

CHIP Study At Cummins Inc.

Columbus, Indiana

Lifestyle Medicine Options

9498 SW Barbur Blvd Ste 210

Portland OR 97219

Phone: 503-442-0226

info@lifestylemedicineoptions.com



LIFESTYLE
MEDICINE
INSTITUTE

PROVEN RESULTS *Priceless benefits*



Over 1,000 employees participated in Cummins CHIP programs during the past 2-year period.

- The following data was collected on approximately 450 participants who had been through CHIP for more than 12 months.
- Average age was 40
- Gender split is 55% Male; 45% Female
- Any employee and spouses were allowed to participate in their program (not just high-risk employees)

What is CHIP?

- CHIP is an intensive lifestyle program with proven results based on years of scientific research.
- Participants commit to make lifestyle changes for the duration of the program...for just 10 weeks.
- Participants agree to change the way they eat, move, and think, but in doing so, the “CHIP Challenge” can help improve their health!
- After the 10 weeks, participants decide if they want to continue or revert to their old lifestyle.



How Does CHIP Work?

- CHIP focuses on a “whole of health approach” to living.
- CHIP emphasizes **eating more plants and whole foods...** not counting calories. In addition, CHIP provides valuable insights on other lifestyle habits like being more active, managing stress better, and forgiving.
- CHIP combines evidence-based lifestyle medicine research with behavior change principles to evoke positive change in participants.
- CHIP graduates often experience weight loss, lower blood pressure, lower cholesterol, more energy, and more enthusiasm for life.

