

Diabetes Management Plus

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Description

Diabetes is one of the top 5 health care cost drivers. Approximately 1.8 million Aetna members have been diagnosed. Successful self-management of diabetes is based on a treatment plan that includes blood glucose monitoring by individuals, using a device called a blood glucose monitor.

We partner with Livongo to deliver:

- Proprietary glucometers with real-time digital coaching
- An App ability to interface with other glucometers
- Data/analytics available to Aetna clinicians
- Unlimited test strips delivered to the home (This only applies to Livongo glucometer users)
- Personalized communications and incentives

Read this [Field Communication](#) and [FAQ](#) for more information.

Required Programs:

One of our care management programs below must be in place in order to offer Diabetes Management Plus.

- Aetna In Touch Care (AITC)
- AHC- Disease Management (AHC-DM)
- Lifestyle and Condition Coaching (LCC) – the following 4 versions:
 - Lifestyle and Condition Coaching,

- Lifestyle and Top Six Condition Coaching,
- Condition Coaching,
- Condition Coaching Top Six.
- Lifestyle coaching or Tobacco Cessation only options are excluded

Phase 1 is limited to AITC, LCC and AHC-DM only. Self-funded only.

Strategy

We're taking a coordinated approach to diabetes management. In addition to the plan sponsor's current Aetna Care Management model, members will get:

- Personalized experience based on risk level
- Comprehensive approach managed by a nurse or coach to help ensure compliance with the care plan
- Help reducing barriers to care and increase education
- One care team to encourage healthy behaviors and ensure condition management
- The benefit of Livongo's industry expertise
- Local diabetes check-ups through Aetna's Neighborhood Well-being Program -available in select MinuteClinic® locations inside CVS Pharmacy®

Program components:

Focused on comprehensive condition management, the program



combines the following to ensure the best outcomes:

- Aetna Care Management support
- Remote glucose monitoring in collaboration with Livongo
- Local neighborhood support available in select MinuteClinic® locations inside CVS Pharmacy®

Implementation

Earliest possible implementation date is August 1, 2019.

There is only one level of this program.

NOTE: You must request approval to offer Diabetes Management Plus by using the SSO process before you release a quote. We require 4 months lead time to implement.

Reporting

Reporting will be available from Livongo on a monthly basis. Customers with greater than 2,500 eligible members will also receive a comprehensive business review meeting conducted by Livongo on a quarterly or semi-annual basis. Sample reports and details on reporting are coming soon.

Pricing

Pricing is per engaged participant per month. Refer to the pricing manual or contact your assigned case underwriter for pricing.

See [FAQ #11-13](#) for details.

Aetna Diabetes Management Plus does not have any installation fees, nor does it require the coordination of files or data feeds to Livongo on an account-specific basis. That is all inclusive in our product integration.

To avoid confusing Aetna Diabetes Management Plus with a direct offering from Livongo (which is a different program and has different features) **we recommend you avoid referring to the Aetna Diabetes Management Plus program as Livongo.** Underwriting has all the applicable program cost information for the Aetna program.

Market/segment/funding availability

This program is a buy up. It requires Aetna In Touch CareSM, Aetna Health ConnectionsSM disease management, or Lifestyle and Condition Coaching. This program is available now to self-funded business only for National Accounts, Middle Market and Public & Labor.

ASC Only, no insured exceptions, no AFA.


There is no minimum membership required.

Contacts

For more information about the program contact [Linda Mako](#) (Sales Support)

aetna[®]

aetna.com



Empowering your employees

Aetna® Diabetes Management Plus with Livongo

Doing more for employees with diabetes

Diabetes is one of the most common and costly health conditions — and the number of patients diagnosed continues to grow each year. The good news is type 2 diabetes can be controlled with lifestyle changes, and we're here to help.

Aetna Diabetes Management Plus, powered by Livongo, enhances our current care management models and efforts for diabetes management

programs. We do it by providing your employees living with diabetes, greater resources and support based on where they are in their health journey. This includes remote blood glucose monitoring, digital engagement tools, coaching and local clinical support.

