

Drugs are Not Enough

Holistic Approach to Weight Management

December 2. 2024

HealthSolutions

by **SHOPPERS** 

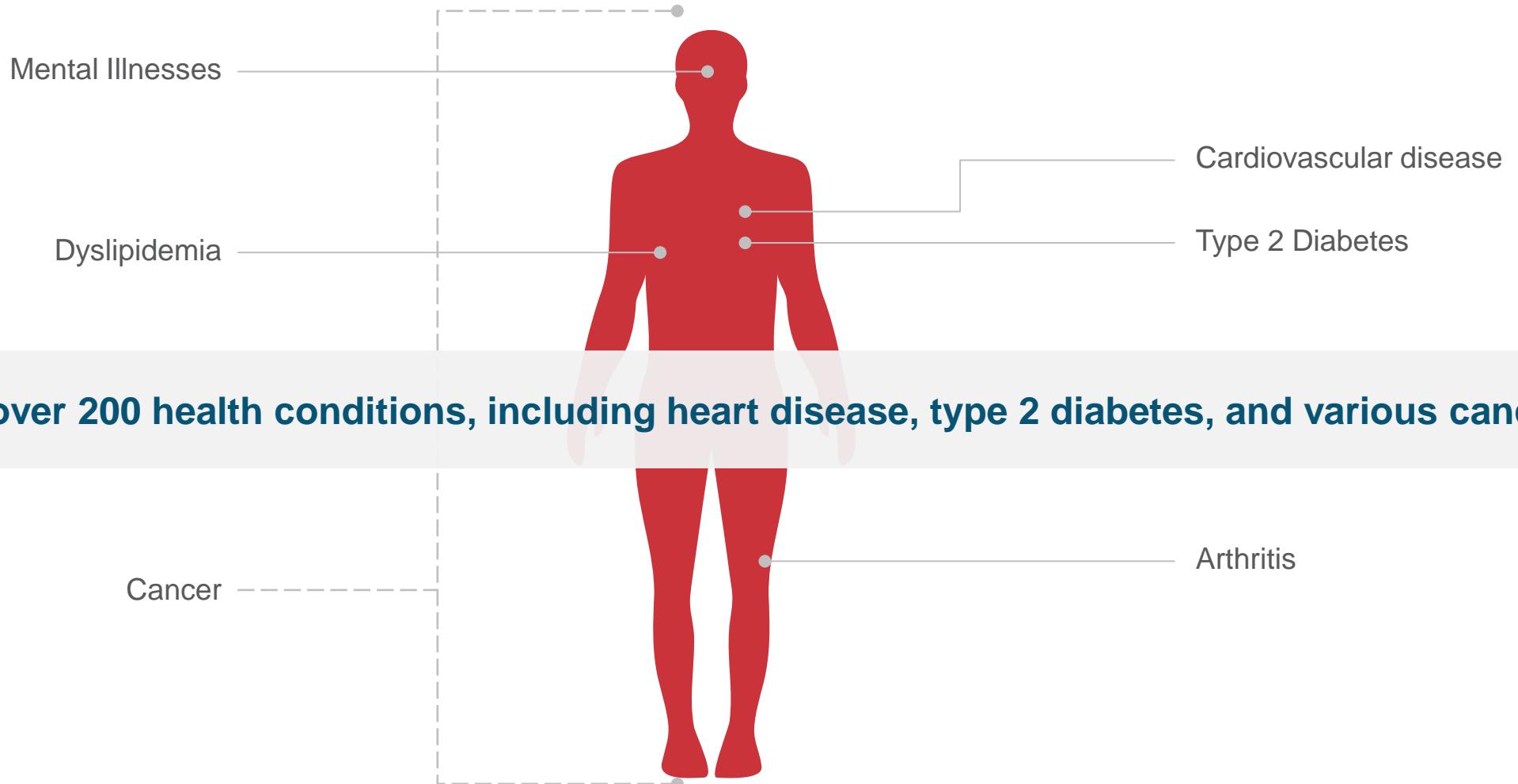


