

Virta reverses type 2 diabetes and prediabetes for Oshkosh Corporation



To address the growing prevalence and cost of type 2 diabetes and prediabetes, Oshkosh partnered with Virta Health to treat patients across the metabolic health spectrum

From fire trucks to cement mixers to military vehicles, Oshkosh's team members are responsible for manufacturing the innovative automotive equipment that "moves the world at work."

Prior to implementing Virta, Oshkosh was primarily focused on addressing musculoskeletal health concerns among their employees. Through claims analysis however, benefits leaders discovered that type 2 diabetes surpassed musculoskeletal costs, and was one of the leading underlying comorbidities among Oshkosh team members. Furthermore, diabetes and prediabetes can make recovery from injuries and illnesses more difficult, leading to increased medical and pharmaceutical costs.

Oshkosh needed a solution that could impact a difficult to reach population with personalized support, and address the root cause of diabetes and poor metabolic health. Through a collaborative partnership, Virta empowered Oshkosh employees to achieve positive health outcomes and saved Oshkosh **\$3,632** per patient per year.



OSHKOSH™

Automotive Manufacturing

12,800

Employees

\$3,632

1 Year Per Patient
Gross Savings

"We've been able to go back to leadership and say, this is what we spent on Virta, and this is how many medications we've come off of. We can actually tell that real ROI story—it's not just smoke and mirrors."

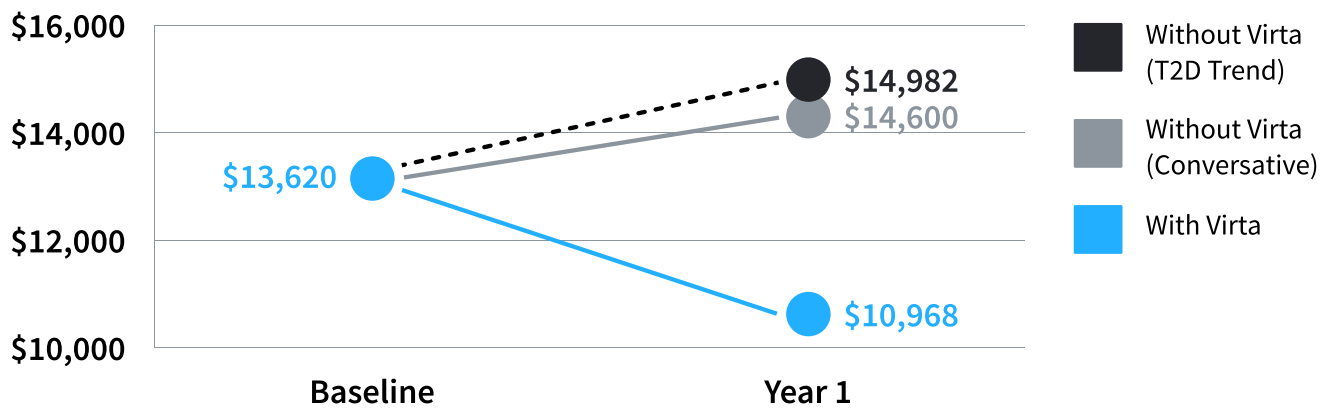
Brenda Larson

Former Wellbeing Program Manager at Oshkosh Corporation

Many team members at Oshkosh initially signed up for Virta to lose weight. Upon enrolling however, many of those same team members learned that they already had prediabetes or even type 2 diabetes. By offering Virta to their team members across the metabolic health spectrum, benefits leaders at Oshkosh were able to significantly lower the risk profile of their population and help type 2 diabetes patients reverse their diabetes, and prevent prediabetes.



Total Spend With and Without Virta:¹



Type 2 Diabetes Reversal at 1 year:²

1.0%

Average reduction in eA1c

58%

Elimination of T2D medications

9.3%

Average weight loss

67%

Retention at 1 year

Prediabetes Reversal at 1 year:³

58%

Of patients have reversed their prediabetes

0%

Of patients with prediabetes advanced to T2D

10%

Average weight loss

71%

Retention at 1 year

- ¹ Return On Investment and cost savings based on 53 type 2 diabetes enrollees completing 6+ months during the measurement period. Additional details available upon request.
- ² Virta internal EMR data at 1 year for Oshkosh patient population with type 2 diabetes enrolled >365 days at time of analysis (n=40), as of 5/1/2022. Baseline HbA1c was laboratory measured. In the absence of follow up laboratory data, A1c is derived from a proprietary model which estimates A1c on each day based on baseline information and actual biomarker data recorded on each patient in the last 120 days (n=37). The median absolute error is 0.23. Weight loss utilizes 3d average carried forward from last recorded in case of missing data at May 2022 (n=40). Data includes all diabetes-related medication other than metformin. Patients prescribed multiple drugs within the same class are counted as one prescription and only considered eliminated when both drugs are deprescribed.
- ³ Virta internal EMR data at 1 year for Oshkosh patient population with prediabetes enrolled >365 days at time of analysis (n=37), as of 5/1/2022. Baseline HbA1c was laboratory measured. In the absence of follow up laboratory data, A1c is derived from a proprietary model which estimates A1c on each day based on baseline information and actual biomarker data recorded on each patient in the last 120 days (n=31). The median absolute error is 0.23. Weight loss utilizes 3d average carried forward from last recorded in case of missing data at May 2022 (n=37). Data includes all diabetes-related medication other than metformin. Patients prescribed multiple drugs within the same class are counted as one prescription and only considered eliminated when both drugs are deprescribed.

Why Oshkosh chose Virta:

1

Diabetes Reversal

Virta is the leading solution to reverse type 2 diabetes—not just manage it—and reduce or eliminate prescription costs.

2

Guaranteed Outcomes

Virta delivers unmatched clinical outcomes for patients across the metabolic health spectrum, with 100% of Year 1 fees at risk for patients with diabetes, prediabetes, and obesity

3

Outcomes That Impact the Whole Person

By treating the root cause of diabetes, Virta delivers clinically proven benefits to overall health, including improved joint and knee pain, increased mental health, sleep, and decreased cardiovascular risk

“Our team members reach out to our benefits leadership team saying ‘I love this program, please don’t get rid of it, I need this in my life.’”

Brenda Larson
Former Wellbeing
Program Manager at
Oshkosh Corporation



Richard, after 7 months on Virta

- ✓ **Weight:** Lost 30 pounds
- ✓ **Cholesterol:** Improved cholesterol
- ✓ **A1c:** Reduced A1c from 12.1% to 6.1%
- ✓ **Medications:** Reduced diabetes medications by half

“I’ve recently started to go hiking again and found that I can go further than ever before and be less tired. This tells me that what I am doing with Virta is working. I am taking more control over my health with the decisions I’m making on what to eat.”

Richard

Virta Patient & Oshkosh Employee