



Diabetes is the #1 most expensive condition driving medical and prescription costs for US Foods. It is responsible for at least 16% of all the company's medical claim costs.

US Foods is a leading food distributor, partnering with 250,000+ restaurants and food service operators. Earning more than \$23 billion in annual revenues, US Foods operates from 70+ locations across the U.S. and employs 25,000 workers. Many employees are truck drivers or warehouse workers and 81% are male. The average employee age is 45 years.

US Foods covers 45,000 members with its self-funded health plan. Collectively, they suffer a higher type 2 diabetes prevalence rate than benchmark populations.

25,000

Employees

16%

Of total medical spending is on diabetes-related Rx alone

Food Distributor

Industry

## US Foods employee results after 1 year on Virta

\$2,201

Annual Rx cost savings

Average savings on diabetes medications alone per patient with type 2 diabetes\*

\$5,500

Total annual savings for high-cost patients\*\*

66%

Diabetes-specific prescriptions eliminated

51%

US Foods patients reversed their type 2 diabetes

Among US Foods employees on the Virta treatment, 51% of patients reversed type 2 diabetes, lowering their blood sugar as measured by A1c below the diabetic threshold of 6.5% and eliminating all diabetes-specific medications.

On average, A1c fell by 0.9 points, from an average starting baseline of 7.4%. Patients lost an average of 12% of their body weight (28 lbs).

\*Includes savings on all medications and estimated medical service utilization from patients on a high-cost (insulin and/or non-generic) antidiabetic medication before Virta

\*\*US Foods claims data on US Foods employee patient population (July, 2019).

Virta Health Registry for Remote Care of Chronic Conditions. One year outcomes among patients with type 2 diabetes referred by US Foods. August 27, 2019.



# Why US Foods Partnered with Virta

## 1 Diabetes Reversal

Virta is the first and only treatment clinically proven to reverse\* diabetes without medications or surgery.

## 2 Easy Access, Anywhere

Licensed in all 50 states, Virta works well for US Foods' dispersed and mobile population and is accessible to employees 'on the move'.

## 3 Guaranteed Outcomes

Virta leads effective deployment marketing, provides ongoing reporting, can bill through claims, and puts 100% of fees at risk.

### Net Promoter Score (NPS) of 93 among US Foods employees on Virta

For context, the average NPS in the healthcare industry is 19; Apple's is 72 and Netflix's is 68.

### 92% of US Foods employees on Virta remained on treatment at 1 year

Average 1-year retention for other common diabetes interventions:

- Weight loss programs (15-52%)
- Oral diabetes medications (32%)

“Before Virta, employers didn’t have an effective solution for employees with type 2 diabetes. Virta allows employers to provide a life-changing, clinically proven diabetes reversal program. It’s helping our employees eliminate some or all of their diabetes medications.”

Joe Toniolo

Senior Director, Health & Welfare Plans, US Foods



Kevin

Pricing Analyst, US Foods

## Kevin’s results after 1 year on Virta

- ✓ Eliminated 3 diabetes specific medications
- ✓ \$6,000 annual out-of-pocket savings from eliminating Rx
- ✓ Lost 50 lbs from 326 lbs

“I was spending almost \$500 a month on pharmaceuticals. I wanted to take the financial burden of keeping my life going away from our family. I can’t tell you how thankful I am that US Foods gave me the opportunity to work with Virta towards this goal.”

Learn more at [virtahealth.com](https://virtahealth.com) [✉ partner@virtahealth.com](mailto:partner@virtahealth.com)