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CASE STUDY

Uncovering Patient Success

Jessy's Health Journey



In a rural corner of Tennessee, amidst the echoes of construction work, a transformation quietly unfolded. Meet Jessy Martinez, a 50-year-old Latino man whose journey with PreventScripts is nothing short of inspiring.

Jessy's story began with a familiar struggle: debilitating back pain. In February 2023, he sought medical help, only to be confronted with a stark reality –morbid obesity and sleep apnea.

Despite our patient behavior change methodology's shocking simplicity, it is creating a huge impact on patient health outcomes. Is simplicity the key, or is there something else at play?

Outcomes Overview

Biometrics	March 2023	March 2024	% Change
Weight	460 lbs	363 lbs	21%
Blood Pressure	140/89	128/68	20/24%
BMI	64.2	50.6	21%

We're taking a look at the data, as well as firsthand accounts from Jessy on his experience so far with the PreventScripts program to find the answers.



Uncovering and Activating Motivated Patients

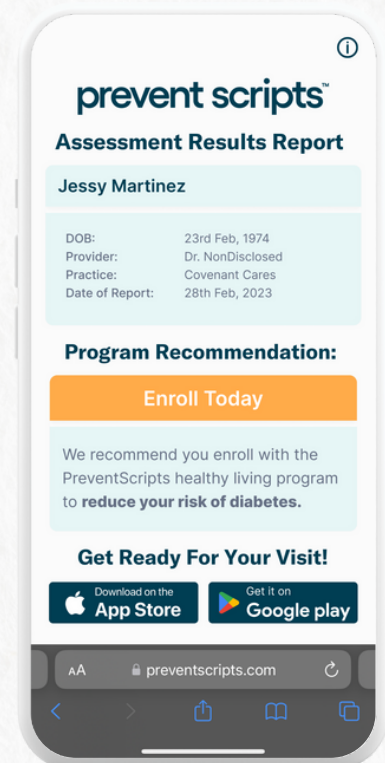
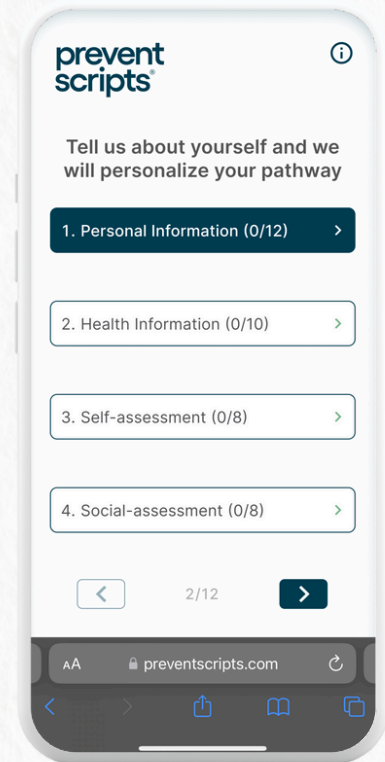
In late February of 2023, Jessy Martinez visited his primary care physician in Tennessee with a self-reported pain scale of 9 out of 10 for back pain. He knew his health wasn't the best, but this level of back pain was unimaginable. That same day, he received a diagnosis: morbid obesity and sleep apnea.

He returned to the clinic a month later. On March 30, 2023 Jessy took his first pre-visit assessment in the waiting room. We instantly delivered his results into his patient chart, enabling his provider to enter the exam room with a clear understanding of where he was at. Jessy's pain was still at a 4/10, his motivation level was categorized as medium, and he rated very highly on our self efficacy scoring.

Then, he returned again the next month. Jessy's back pain had worsened. We let his provider know his pre-visit assessment results, including his pain rating, another high level of self efficacy, and his increased motivation levels. Jessy was now highly motivated to make a change for better health and pain-free life, and his provider urged him to enroll in the PreventScripts RPM program.

PATIENT SURVEYS INCLUDE

PROMIS Global 10 Physical and Mental Health Survey, PROMIS Self-Efficacy Survey, ADA Pre-Diabetes Survey, Motivation/Readiness



Jessy still wasn't ready to commit to our program. Although he was highly motivated, he had already tried many times to lose weight without achieving the results he wanted. When we asked him about these experiences, his response underscores the importance of preventive care that is provider-led, evidence-based, and sets realistic expectations for the mental and physical health of patients.



HAVE YOU TRIED ANY OTHER HEALTHY LIVING PROGRAMS?

“Mostly diet pills. Some of them seem to work, but I could never keep up with it because those pills are expensive. Once I stop taking the pills, I would gain back almost everything I lost. So for a while, I started getting depressed. Then, I signed up with PreventScripts and I haven't taken any of those diet pills since.”