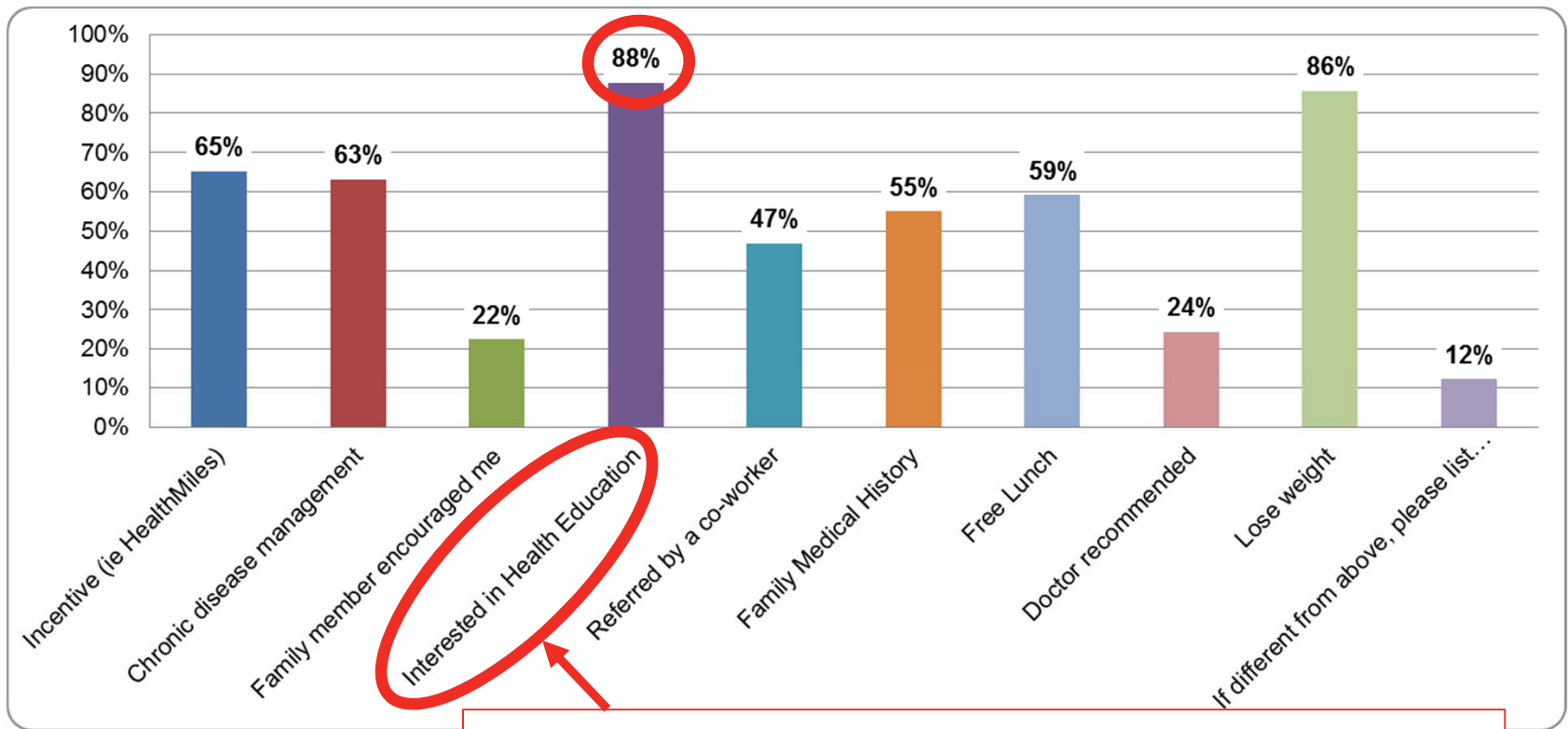
Main Themes

- Why did people participate?
- How did they rate the program?
- What was the adherence rate after 1 year?
- **Can CHIP save health plan costs and if so, what are the savings?**
- Is CHIP more effective than their HealthMiles program?



PROVEN RESULTS
Priceless benefits

Why did people participate in CHIP?



There is a great interest in health education, making it important that people have access to it.

How did they rate the program?

Using Net Promoter Score

Detractors							Passives		Promoters	
0	1	2	3	4	5	6	7	8	9	10
1	1	1	0	0	0	0	0	4	7	35
2.0%	2.0%	2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.2%	14.3%	71.4%
6.1%							8.2%		85.7%	

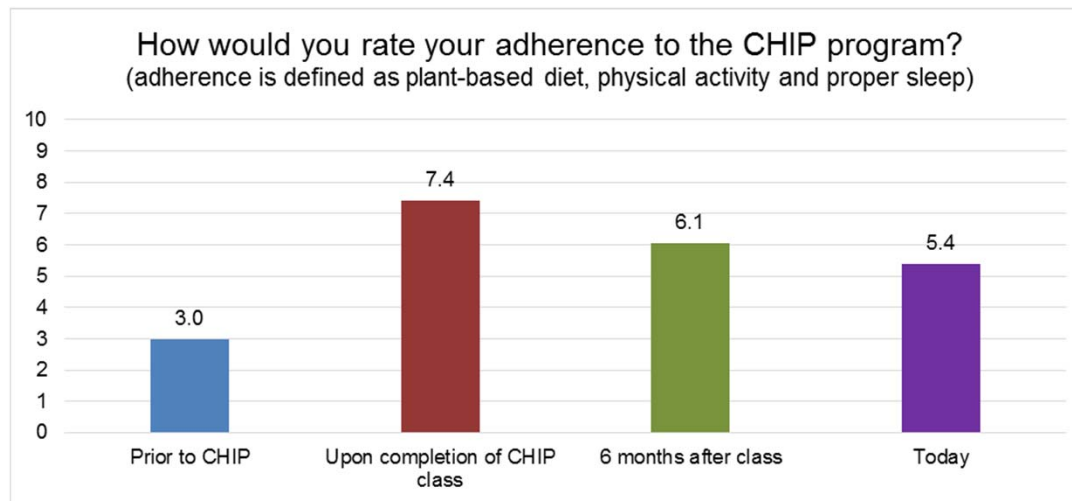
NPS Formula

$$\begin{array}{c} \text{Promoters} \\ 85.7\% \end{array} - \begin{array}{c} \text{Detractors} \\ 6.1\% \end{array} = \begin{array}{c} \text{CHIP NPS} \\ 79.6\% \end{array}$$

