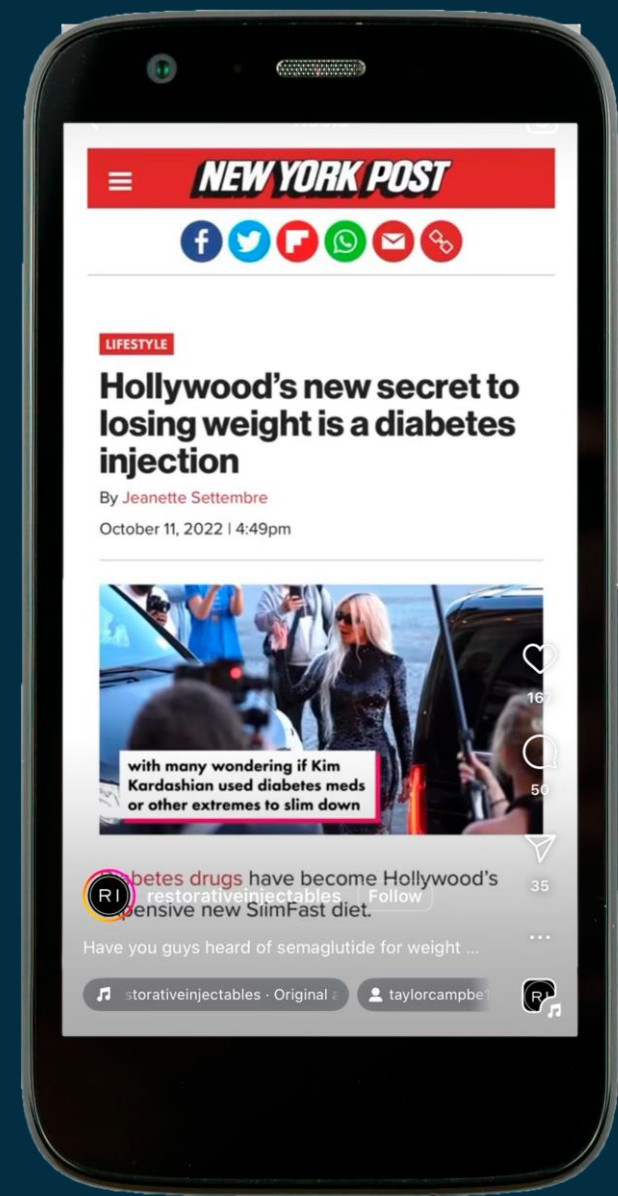
# Gender Trends



When analyzed by gender, **females are predominately taking more diabetes drugs**, especially in the ages 25-44 years old



Influence.