It's a coordinated care approach designed to empower employees to actively manage their condition — all while reducing healthcare costs and improving clinical outcomes.



[aetna.com](https://www.aetna.com)

Diabetes by the numbers

TOP 5

Diabetes is one of the top five health care cost drivers.

3X

Three times more people have diabetes today than in 2000.

1.8M

Approximately 1.8 million Aetna Commercial members have been diagnosed with diabetes.

95%

95 percent of diabetes patients globally are type 2.

\$50K+

Costs for members with later stage diabetes can range between \$50-\$120K per member per year.¹

A holistic approach to living with diabetes

When it comes to diabetes, there are many ways to make a positive impact on your employees' lives. With Aetna Diabetes Management Plus, powered by Livongo, the focus is on the member with diabetes to help them modify behaviors towards healthy habits. Adding Aetna Diabetes Management Plus to your current Aetna care management model, your employees will benefit from:

- A customized experience based on risk level
- Actionable, timely insights on their Livongo blood glucose meter, mobile app and personal account to encourage behavior change
- An enhanced experience for your employees with one point of contact and 24/7/365 support
- Seamless care coordination between the member, care manager, and provider leveraging technology to help create greater quality of care and cost savings
- Unlimited test strips as needed, delivered right to their door to enable blood glucose checks without additional expense
- Local diabetes checkups through Aetna's Neighborhood Well-being Program, available in select MinuteClinic® locations inside CVS Pharmacy®

We're joining your employees on their journey

Every member's experience with diabetes is different. With Aetna Diabetes Management Plus, we deliver the right support to your employees at every step — no matter where they are in their journey to health.

For more information, please contact your Aetna representative.

MinuteClinic and Aetna are part of the CVS Health family of companies.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company and its affiliates (Aetna).



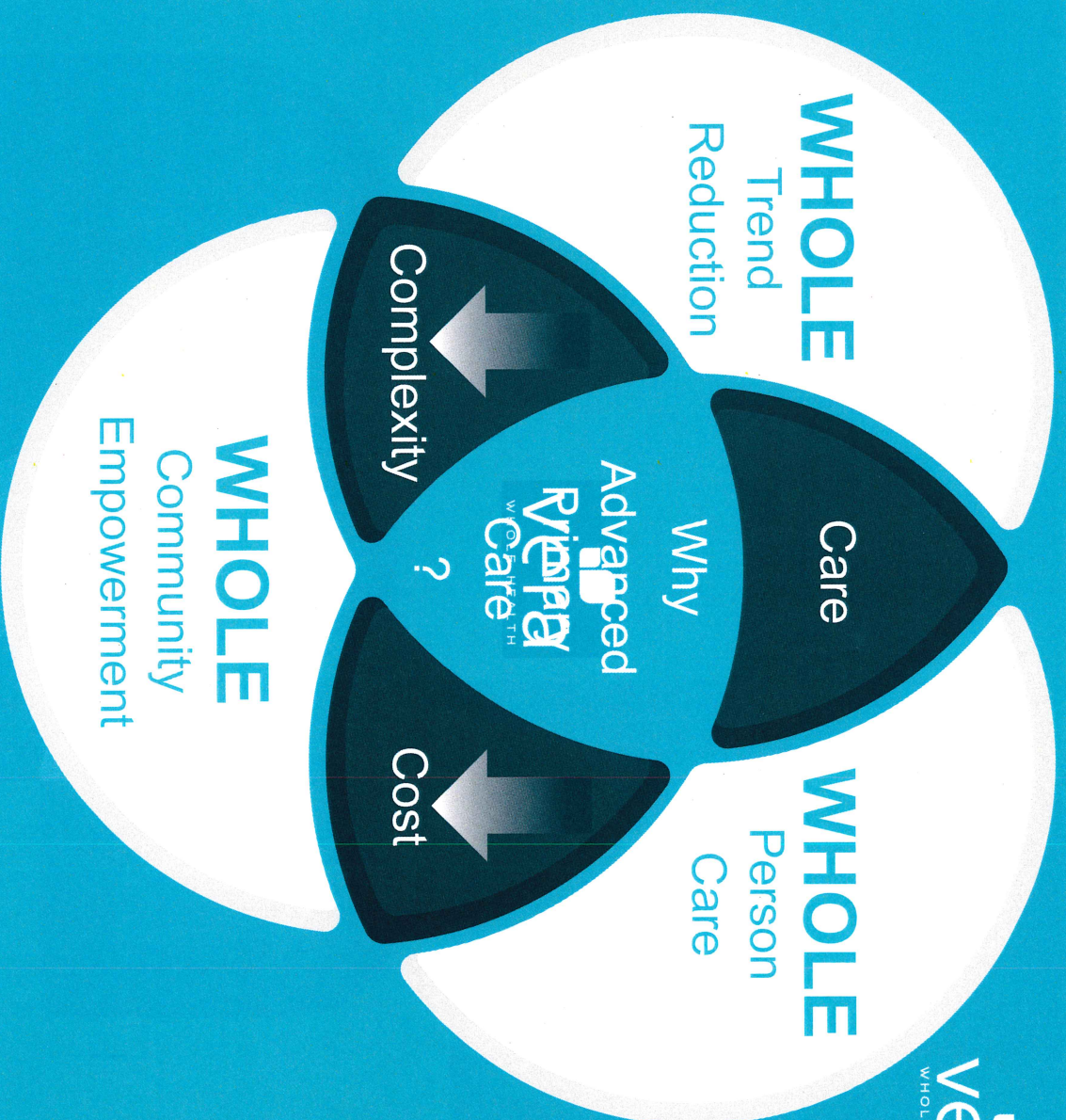
[aetna.com](https://www.aetna.com)