NPS Comparisons	
iPhone 70%	Amazon 69%
Marriott 62%	Netflix 50%

- **“On a scale of 1-10 with 10 being the best, how would you rate CHIP?”**
(In other words, how satisfied were you after having experienced CHIP?)
- Overwhelmingly high Net Promoter Score at 79.6% (average score = 9.1)
- 86 out of 100 people that go through CHIP are promoters

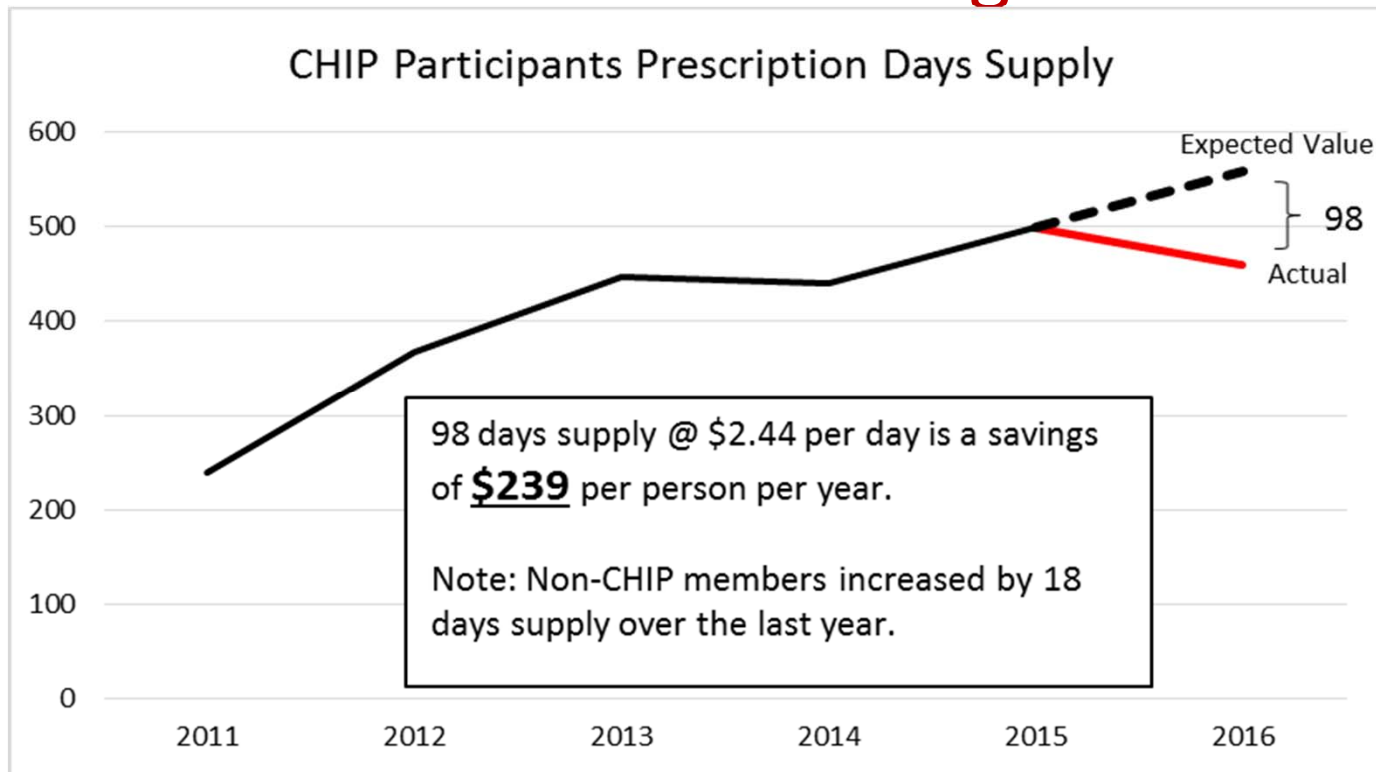
What was the adherence after 1 year? Cummins, Inc. surveyed over 400 participants...