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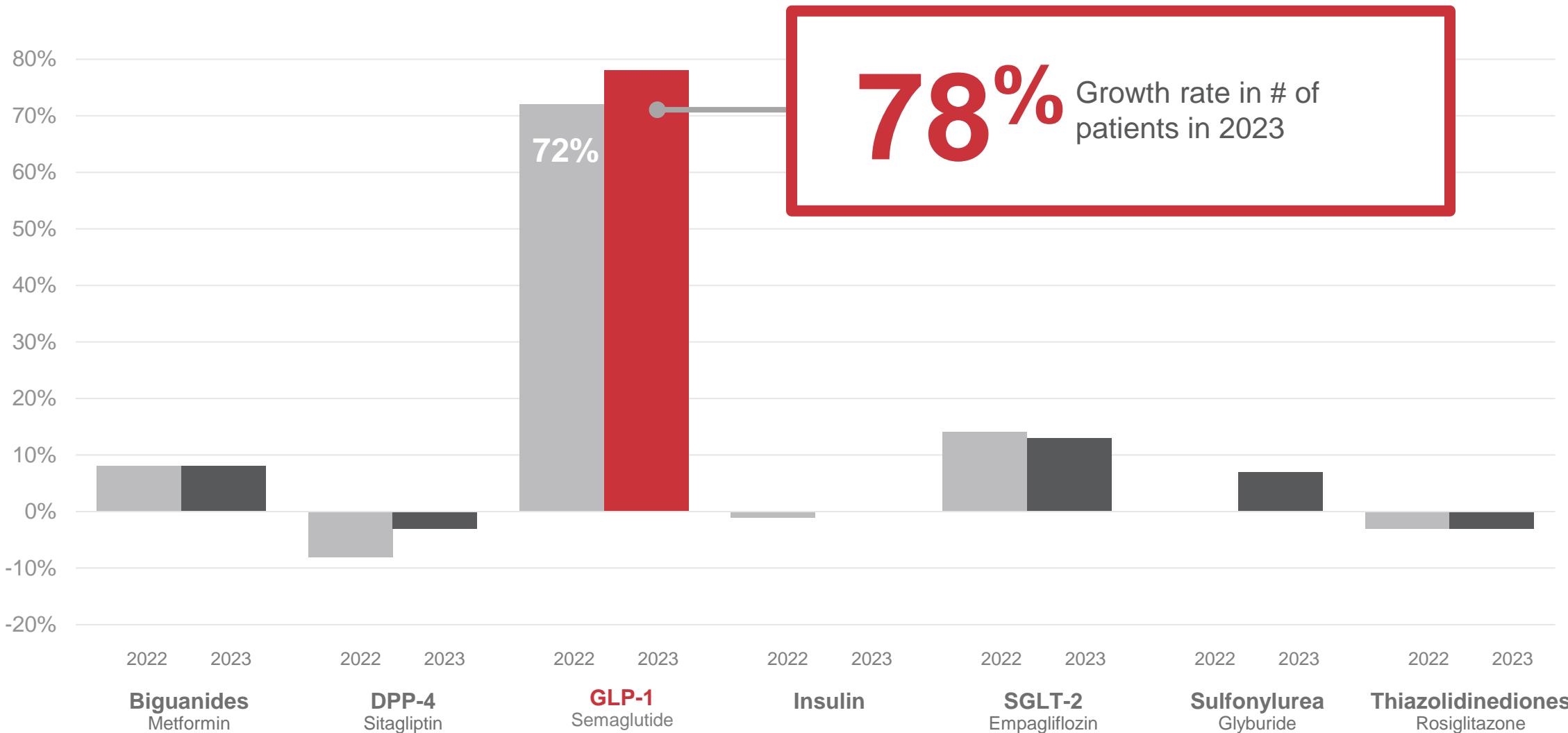
of Canadian adults
are considered overweight¹