¹Citation: Diabetes Product Strategy & Roadmap, 2019.

Our Mission

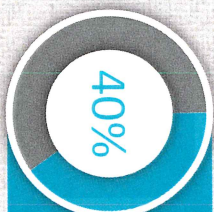
“ To help change people’s behavior by esteeming them through empathetic listening and providing exceptional clinical, client and customer service. ”



Current Landscape

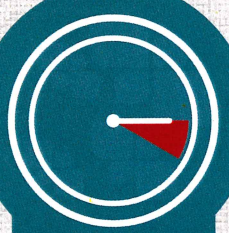


Limited Access

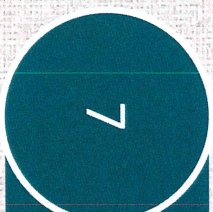


40%

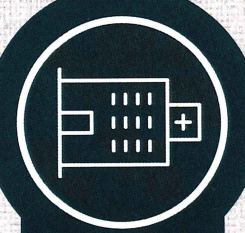
Medically homeless adults




Limited time



7 minutes



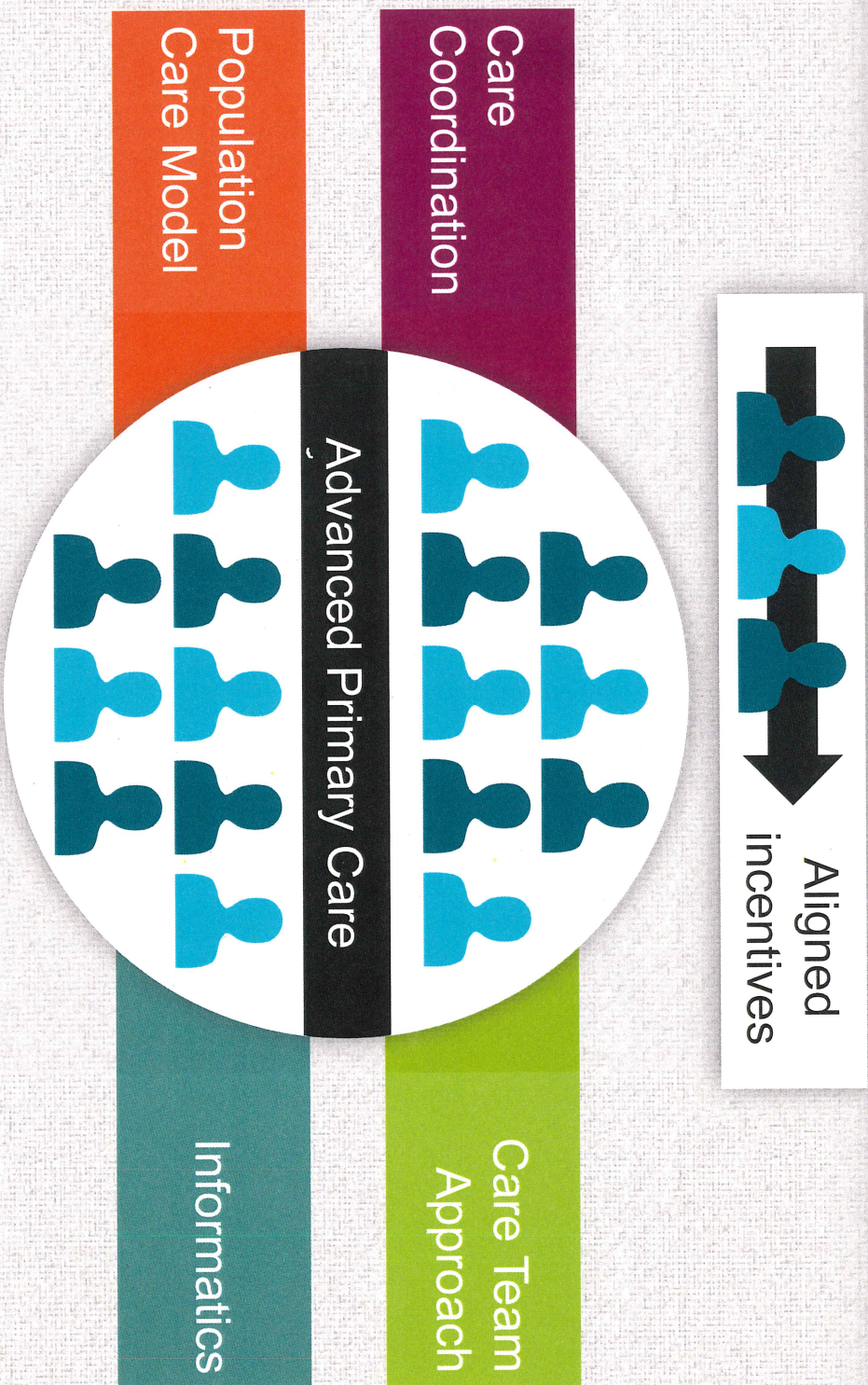