– Jessy Martinez

Although he wasn't formally enrolled yet, consistently educating Jessy on his risk levels was already making an impact. Delivering his results digitally pre-visit primed him for open and effective conversations with his physician about health habits, nutrition, behavior change, and long-term risks. Jessy lost a profound 19.8 lbs from his second PreventScripts risk assessment to his third, and his motivation levels doubled.

WHAT WERE YOUR INITIAL THOUGHTS ON YOUR ASSESSMENT RESULTS?

“Disappointed at first because the results showed how much I needed to lose weight, but I used it as a way to motivate myself to eat better, drink more water, and walk around more. I have a gym too. I've been working out every weekend whenever I get a chance to work out with this job. It's not easy, but it's improved.”

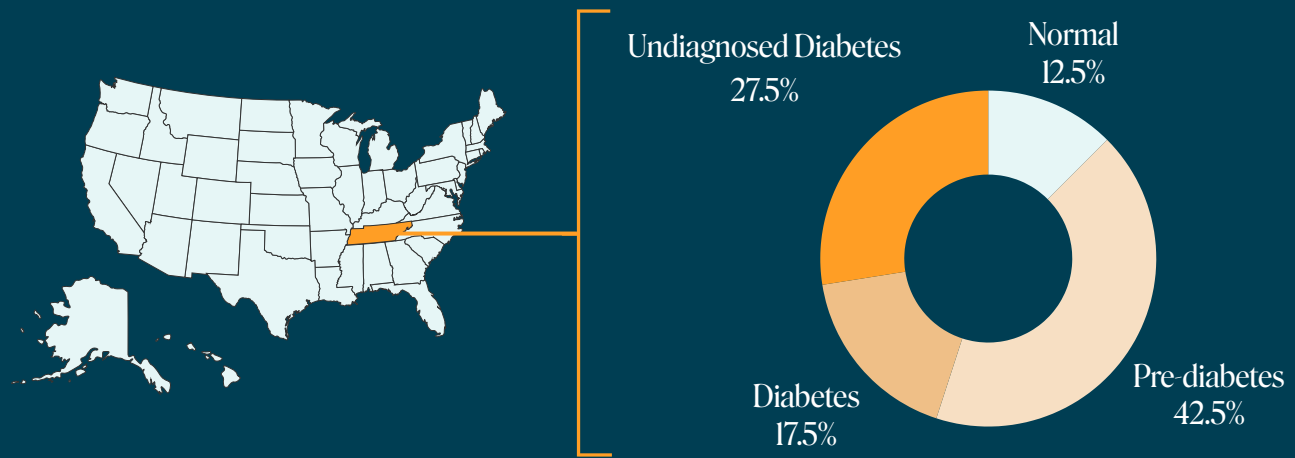
– Jessy Martinez



Only seeing meager improvements in his pain levels, Jessy returned to the clinic, taking his fourth risk assessment in the waiting room on July 2nd, 2023. He knew the efforts he was making needed to go a lot further to get him out of the “risk zone” he was in, and into the “safe zone”, free of pain. His provider was able to enroll him in our healthy living program before he left the exam room, marking the beginning of a transformative journey in Jessy's health.



Jessy's situation is the **opposite** of an anomaly.



Approximately 730,416 people in Tennessee, or 13.6% of the adult population, have diagnosed diabetes. An additional 158,000 people in Tennessee have diabetes, but don't know it. More than 34.3% of the adult population have pre-diabetes with dangerously high blood glucose that is not high enough for a diabetes diagnosis. (1)

One in three Americans have metabolic syndrome, which is often the precursor to developing a longer-term chronic condition. (2) Almost one in four Americans (approximately 75 million people) have multiple chronic conditions (MCCs). (3) What is most alarming is how often these pre-disease states go undiagnosed. For example, of the 96 million American adults who are pre-diabetic, less than 14% are aware of their condition and fewer than 20% received treatment with interventions. (4)

Program Methodology

When patients show health risk levels deeming them eligible for the program, they are onboarded in-clinic when their provider prompts them to download our RPM mobile app. Then, we send patients our healthy living kit to their home. This includes a bluetooth connected scale, water bottle, healthy plate magnet and instructions on how to use the program. Patients are encouraged to self-track health habits daily, complete one "My Plans" goal-setting pathways each week, fill out weekly goal check-in surveys, and participate in a monthly call from their clinic care team.



Program Methodology

MyPlans Goals

We help patients set simple goals that meet them where they are, offering personalized pathways tailored to their readiness. Each goal is a foundational building block of metabolic health. Patients focus on one goal at a time, in line with guidelines from behavioral science and habit creation experts.