**GLP-1**

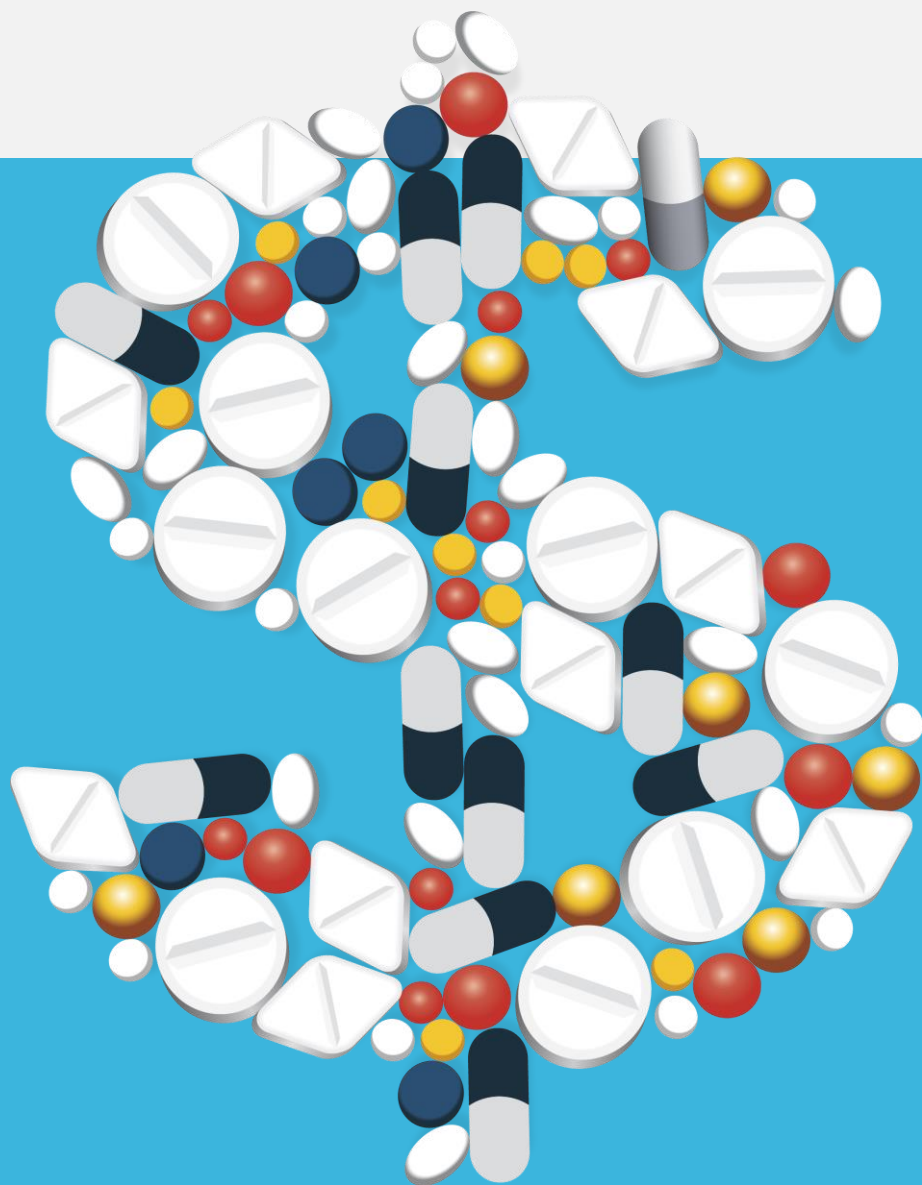






**ROAD  
CLOSED**

**ROAD  
CLOSED**



# Affordability.

**\$39.8 billion**

Canada's Drug Spend<sup>1</sup>

**\$5.9 billion**

Incremental Annual Expense<sup>2</sup>

**\$300+/month**

Weight Loss Drugs<sup>3</sup>

1. Canadian Institute for Health Information

2. Obesity Canada Report 2024

3. Cost of select GLP-1 drugs used for weight loss





# need

/ni:d/ verb

of necessity.

1/3 Canadians are  
considered overweight<sup>1</sup>

vs.

# want

/wɒnt/ noun

a desire for something.

How do you distinguish between  
those who **need** weight management  
drugs versus those who **want** them?

<sup>1</sup> StatsCan 2023; BMI > 25 and < 30 is overweight, > 30 is obesity



**Stigma**







Inclusive.









# Striking a Balance: Costs vs. Benefit

## Prior Authorization for Weight Management

Member Claim Form

### Health Care Coverage

Use a separate claim form for each patient. Your cooperation in completing all items on the claim form and attaching all information will help us to process your claim quickly and accurately.

**PATIENT INFORMATION**

TYPE OR PRINT • SEE REVERSE SIDE FOR COMPLETE INSTRUCTIONS

First Middle Last

SEX ☐ M ☐ F

RELATION TO SUBSCRIBER  
☐ Self ☐ Spouse ☐ Son ☐ Daughter

HAVE OTHER HEALTH INSURANCE COVERAGE? ☐ Yes ☐ No

TH INSURANCE COMPANY

**INSURED INFORMATION (on UNICARE ID Card)**

IDENTIFICATION NUMBER

NAME Last

ADDRESS

GROUP NUMBER

Search in r/Semaglutide

r/Semaglutide • 2 yr. ago  
UpstairsPomelo1997

### Advice on getting approved for Wegovy BCBS Prior Authorization & Online Telehealth Companies

Hello everyone! I recently moved and have an appointment to establish my PCP here, but it's months away. I have Excellus BCBS and I would like to use an online pharmacy to get Wegovy. I have a BMI of 32.3.

