



## AVIA is the partner of choice for healthcare organizations on a digital transformation journey.



# COVID-19 added to existing nutrition challenges

A lack of affordable, accessible, nutritious food threatens the well-being of **117M** Americans <sup>1-3</sup>

## Before COVID-19



## After COVID-19

**Up to 23%** of US households reported food insecurity <sup>4, 5</sup>

**14x** more children sometimes do not have enough to eat as compared to Sept 2019 <sup>6</sup>

Sources  
1, [Food Security and Nutrition Assistance](#). Economic Research Service. USDA. 2. [Food Access Research Atlas](#). Economic Research Service. USDA. 3. [Nutrition and Health are Closely Related](#). Dietary Guidelines. 2015-2020. 4. Schanzenbach and Pitts. How Much Has Food Insecurity Risen? Evidence from the Census Household Pulse Survey. [Northwestern Institute for Policy Research](#). Sept 9, 2020. 5. Waxman, Gupta, Karpman. Findings from the May 14–27 Coronavirus Tracking Survey. [Urban Institute](#). 6. Schwarz. Hunger in America, Especially Children, has skyrocketed during COVID-19, data shows. [The Intercept](#). Sept 23, 2020.

# The connection between food security and high-value health care

## NEED

**Food insecurity is linked to poor health outcomes and higher total cost of care. SNAP can help.**

- SNAP currently supports 85% of the eligible US population, with state averages ranging from 56% to 100% <sup>1</sup>
- Adults participating in SNAP incur \$1,400 less annual healthcare costs than non-participants; \$2,700 less for those with hypertension, and \$4,100 less for those with coronary heart disease <sup>2</sup>
- One text-based outreach campaign enrolled up to 7% of individuals in SNAP in neighborhoods at highest risk for poor health outcomes <sup>3</sup>



## OPPORTUNITY

**15%** of population is SNAP eligible but not enrolled

x

**7%** of target population enrolls in SNAP

x

**\$1,400** annual total cost of care savings for adults using SNAP

=

**~\$1.5M in savings**

by an illustrative organization with 100,000 Medicaid lives

Sources: 1. Cunyningham K. Reaching Those in Need: Estimates of State Supplemental Nutrition Assistance Program Participation Rates in 2016. Mathematica Policy Research. March 2019. 2. Carlson, Steven. SNAP Is Linked with Improved Nutritional Outcomes and Lower Health Care Costs. Center on Budget & Policy Priorities. 2018. 3. Anderson C. How text messages from Kaiser put 11,000-plus Californians on road to food, better health. Sacramento Bee. Dec 2, 2019.

# Nutrition support: what good looks like



## Basic capability

- **Screen patients** using a standardized tool
- **Store food security status and acuity in EHR**
- **Connect patients** to community resources
- **Share nutrition education**, including affordable shopping tips and recipes, through existing communication platforms

## Advanced capability

- **Create a food triage pathway** by patient acuity
- **Help patients enroll in nutrition assistance programs**
- **Use social analytics** to improve patient targeting
- **Offer a food pantry**, onsite and/or mobile where gaps exist
- **Prescribe medically tailored, home delivered meals**
- **Serve on a coalition** to improve nutrition infrastructure
- **Provide continuing education on the role of nutrition** to staff

# Digital solution landscape to address food insecurity

ACUITY from LOW to HIGH

## Referral platforms

## Benefits enrollment & use

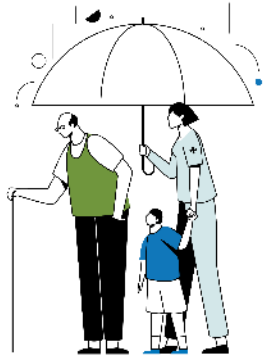
## Social analytics

## Home delivered meals



We are Member-driven and only engage solution companies if they can address our Members' most important challenges. We are transparent about the level of due diligence we perform on solution companies, and Members ultimately select the solution that best fits their needs. AVIA staff and advisors have the following disclosures: Molly Coye, Executive in Residence, sits on the board of ConsejoSano. Andy Slavitt, General Partner of Town Hall Ventures, has a financial relationship with Signify Health and Unite Us; Vikki Wachino is on the board of Benefits Data Trust.

# Case study: home-delivered meals



## Problem Addressed

Food insecurity is associated with \$77B in annual excess healthcare expenditures.<sup>1</sup> Total spending on malnourished patients with chronic conditions is 74% greater than adequately nourished patients.<sup>2</sup> Michigan Medicine, Ann Arbor Veterans Affairs Health System, and Columbia University Medical Center tested the hypothesis that short-term delivery of medically-tailored meals would improve disease-specific quality of life in patients with heart failure at four weeks post-discharge and reduce readmission.<sup>3</sup>



## Solution Identified

Meals were prepared, packaged for refrigerator storage, and home-delivered once weekly for four weeks by Mom's Meals NourishCare, a vendor with national service. Participants could choose their preferred menu items from a variety of options tailored to their unique nutritional needs. Three daily meals, snacks, and some beverages were provided.



## Results Achieved

- **Fewer 30-day readmissions** among study patients (11% vs. 27% of patients not receiving meals)
- **Fewer days rehospitalized** (17 vs. 55 days for patients not receiving meals)

### Sources:

1. Berkowitz SA, et al. Food Insecurity and Health Care Expenditures in the United States, 2011-2013. [Health Serv Res.](#) June 2018.
2. Ahmed N, et al. Impact of malnutrition on survival and healthcare utilization in Medicare beneficiaries with diabetes: a retrospective cohort analysis. [BMJ.](#) 2018.
3. Hummel SL, et al. Home delivered meals post-discharge from heart failure hospitalization: the GOURMET-HF pilot study. [Circ Heart Fail.](#) Aug 2018.



## Prioritize action

### **Consider:**

- Population acuity
- Organizational alignment
- Strategic opportunities



## Assess capabilities

### **Determine:**

- Existing solutions to scale
- Key gaps in readiness
- First best move



## Evaluate solutions

### **Compare:**

- Evidence against KPIs
- Features & functionalities
- Organizational requirements

Let's make healthcare better for everyone