Obesity Threatens Canadians' Health

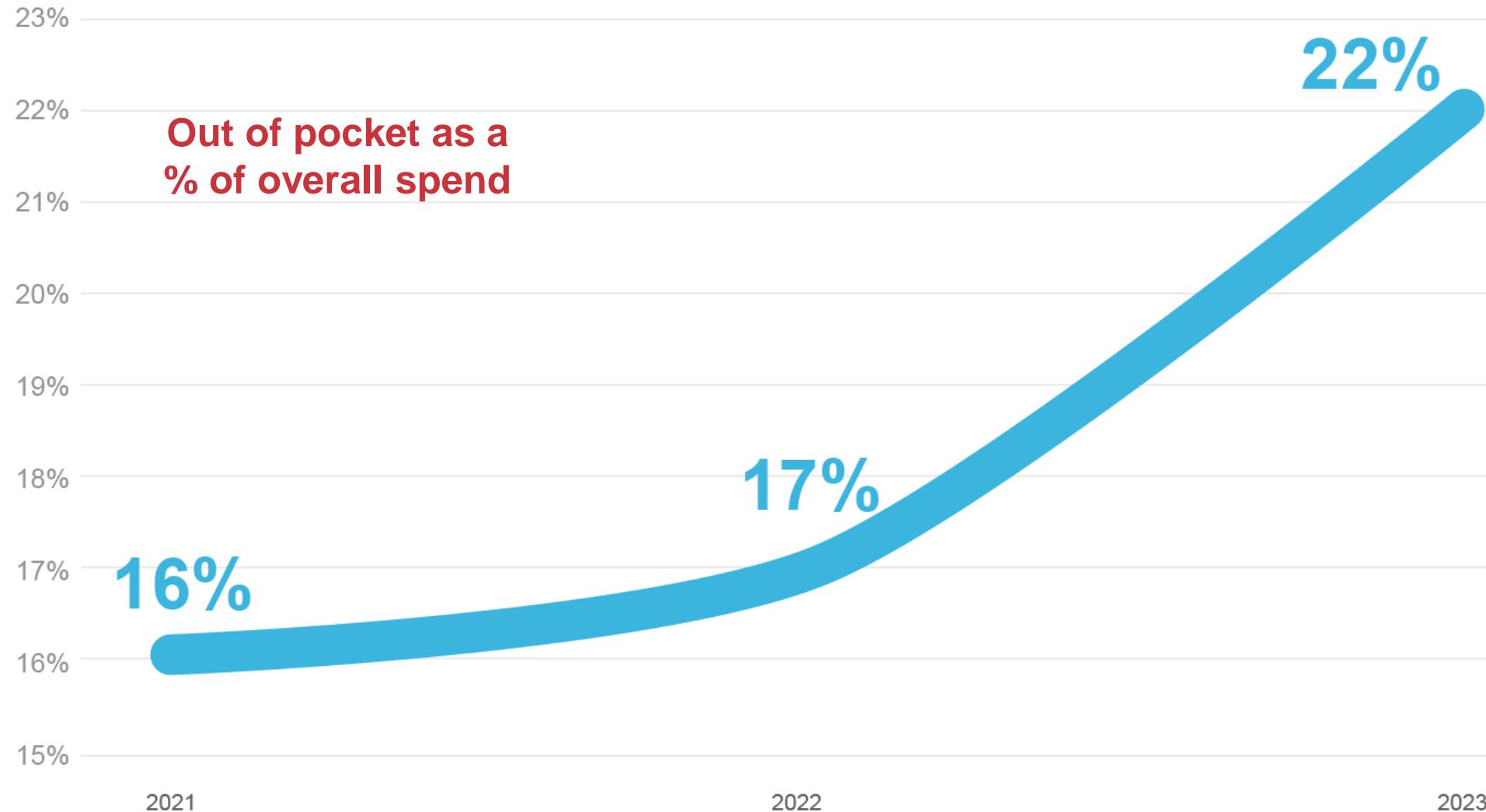
Increased risk of other medical conditions¹