Excess Utilization



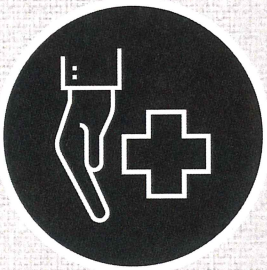
200+

Free standing UC and ECs

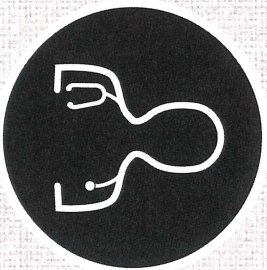
Our Model



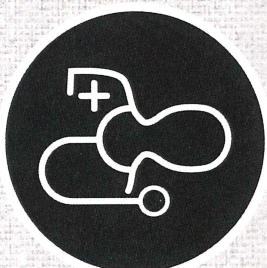
Holistic Care Team



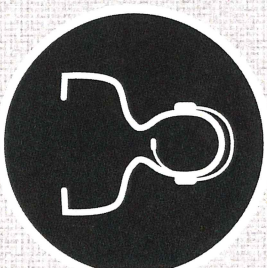
Physician



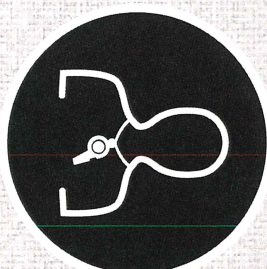
Medical Assistant



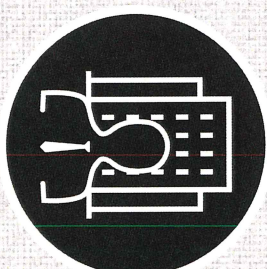
Nurse Practitioner



Patient Service Representative



Health Coach

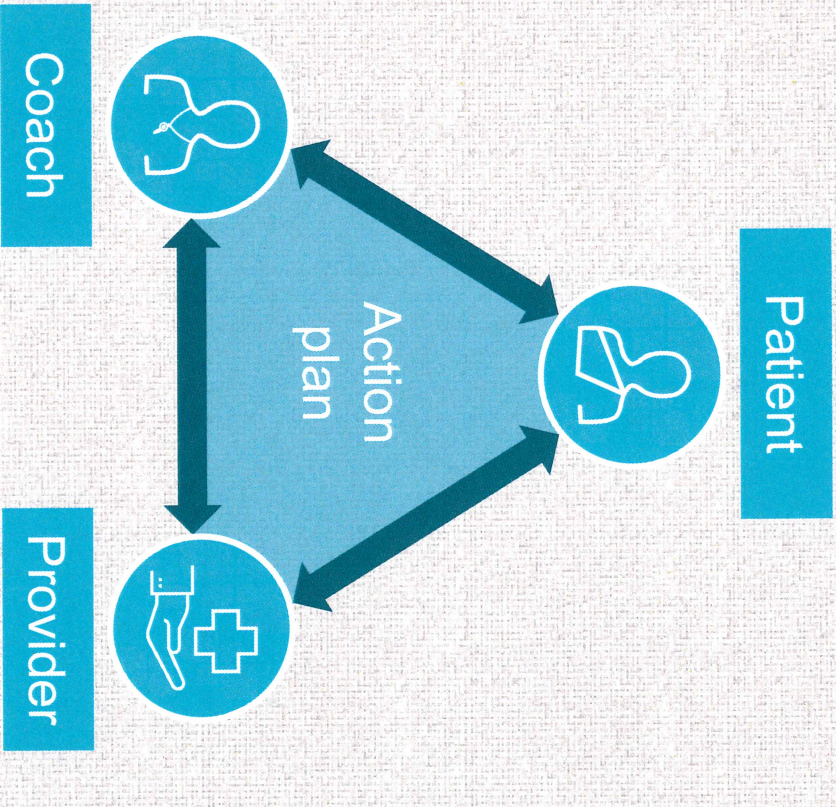


Clinic Manager

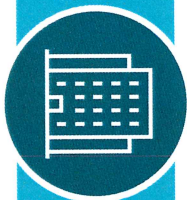
Integrated Care Team



Within Care Center



Aetna Health Plan



South Texas Health System

- Specialty care
- Admit & ER visit info
- Telemedicine
- Behavioral Health
- Claims data
- High value network
- 24 hour nurse line

Hidalgo – Estimated 3 Year ROI



	Claims without Vera	Claims reduction with Vera	% claims reduction	Vera operational cost	Net savings
Year 1	\$27.1M	\$3.6M	13%	\$2.2M	\$1.4M
Year 2	\$28.7M	\$4.4M	16%	\$2.2M	\$2.2M
Year 3	\$30.4M	\$6.2M	23%	\$2.3M	\$3.7M
Cumulative	\$86.2M	\$14.2M	17%	\$6.7M	\$7.3M
% PMPM at risk					