78% of participants maintained improvement after 1 year

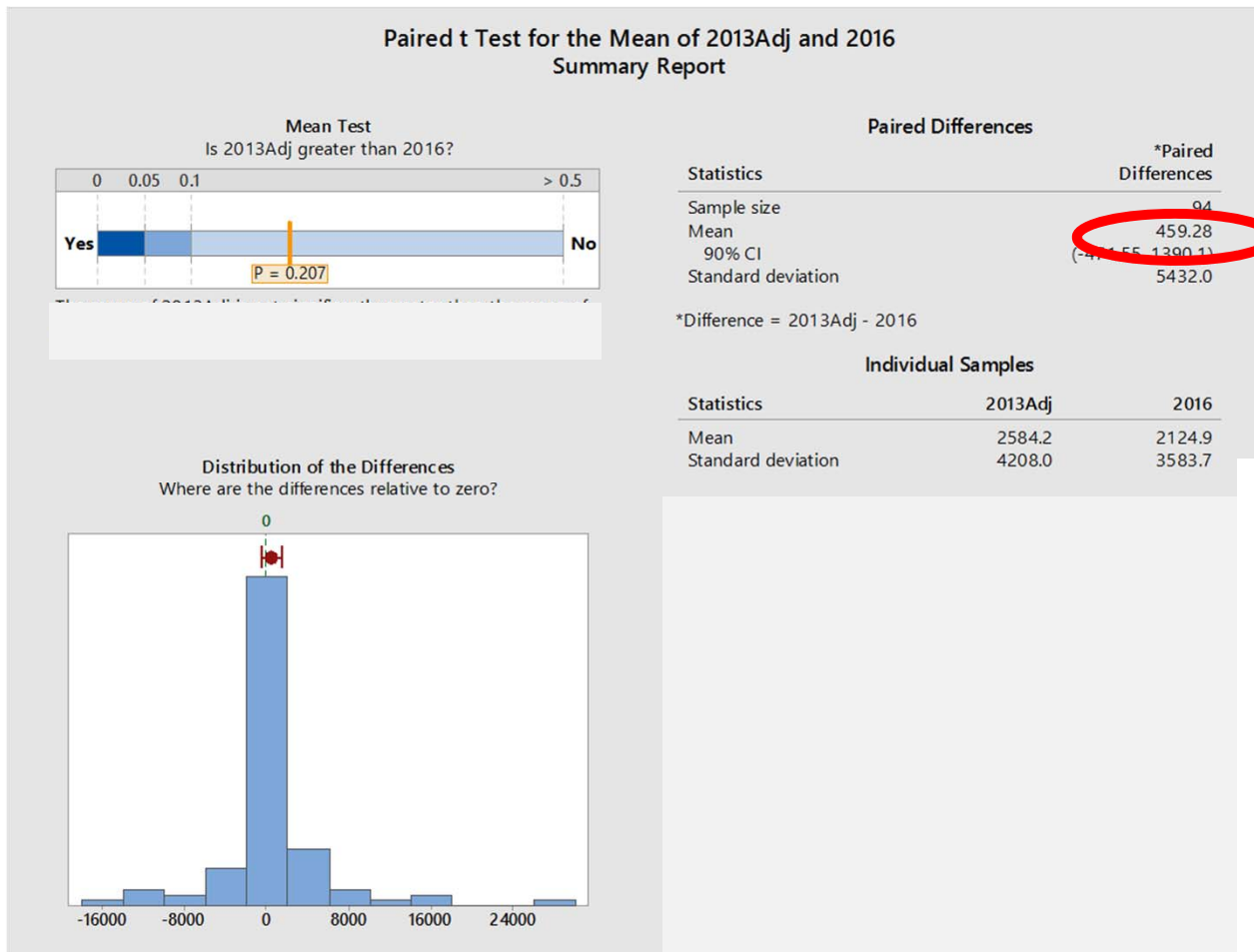
- Studies show typical diet adherence after 6 months is between 25% and 45%
CHIP is double that after 1 year!