GLP-1 Growth Outpaces



Out of Pocket Spend Growth – Diabetes Drugs

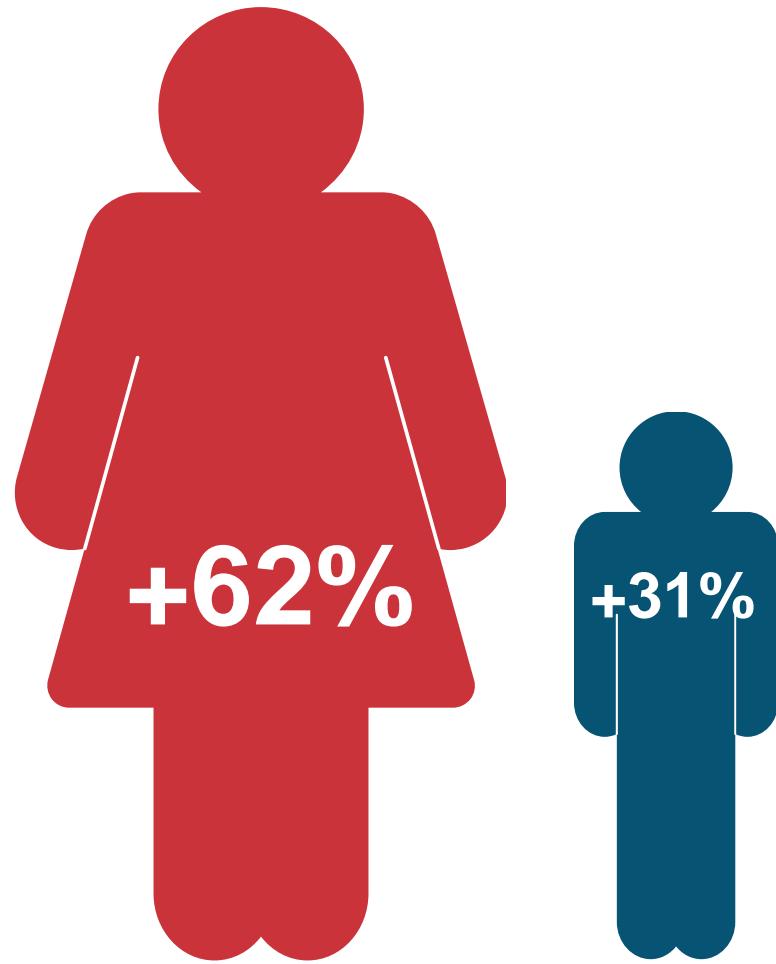




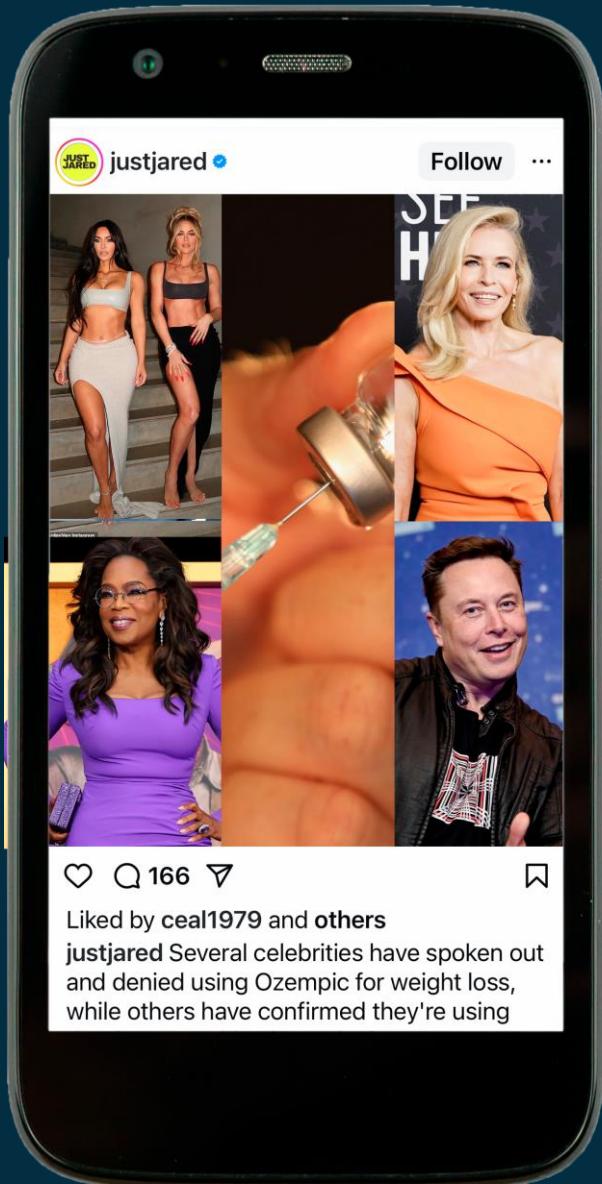
Average Out of Pocket Spend Diabetes Drugs

