



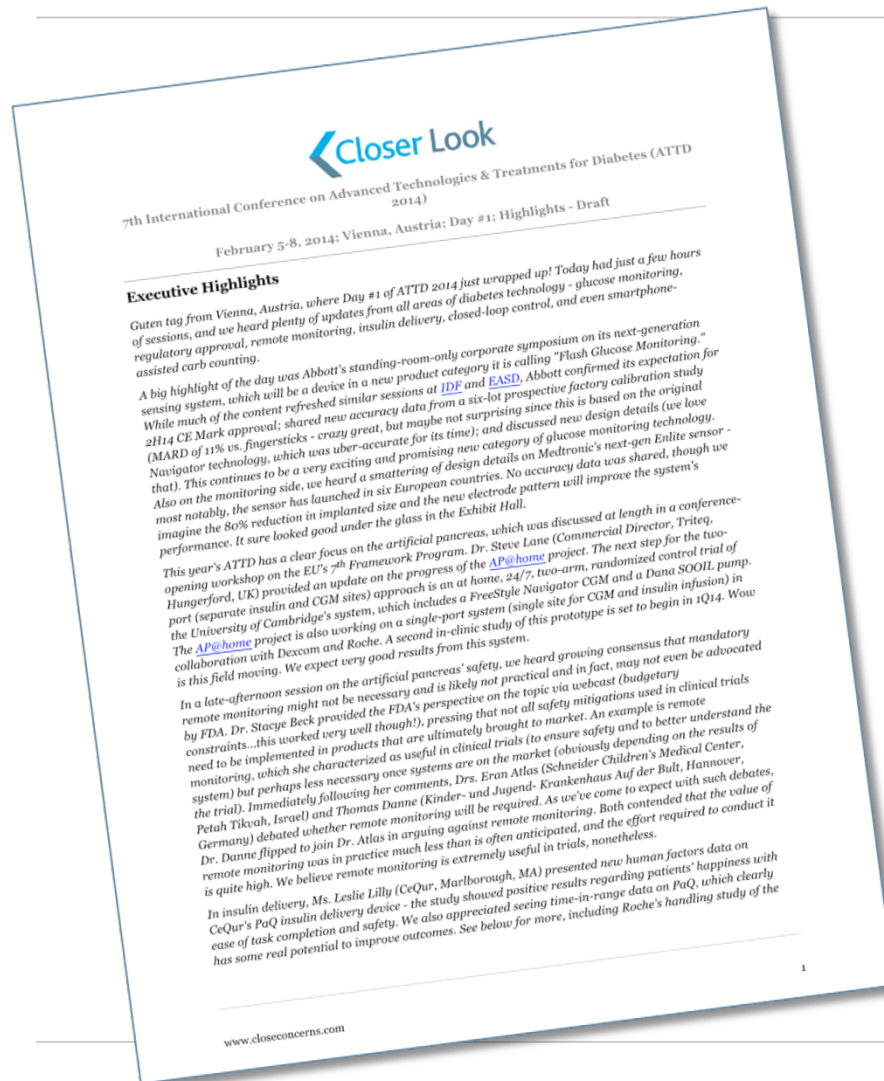
Why patients need better insulin therapies