What are the savings?



*Non-CHIP health plan prescription costs went up by \$43.92, so true savings is closer to \$283

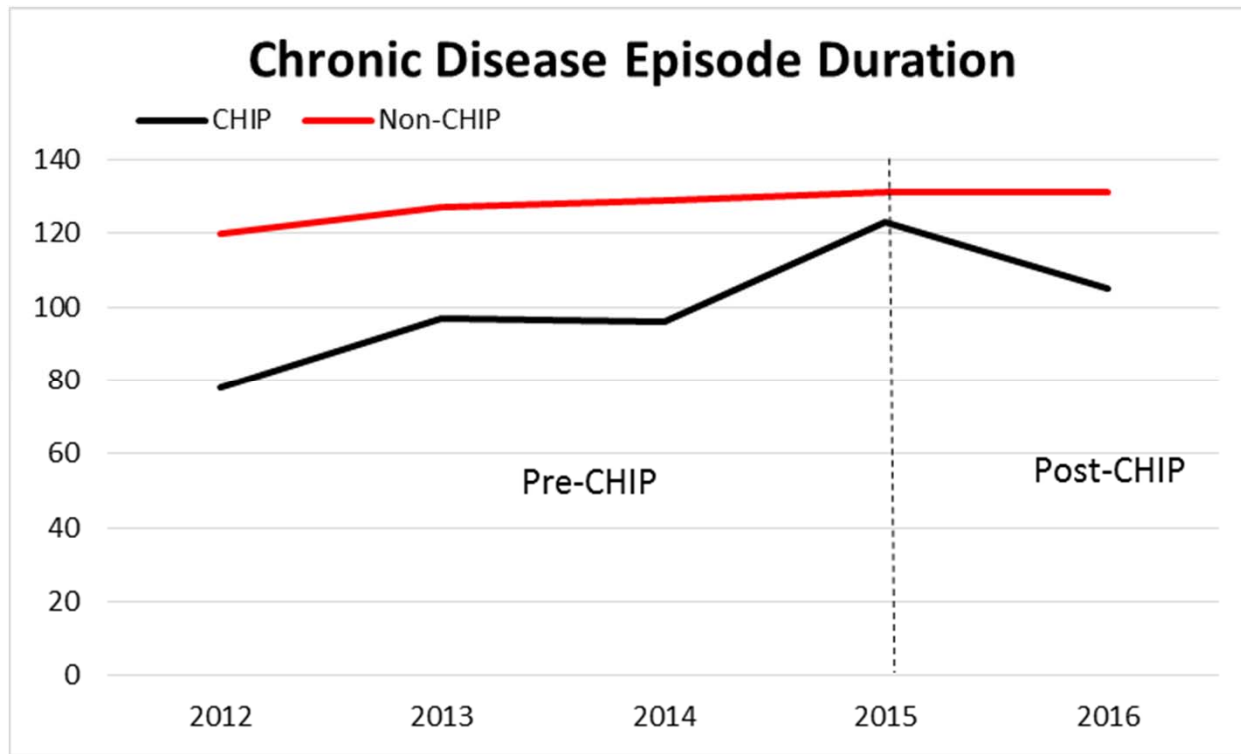
What are the savings?



Early indications show as much as \$459 savings per person in medical claims based on a paired t-Test. This is in addition to the \$239 savings in prescription drug costs on the previous slide.

What are the savings?