\$1,468 in 2023

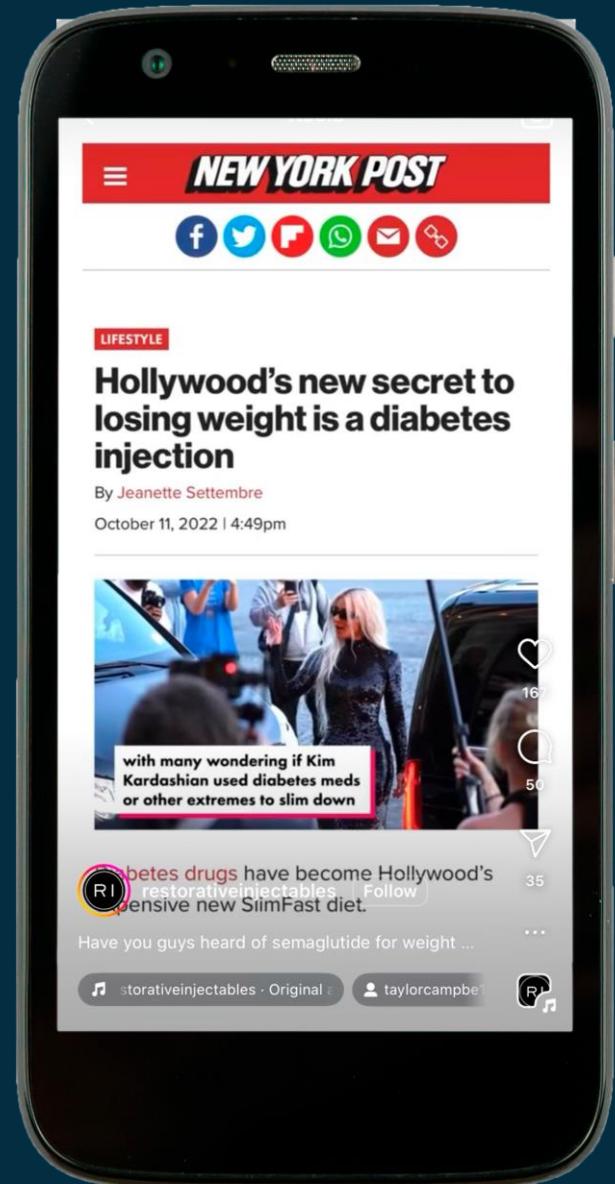
Gender Trends



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



Influence.