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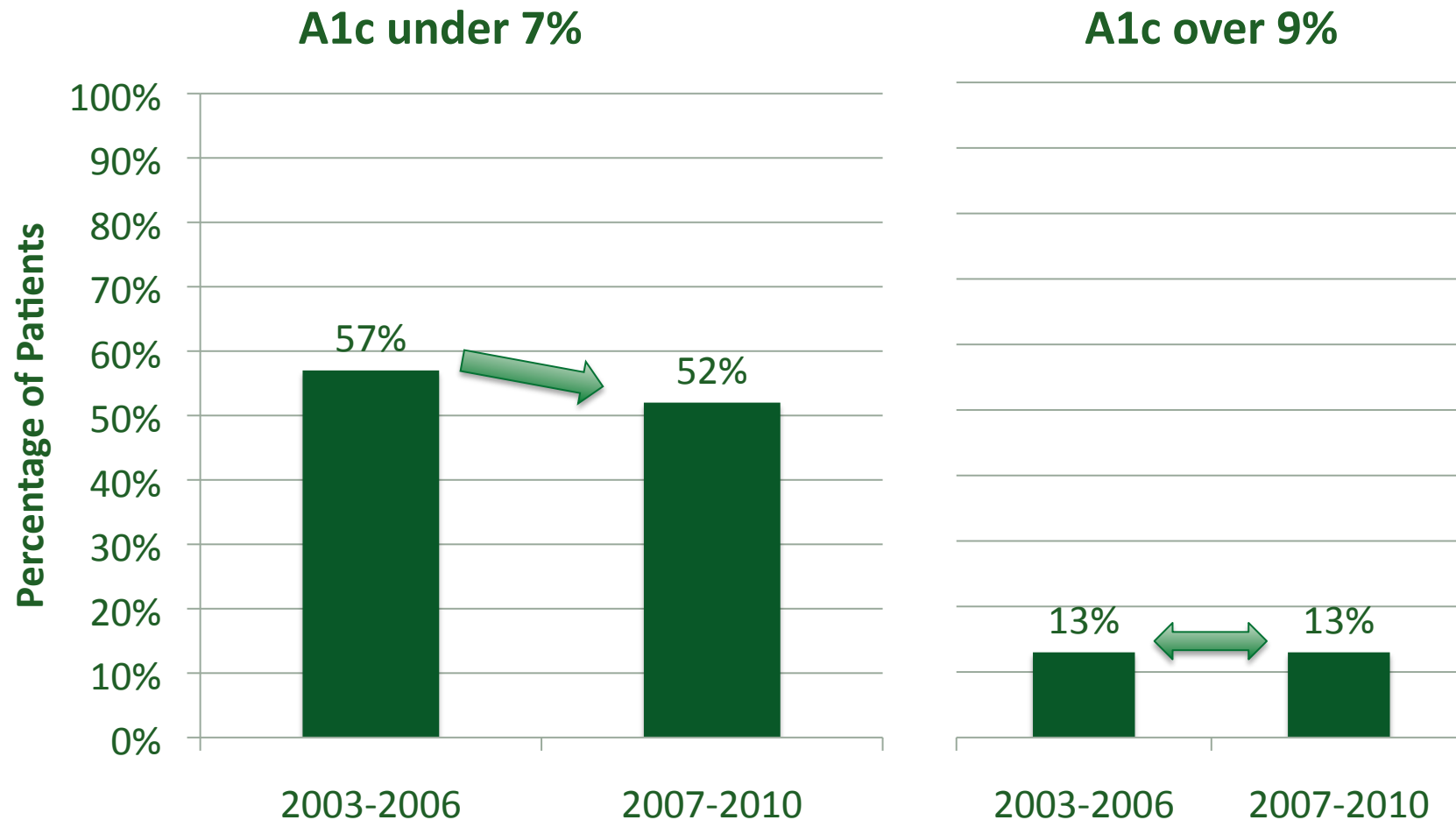
April 1, 2014

About Us



- **Close Concerns:** founded in 2002 as a healthcare information company focused exclusively on diabetes
- **Our mission:** to improve patient outcomes by making everyone smarter about diabetes and obesity
- **Providing a platform for young healthcare leaders** is also incredibly important to us.

Patients in the US are NOT improving over time...



Source: Ali et al., *NEJM* 2013



Insulin's narrow therapeutic index → Hypoglycemia, a **SERIOUS** problem

JAMA Internal Medicine – March 10, 2014

97,648 emergency department (ED) visits for insulin-related hypoglycemia and errors (IHEs) occur annually in the US

29% resulted in hospitalization

An estimated cost of **\$640 million**

At \$1,387 per ED visit and \$17,654 per hospitalization, per Quilliam et al., *AJMC* 2011.

Hypoglycemia is a COSTLY problem

Oral Abstract #279 at ADA 2013

20,839 hospitalizations in 2009 due to hypoglycemia in patients with type 1 diabetes

A total cost of **\$1 billion**

Leading to **284 deaths**

“While aggressive euglycemic control remains important for T1DM patients, the clinical and financial implications of severe hypoglycemia are considerable.”

Primary care providers are the front line for insulin use

Who decides whether to **start** insulin?



■ PCP only ■ PCP and endocrinologist ■ Endocrinologist only

Who decides whether to **intensify** insulin?



■ PCP only ■ PCP and endocrinologist ■ Endocrinologist only

Source: dQ&A Primary Care Physician Panel; n=138 full-time primary care providers.
TI4102/TI4103 Thinking about the decision to **start intensify insulin therapy** for your patients with type 2 diabetes, which of the following best describes your role?