Chronic Disease Management



We are still working through claims data to be able to evaluate the savings from 10% reduction in days of chronic disease episode duration.

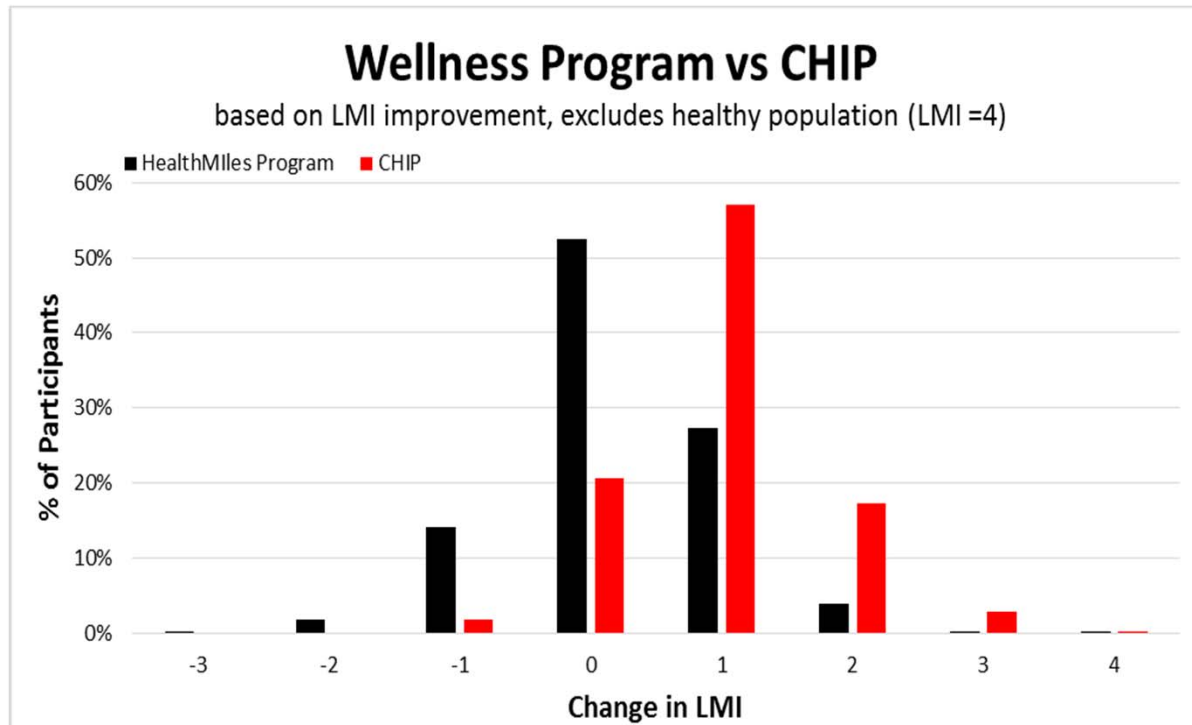
Lipidoses, Diabetes, Hyperlipidemia, Obesity, Migraines, Isch hrt dis, CHF, Cardiomyopathy, Heart failure

Summary of Cummins CHIP claims savings

The previous 3 slides demonstrate health plan claims cost savings. It is important to remember that the “cost of doing nothing” to improve your employees health results in higher health plan spending each year.

In addition to plan cost savings (although we are not able to calculate it at this time), since most employees have a \$3000 annual deductible, we suspect that the employees’ out-of-pocket savings may be more significant than the plan’s savings!

Is CHIP more effective than other programs?



After 12 months, CHIP participants achieved greater improvement in lifestyle medicine index (LMI) than participants in the traditional pedometer/health challenges program.

CHIP improvements: 79%

HealthMiles improvements:

32%

*LMI is a measure of improvement in Cholesterol, BMI, Systolic BP, and Glucose

Preliminary Indications...

The Cummins CHIP data demonstrates that the program has delivered strong improvements in employees' health and well-being!