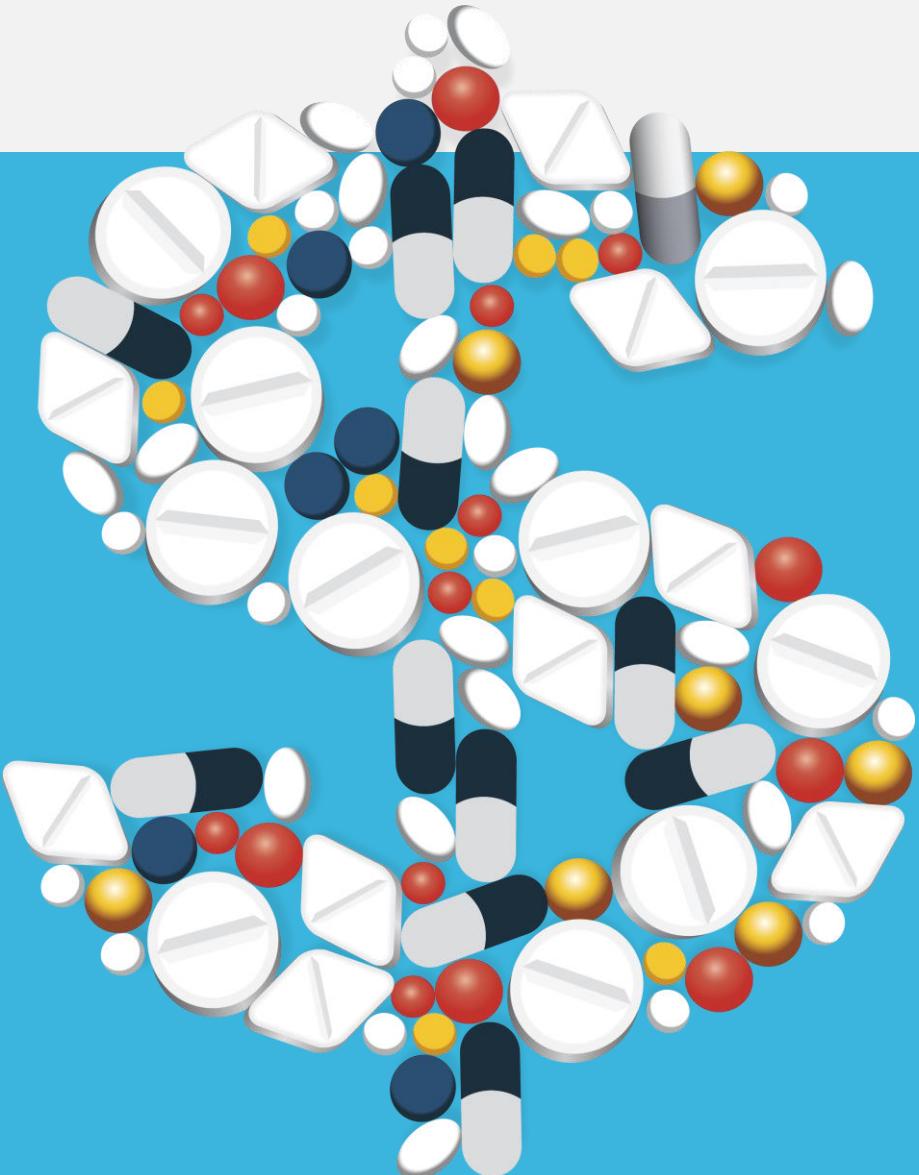
GLP-1





**ROAD
CLOSED**

**ROAD
CLOSED**



Affordability.

\$39.8 billion
Canada's Drug Spend¹

\$5.9 billion
Incremental Annual Expense²

\$300+/month
Weight Loss Drugs³

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 overweight¹

vs.

want

/wɔnt/ noun

a desire for something.

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



Stigma





Inclusive.





Striking a Balance: Costs vs. Benefit

Prior Authorization for Weight Management



Member Claim Form

Health Care Coverage

PRIOR AUTHORIZATION

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.

TYPE OR PRINT • SEE REVERSE SIDE FOR COMPLETE INSTRUCTIONS

PATIENT INFORMATION

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, First, Middle

ADDRESS

GROUP NUMBER

UpstairsPomelo1997 · 2 yr. ago

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 nonprofit independent licensee of the Blue Cross Blue Shield Association