BCBS requires that I prove that I was in a weight management program for 3 months prior. I have been doing Weight Watchers on my own. I calculated my points, I search for free recipes with the point value and I've been tracking my own weight loss. If I submit with my PA a spreadsheet containing this information will it likely get approved? Does anyone have experience doing this for a Excellus BCBS PA?

Also, I'm trying to decide which online telehealth company I should use. Which has the best deal (\$), which is the easiest to use? So far I am researching Push, Mochi, Sequence and Plush.

I have attached the PA form for reference.

TIA!!

**Excellus**

A HCA Healthcare company

**Drug Prior Authorization FAX Form**

Please complete information, sign, date and FAX to:  
Pharmacy Management Help Desk: 1-800-956-2397

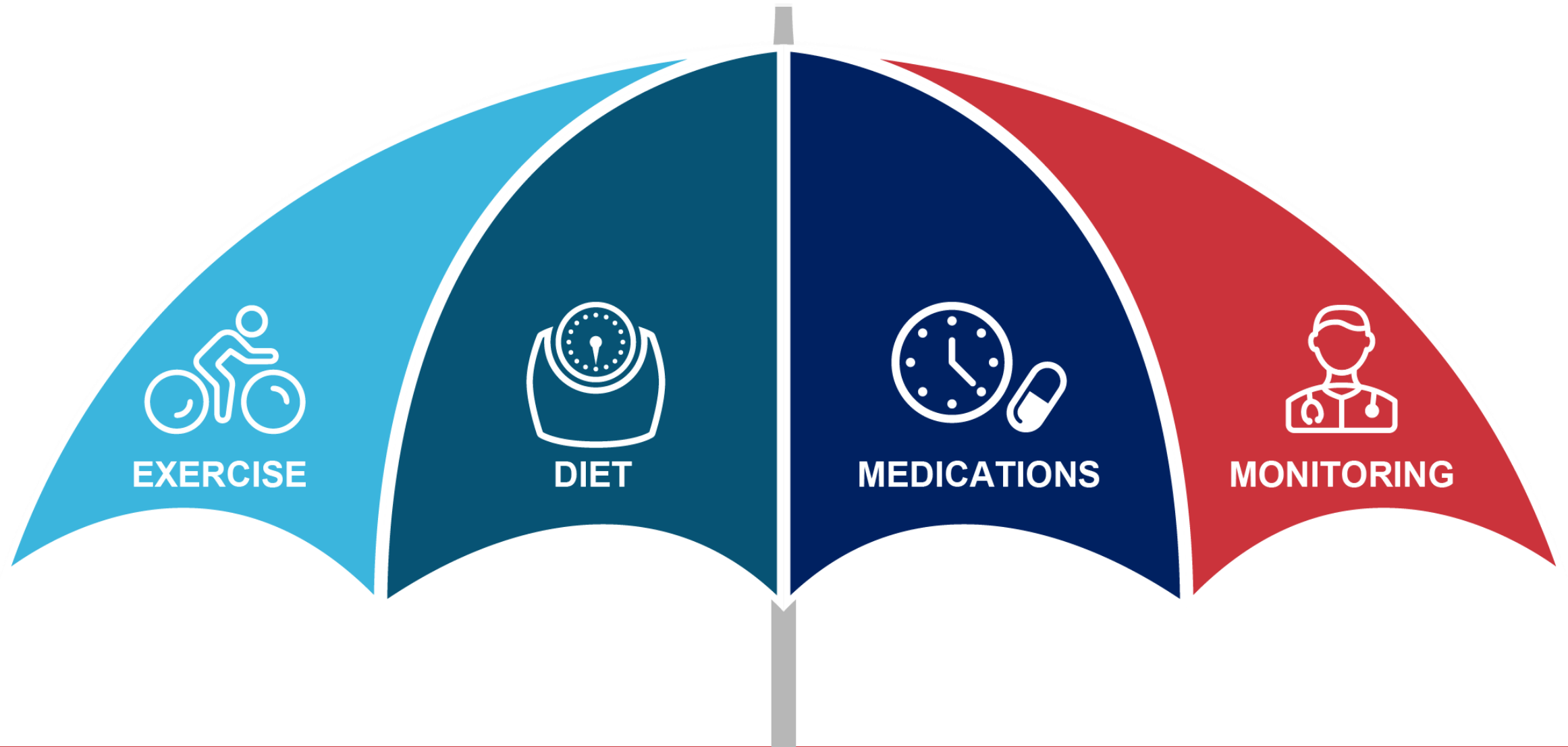
**Contrave, Qsymia, Saxenda, Wegovy, Xenical**  
Weight Loss medications  
(New start and recertification)