Based on total member population at 61% utilization

Attribution Model



Minimum number of lives

2,750

Price per member

\$45

Minimum Care Center operating cost

\$1.5M

For each additional member (attributed)

\$45

Cost if 4,070 members visit (61%)

\$2.2M



Valley Baptist Physician Network

2101 Peace Street, Suite 400, Harlingen, Texas 78550
Phone: 356.389.6565 Fax: 356.389.6567

Primary Care



Bruce Kober, MD



Albert Almagi, MD



Samir Peraketurk, MD



Jesse Rodriguez, MD



Nisha Orkison, MD



Eduardo Jimenez, MD



TS Koldens



Brian Dornell, MD



Antoni Alvarado, MD



Raul Rojas, MD



Juan Torres, PA



Amy Garcia, NP



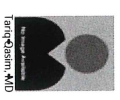
Priscilla Velazquez, NP



Key For, MD



Masrat Gueira, MD



Tariq Osman, MD



Isai Salgado, MD



Sylvia Salinas, PA



Ulises Kenu, MD



Oscar Hernandez, MD



Ruben Torres, MD



Sija Venkata, MD



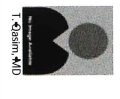
Shaun Adams, NP



Charles Kuarangwa, MD



Francisco Barza, MD



T. Gasim, MD



Paul Langewe, MD

Obstetrics & Gynecology



Alejandro Barera, MD



Ulises Kenu, MD



Oscar Hernandez, MD



Ruben Torres, MD



Sija Venkata, MD



Shaun Adams, NP



Charles Kuarangwa, MD



Francisco Barza, MD



T. Gasim, MD



Paul Langewe, MD

Neurology



Amer Hassan, MD



Wondessan Take, MD



Mariam Noujaim, NP



Raai Niani, MD



Victoria Padua, MD



Pinyo Vergines, NP



Marie Kerdan, MD



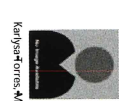
Gloria Simms, MD



Karyssa Torres, MD



Brenda Meza, NP



Britiany Meza, NP



Julio Omeida, NP

Cardiology



Fadi Alajouni, MD



Sarah Rodriguez, MD



Patricia Saldivar, MD



Joseph Tejani, MD



Nader Karamanas, NP



Heather Smith, NP



Oyaranda Syrahada, MD



Emmanuel Martinez, PA



Neysan Bayar, MD



Rachal Mehin, MD



Neysan Bayar, MD



Hillary Cholet, MD

Orthopedics



Joseph Hodon, MD



Vishwas Pall, MD



Srinivas Poulos, MD



Chaiten Robinson, MD



Joseph Tejani, MD



Nader Karamanas, NP



Heather Smith, NP



Oyaranda Syrahada, MD



Emmanuel Martinez, PA



Neysan Bayar, MD



Rachal Mehin, MD



Neysan Bayar, MD



Hillary Cholet, MD

General Surgery



Joseph Hodon, MD



Vishwas Pall, MD



Srinivas Poulos, MD



Chaiten Robinson, MD



Joseph Tejani, MD



Nader Karamanas, NP



Heather Smith, NP



Oyaranda Syrahada, MD



Emmanuel Martinez, PA



Neysan Bayar, MD



Rachal Mehin, MD



Neysan Bayar, MD



Hillary Cholet, MD

Plastic Surgery



Joseph Hodon, MD



Vishwas Pall, MD



Srinivas Poulos, MD



Chaiten Robinson, MD



Joseph Tejani, MD



Nader Karamanas, NP



Heather Smith, NP



Oyaranda Syrahada, MD



Emmanuel Martinez, PA



Neysan Bayar, MD



Rachal Mehin, MD



Neysan Bayar, MD



Hillary Cholet, MD

Trauma Surgery