Drug Prior Authorization FAX Form

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

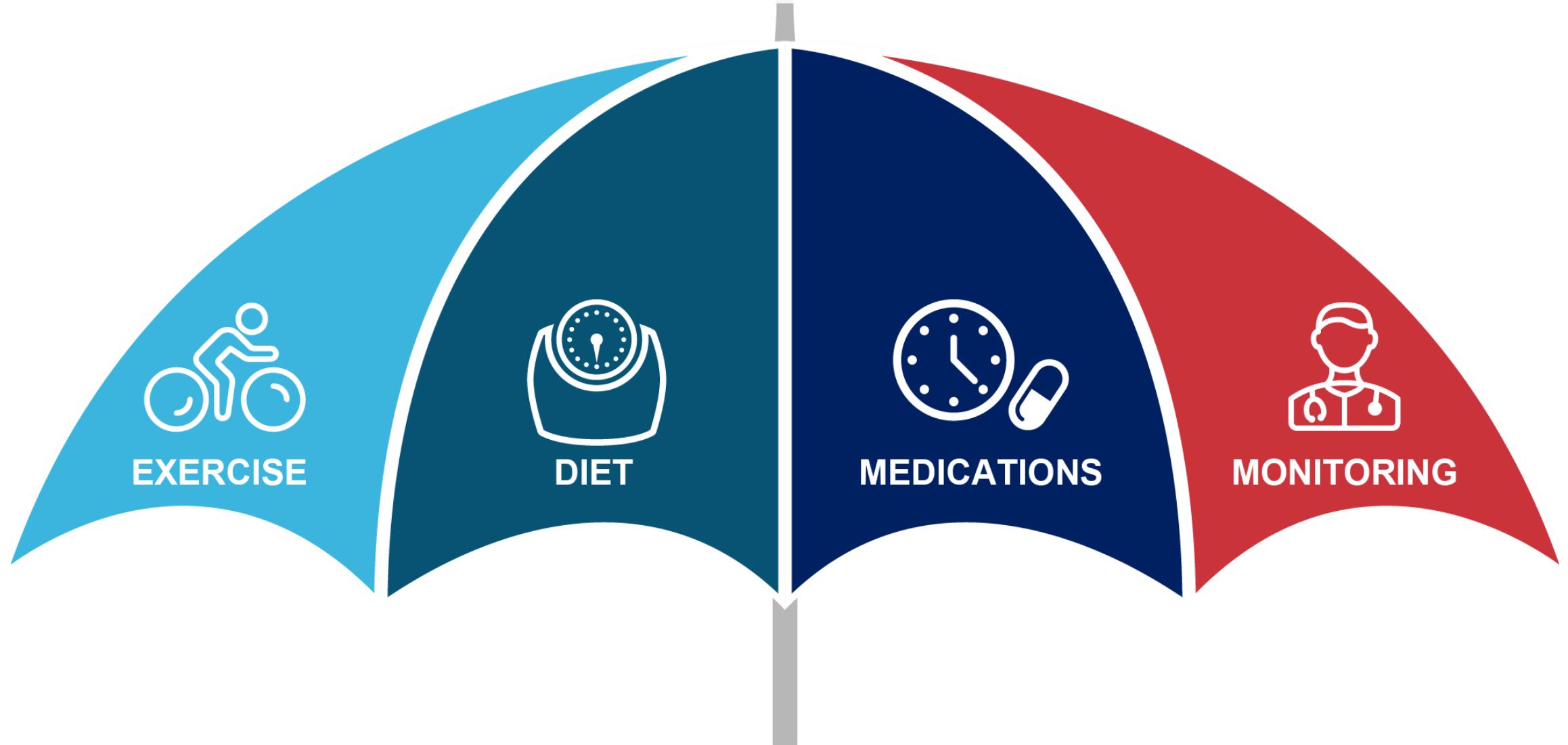
Contrave, Qsymia, Saxenda, Wegovy Xenical
Weight Loss medications (New start and recertification)

Managing Costs Requires Clear Criteria

A soft-focus background image shows a man and a woman in a medical or office setting. The man, on the left, is wearing a light-colored shirt and has his head down, looking at something in his hands. The woman, on the right, is wearing a dark blazer over a light shirt and is looking towards the man with a slight smile, holding a clipboard. The overall atmosphere is professional and focused.

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 Diabetes¹

✓ Healthier Cholesterol Levels
✓ Lower blood pressure



Reduced Risk of
Heart Disease¹

Takeaways

OBESITY IS A GROWING CONCERN FOR PLAN SPONSORS



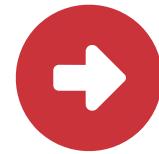
Smart Drug Management
is Essential



Affordability Requires
Innovation



One Size Doesn't Fit All



Rethink Pharmacist

Q&A

HealthSolutions

by **SHOPPERS** 