And primary care providers have little time with patients

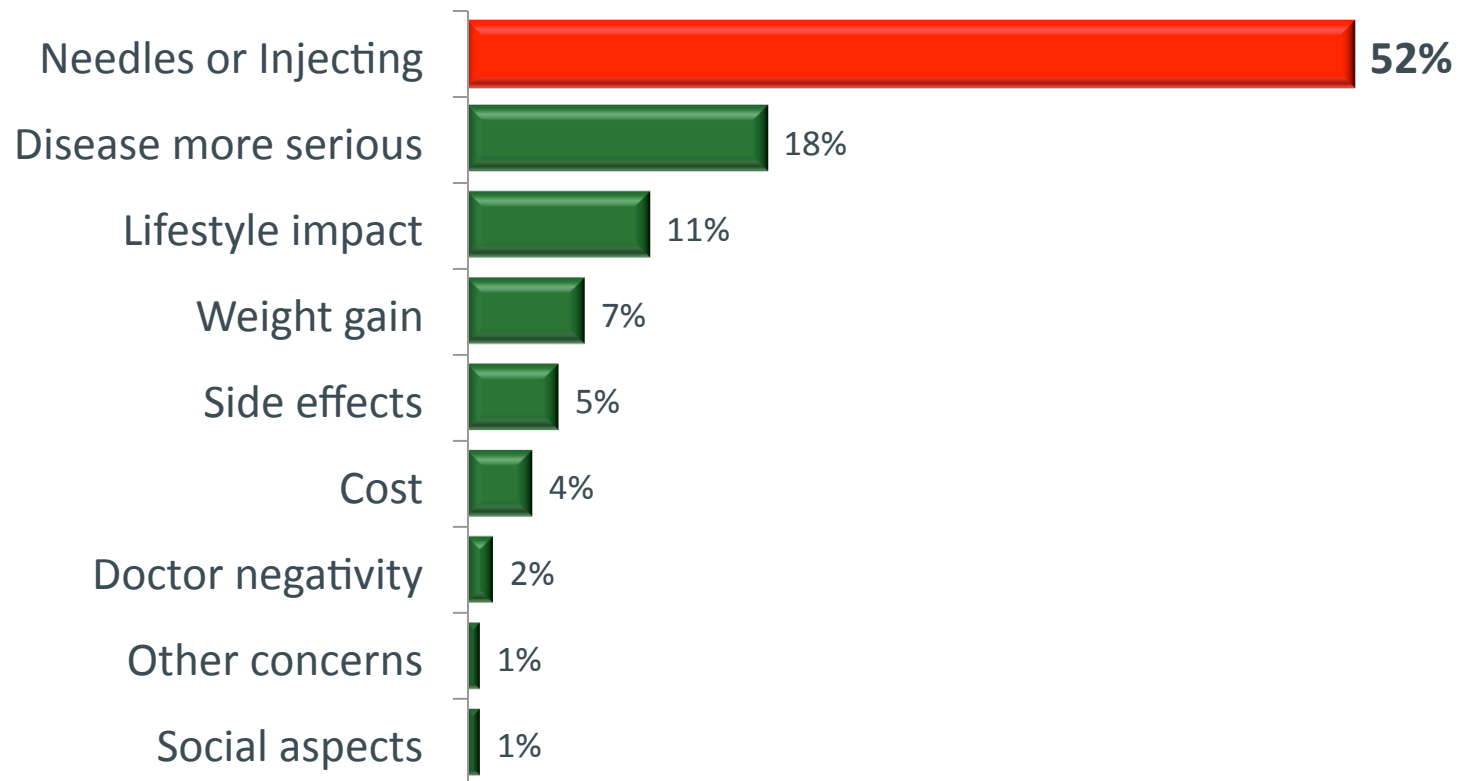
Average primary care visit length in 2005: **21 minutes**

In a study of patients with type 2 diabetes, medical residents spent an average of **only 5 minutes** during visits discussing diabetes!

“Overall, there appear to be only **one-half** the endocrinologists required to fill the needed positions in the U.S.”

PCPs cite many challenges associated with starting insulin

Think about the concerns patients express to you about starting insulin therapy.



Source: dQ&A Primary Care Physician Panel; n=138 full-time primary care providers.

TI4108 Think about the concerns patients express to you about starting insulin therapy. Please drag the potential concerns below into rank order with the biggest concern at the top.



Appreciation abounds, for listening to patients

THANK YOU to the EMDAC panel. Your legacy is to improve prospects for people with diabetes. We thank you for taking on this enormous task and for your work on balancing risk and benefit.