Joseph Hodon, MD



Vishwas Pall, MD



Srinivas Poulos, MD



Chaiten Robinson, MD



Joseph Tejani, MD



Nader Karamanas, NP



Heather Smith, NP



Oyaranda Syrahada, MD



Emmanuel Martinez, PA



Neysan Bayar, MD



Rachal Mehin, MD



Neysan Bayar, MD



Hillary Cholet, MD

Hospitalist



Isaac Andrade, MD



Nini Cepeda, MD



Gustavo Garcia, MD



Carlos Garza, MD



Roberto Hernandez, MD



Jonathan Howe, MD



George Huddleston, MD



Jose Lema, MD



Sonia Martinez, MD



Naverda Araya, NP

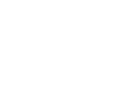


Patricia Garza, NP

Critical Care



Ailyn Olvera-Lugo, MD



Paul Reyes, MD



Christopher Roman, MD



Oasi Sotolongo, MD



Naverda Araya, NP



Patricia Garza, NP



Naverda Araya, NP



Patricia Garza, NP



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Patricia Garza, NP



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Patricia Garza, NP



Naverda Araya, NP



Javier Carazo, MD



Ameri Haloun, MD



Jamil Maki, MD



Jairo Rodriguez, MD



Ricardo Schwarz, MD



Affiliated Facility	Specialty	Clinic Name	MD Name	Address	City	Phone
VBMHC-B	Cardiology	Heart & Vascular Clinic	Fadi Alrayouni, MD	844 Central Blvd, Ste 880	Brownsville	(956) 898-5613
	Neurology	Neurology Clinic - Brownsville	Mario Cardan, MD	1722 S. Carolina Street, Suite 8	Harrington	(956) 894-7102
	OBGYN	OBGYN - Brownsville	Charles Kurangirwa, MD	2121 Pease St., Suite 1D	Harrington	(956) 894-0900
	Orthopedics	Orthopedic Specialty Associates - Brownsville	Charles Koberson, MD	275 East Morrison Rd	Brownsville	(956) 357-705
	Primary Care	Family Care Clinic - Brownsville	Kelly Dor, MD	275 East Morrison Rd	Brownsville	(956) 357-705
	Surgery - General	Multispecialty Clinic	Misael T. Ilien, MD (Coming Soon)	275 East Morrison Rd	Brownsville	(956) 357-705
			Emmanuel Martinez, NP	844 Central Blvd	Brownsville	(956) 899-4710
			Oyefunde S. Yanbade, MD	844 Central Blvd	Brownsville	(956) 899-4710
	ENT	RGV Ear, Nose & Throat	Patricia Saldívar, MD	1722 S. Carolina Street, Suite 8	Harrington	(956) 892-0711
			Sarah Rodriguez, MD	1722 S. Carolina Street, Suite 8	Harrington	(956) 892-0711
Neurology	Valley Institute of Neurological Excellence	Brenda Meza, NP	2121 Pease St., Suite 1D	Harrington	(956) 899-4060	
		Gloria Simms, MD	2121 Pease St., Suite 1D	Harrington	(956) 899-4060	
		Julio Olmeda, NP	2121 Pease St., Suite 1D	Harrington	(956) 899-4060	
OBGYN	Family Care Clinic - Westlaco (Coming Fall 2019)	Karlysa Torres, MD (Coming Soon)	COMING SOON	Westlaco	TBD	
		Alejandro Barrera, MD	2230 Haine Dr	Harrington	(956) 254-901	
		Oscar Hernandez, MD	2230 Haine Dr	Harrington	(956) 254-901	
		Ruben Torres, MD	2230 Haine Dr	Harrington	(956) 254-901	
		Ruben Torres, MD	2230 Haine Dr	Harrington	(956) 254-901	
		Uvaldo Cantu, MD	801 S. Airport Dr	Westlaco	(956) 868-8230	