## Managing Costs Requires Clear Criteria



**Drugs** are not enough

# Time to Act: Providing a Holistic Approach

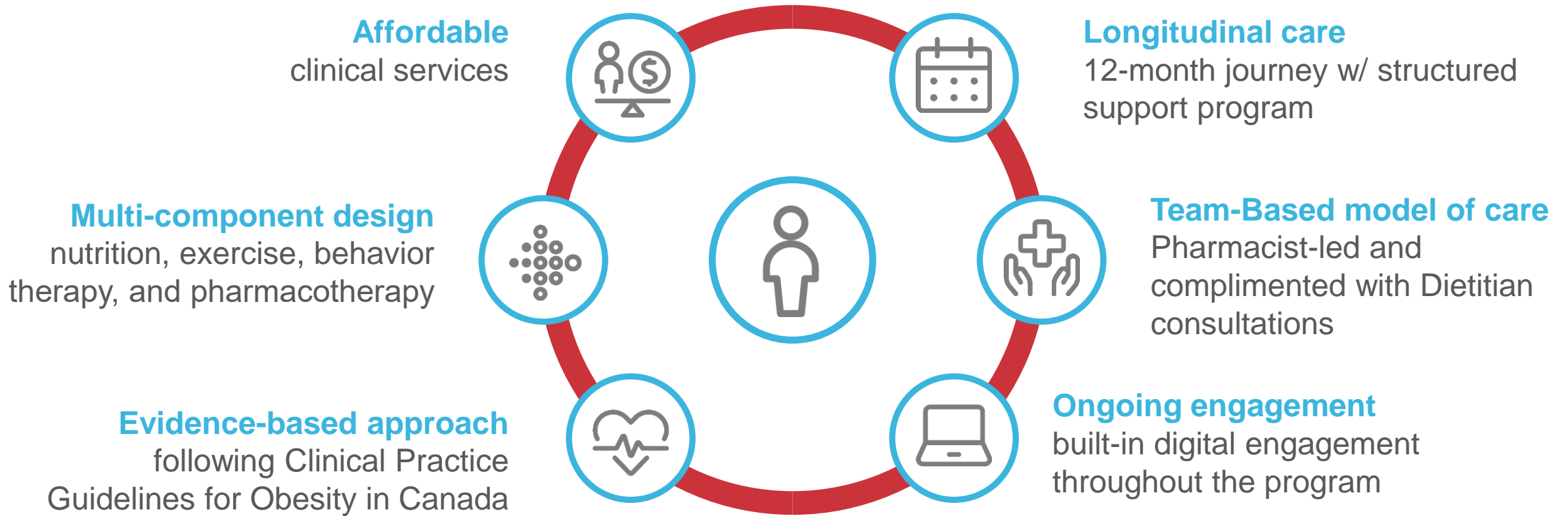






# The expanding role of Pharmacists

# Comprehensive and accessible pharmacist-led weight management program



# Sample Patient Journey



# Long Term Value of Weight Management Coverage

✓ Lower glucose



Lower Risk of  
Type 2 Diabetes<sup>1</sup>

✓ Healthier Cholesterol Levels

✓ Lower blood pressure



Reduced Risk of  
Heart Disease<sup>1</sup>

# Takeaways

## OBESITY IS A GROWING CONCERN FOR PLAN SPONSORS



**Smart Drug Management  
is Essential**



**Affordability Requires  
Innovation**



**One Size Doesn't Fit All**



**Rethink Pharmacist**



# Q&A

Health Solutions  
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