DRINK MORE WATER

EAT MORE FRUIT

EAT MORE VEGETABLES

MOVE MORE

EAT LESS SUGAR

REDUCE TOBACCO

EAT LESS SALT

Goal Engagement & Education

Patients complete the MyPlan goal setting in-app pathway, recommitting to their goal each week. After patients set their goal they receive one week of automated PreventTips, our daily goal-oriented SMS or mobile app notifications that educate and engage patients. These continue for 12 weeks, or until patients choose to focus on a different goal. When they are ready to return to a previous goal, they can pick back up right where they started.

PreventScripts implements best practices and clinical algorithms around disease prevention from American Academy of Family Practice, American Heart Association, and Centers for Disease Control into primary care practices. The core of the patient program, My Plans™ goal setting, helps the clinic implement the 5A behavior change methodology, endorsed as best practice by Medicare and the US Preventive Services Task Force.

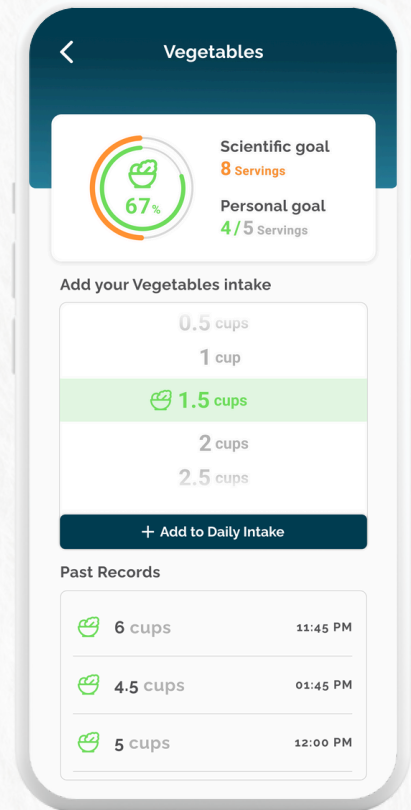


Program Methodology

App-Based Tracking

Researchers found that step-count monitoring leads to short and long-term step-count increases, indicating that step count monitoring should be prioritized to address the challenge of physical inactivity on public health. (5) Researchers have also found mobile phone apps can significantly increase physical activity by setting specific goals, using self-monitoring, and feedback. (6) Researchers at the Stanford Prevention Research Center conducted a pilot study to test the efficacy and user acceptability of a mobile app in increasing vegetable consumption. Using an adapted version of the validated Harvard Food Frequency Questionnaire to assess daily vegetable consumption, researchers found that the app demonstrated high initial efficacy and user acceptability (7).

APP-ENABLED GOAL TRACKING



BT Scale

Research has demonstrated that the higher a person's body mass index, or BMI (a measure of weight in relation to height), the stronger the correlation between frequent self-weighing and weight loss. (8)

PATIENT KIT



Leveraging The Provider Relationship

Research indicates that interventions delivered through primary care settings have a significant impact on patient outcomes. In one study, patients who received preventive care through their PCPs experienced greater improvements in health indicators compared to those who received care through other channels. (9)



Driving Change with Tailored Interventions

Through regular interactions with their PCPs, patients receive personalized guidance and support tailored to their unique needs and preferences. This personalized approach not only increases patient satisfaction and fosters long-term behavior change, but promotes the continuity of care with the patient's PCP that is proven to improve health outcomes. (10, 11, 12, 13,) By empowering PCPs with evidence-based tools and resources, PreventScripts equips them to deliver effective preventive care interventions that drive positive health outcomes for their patients.

“It has all been with lifestyle modifications– teaching him how to cook for himself, encouraging him to walk just 10 to 15 minutes a day. It started with him doing exercises in his chair because it was difficult for him to walk. It's amazing what happens in a clinical setting when you can give patients the right tools to help themselves.”

– Jewell Kaylor, FNP-C, COO of Covenant Care Practices



Identifying Barriers & Enhancing Support

At the outset, Jessy faced significant barriers to achieving his health goals. In his first weekly check-in, he told us his barrier to achieving this goal was “I am addicted to sugary drinks”. Sugar is an addictive chemical, affecting the brain in a similar way as drugs such as cocaine due to its effects on the limbic system and neurotransmitter quantity and transport. (14, 15, 16)

Jessy’s Weekly Patient Survey Responses

Date	What made achieving your goal harder? (Open Response)
7/24/2023	Time, selection, price
8/7/2023	Time and opportunity
8/7/2023	More motivated than before



Motivators and Program Features

Throughout his journey, Jessy found motivation in various forms. The program's emphasis on goal-setting empowered him to take control of his health, one step at a time. Jessy particularly appreciated the simplicity and ease of use of the PreventScripts app, which allowed him to track his progress effortlessly. Whether it was monitoring his water intake or logging his daily weigh-ins, the app became an invaluable tool in Jessy's transformation.