		Uvaldo Cantu, MD	801 S. Airport Dr	Westlaco	(956) 868-8230	
Orthopedics	Orthopedic Specialty Associates	Heather Smith, NP	2121 Pease St., Ste 404	Harrington	(956) 899-4710	
		Joseph Horton, MD	2121 Pease St., Ste 404	Harrington	(956) 899-4710	
		Joseph T. Ejan, MD	2121 Pease St., Ste 404	Harrington	(956) 899-4710	
		Nubia Benavidez, NP	2121 Pease St., Ste 404	Harrington	(956) 899-4710	
		Savvas Poulos, MD	2121 Pease St., Ste 404	Harrington	(956) 899-4710	
		Vishwas Patil, MD	801 S. Airport Dr	Westlaco	(956) 868-8230	
		Vishwas Patil, MD	801 S. Airport Dr	Westlaco	(956) 868-8230	
Primary Care	Orthopedic Specialty Associates - Westlaco	Brian O'Donnell, MD	597 W. Sesame Dr., Ste 8	Harrington	(956) 238-343	
	Family Care Clinic - Harrington	Shaun Adams, NP	597 W. Sesame Dr., Ste 8	Harrington	(956) 238-343	
		Sija Perakathu, MD	1141 Hwy 77, Suite B	Harrington	(956) 238-343	
	Family Care Clinic - San Benito	Joel Pallapati, MD	1141 Hwy 77, Suite B	San Benito	(956) 165-900	
		Sylvia Salinas, NP	1141 Hwy 77, Suite B	San Benito	(956) 165-900	
	Sesame Family Clinic	Amy Rangel Garza, PA	707 W. Sesame Dr.	Harrington	(956) 238-042	
		Antonio Martinez, MD	707 W. Sesame Dr.	Harrington	(956) 238-042	
		Juan Briones, PA	707 W. Sesame Dr.	Harrington	(956) 238-042	
		Priscilla Velasquez, NP	707 W. Sesame Dr.	Harrington	(956) 238-042	
		Raul Reyes, MD	707 W. Sesame Dr.	Harrington	(956) 238-042	
	VB Family Practice Residency	Arber Aluhaj, MD	2222 Benwood Street	Harrington	(956) 899-2440	
		Bruce Leibert, MD	2222 Benwood Street	Harrington	(956) 899-2440	
		Eduardo Uribe, MD	2222 Benwood Street	Harrington	(956) 899-2440	
		Jesus Rodriguez, MD	2222 Benwood Street	Harrington	(956) 899-2440	
		Mina Forkelson, MD	2222 Benwood Street	Harrington	(956) 899-2440	
		Sunni Perakathu, MD	2222 Benwood Street	Harrington	(956) 899-2440	
	Family Care Clinic - Westlaco (Coming Fall 2019)	Francisco Garza, MD (Coming Soon)	COMING SOON	Westlaco	TBD	
		Paul Elangwe, MD (Coming Soon)	COMING SOON	Westlaco	TBD	
		T. Qasin, MD (Coming Soon)	COMING SOON	Westlaco	TBD	
Surgery - General	Surgical Specialties	Emmanuel Martinez, NP	2121 Pease St., Ste 406	Harrington	(956) 898-5677	
Surgery - Plastics	Surgical Specialties	Oyefunde S. Yanbade, MD	2121 Pease St., Ste 406	Harrington	(956) 898-5677	
Surgery - Trauma	Surgical Specialties	Neylan Bayat, MD	2121 Pease St., Ste 406	Harrington	(956) 898-5677	
Neurology - Endovascular	Valley Institute of Neurological Excellence	Hillary Chollet, MD	2121 Pease St., Ste 406	Harrington	(956) 898-5677	
		Ameel Hassan, DO	2121 Pease St., Suite 1D	Harrington	(956) 899-4060	
		Marlon Mionayo, NP	2121 Pease St., Suite 1D	Harrington	(956) 899-4060	
		Wondwosen T. Eke, MD	2121 Pease St., Suite 1D	Harrington	(956) 899-4060	