DO YOU THINK OUR PROGRAM HAS IMPACTED YOUR CONFIDENCE IN YOUR ABILITY TO ACHIEVE YOUR GOALS?

“Yeah, it is. All I gotta do is just step on the scale, and I see my weight going down instead of going up. So i’m like, yes! I'm doing it! I lost another pound! I'm ready to take on whatever the day has to offer. It helps motivate me every time I step on the scale and see the weight loss.”

– Jessy Martinez

HOW HAS PREVENTSCRIPTS HELPED YOU MAINTAIN A HEALTHIER LIFESTYLE? BEYOND JUST WEIGHT LOSS?

“On the app, with the fruits and vegetable tracker on there, it lets you know how much you should eat. Whenever I can, I try to add a little bit. I get these little fruit cups, and add that to some of my lunches and dinners and then mark it (on the app). I’ve got these grapefruit cups in my fridge right now, I love grapefruit!”

– Jessy Martinez



BEFORE PREVENTSCRIPTS, HOW WAS YOUR HEALTH IMPACTING YOUR JOB OR TIME WITH FAMILY?

“It was not good. I drive forklifts at my job. Those forklifts are high, so every time I climb up and climb off the forklifts I would struggle. With losing weight, I can move around on my fork lift with ease. Now, I get to spend more time with my family. I'm single and don't have kids, but I got my brothers and nephews.”

– Jessy Martinez

A Path to Lasting Health

What sets PreventScripts apart is its focus on gradual, sustainable changes that yield long-term results. Unlike other programs that promise quick fixes, PreventScripts prioritizes the journey over the destination. Jessy's journey exemplifies this approach, as he experienced tangible improvements over time, from increased water consumption to healthier eating habits.

Before starting the program, Jessy had back pain during movement— not sitting. Now, he still has a little back pain, but it's mostly from when he sits too long. Staying active and moving frequently, in combination with the other habits he has been cultivating throughout the program, has become his key to a pain-free life.

The changes weren't overnight miracles. They were the result of Jessy's hard work, supported by the innovative tools and personalized guidance PreventScripts offered. From monitoring his water intake to managing his diet, every small step was a leap towards a healthier future. The program's approach was different from anything Jessy had tried before; there were no false promises or quick fixes, just consistent support and realistic goals.



WHAT SETS PREVENTSCRIPTS APART FROM OTHER PREVENTIVE HEALTH PROGRAMS OR PRODUCTS THAT YOU HAVE ENCOUNTERED OR TRIED?

“Some of the (pill advertising) I saw, I was like, “ahhh! I want a body like that, yes!”. You try it, and you look at yourself in the mirror like, “I'm not there yet. When is it gonna happen?” You guys don't advertise that kind of stuff, which is good. I'm not expecting a miracle overnight.”

– Jessy Martinez

Jessy's transformation touched every aspect of his life. The physical changes were evident, but the impact went deeper, enhancing his job performance and overall wellbeing. His social life flourished as well; hikes with friends no longer intimidated him, and family time became more enjoyable and active.



Our Platform's Proven Impact

As Jessy shared his story with the PreventScripts team, his sense of achievement was palpable. Not only had he lost significant weight, but his blood pressure had improved dramatically. Yet, it was the small victories that resonated the most—fitting into clothes he had once outgrown, feeling lighter on his feet, and experiencing excitement about his days at work instead of dread.



HAS THE PROGRAM HAS IMPACTED YOUR OUTLOOK ON LIFE?

“Before, I always dreaded going to work because of the long walk from the parking lot to the entrance. It's a long walk. Every time I go to work, I look at that sidewalk, and I'm like, dude, why do I have to go in today? To get to the entrance there's some flights of stairs too. Now—I'm not there yet—but I almost fly up the stairs. I walk faster, because I feel lighter.”

– Jessy Martinez

In Conclusion

Jessy's journey is not an isolated success but a reflection of what PreventScripts aims to achieve on a larger scale. Documented improvements across our patient base underscore our platform's role in facilitating improved health outcomes. As evidenced by Jessy's experience and supported by robust research on behavioral change, PreventScripts continues to prove that strategic patient engagement and technology can profoundly reshape health trajectories.

We have observed a 12% drop in systolic blood pressure and 13% drop in diastolic blood pressure on average across all RPM-enrolled patients. Percent body weight reduction is a clinical accepted indicator for reducing risk of disease. Forty-seven percent of patients have lost between 1-4% in a 3 month time frame, a strong process indicator towards the goal of 5% body weight reduction. Thirty-two percent of patients have lost 5% or more body weight and 21% have remained stable, not gaining or losing.

Jessy's narrative, enriched with data-driven insights, not only validates the efficacy of PreventScripts but also serves as a beacon for potential users and healthcare providers aiming to replicate such success in their own therapeutic areas.



Citations

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