SILVERSNEAKERS® HEALTH OUTCOMES STUDY

STUDY OVERVIEW

- A **pre-/post- intervention analysis** of SilverSneakers participants with Medicare Advantage (MA) claims data was conducted with the goal of evaluating whether MA beneficiaries participating in SilverSneakers had lower utilization and/or costs or improved quality outcomes in the **6 months after joining the program compared to the 6-months prior to joining the program**.

- A **comparative analysis** between the intervention group of SilverSneakers participants and a matched control group of non-participants enrolled in MA plans, using a 1:5 match ratio was conducted with the goal of evaluating whether MA beneficiaries participating in the SilverSneakers program had lower utilization and/or costs or improved quality outcomes over the **6-month observation period** compared to MA beneficiaries not participating in the program, after controlling for differences in other patient characteristics.

DATA SOURCE

Avalere®, an Inovalon® company, independently conducted this study leveraging access to Inovalon's Medical Outcomes Research for Effectiveness and Economics Registry (MORE[2] Registry®), a warehouse of healthcare administrative claims data sourced from more than 150 health plans across the nation that have utilized Inovalon's data analytic services from the year 2000 to date.

Avalere remained the sole custodian of the data throughout the entirety of the study. The data were hosted on a secure server and once linked, were deidentified for analysis.

1:5
Matched
Final Study Cohort

8,555
SilverSneakers
Participants

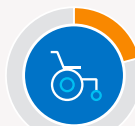**42,775**
Medicare Advantage
Non-Participants

SUMMARY PARTICIPANT CHARACTERISTICS

SilverSneakers participants had a similar or higher proportion of each of the top comorbid chronic conditions indicating that, at baseline, SilverSneakers participants are not a "healthier" population when compared to non-participants.

67.5
Average Age
of Participant

21%
Eligible for Medicare
Due to Disability

10.8%
Eligible for Dual Medicare/
Medicaid Enrollment

PRE- & POST-INTERVENTION ANALYSIS HIGHLIGHTS
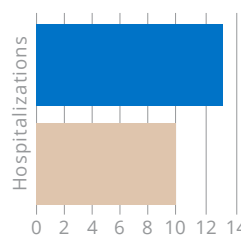
ANNUAL HEALTHCARE EXPENDITURES

16% ↓
Avg. Healthcare Expenditures

$5,334
Before SilverSneakers

$4,463
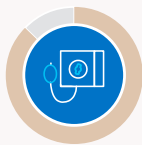After SilverSneakers

HOSPITALIZATIONS

12.7 Pre-SilverSneakers Activity

10.0 Post-SilverSneakers Enrollment

The mean number of **hospital stays declined significantly** from nearly 13 stays per 100 patient years to 10

MEDICATION ADHERENCE & CARE FOR DIABETICS
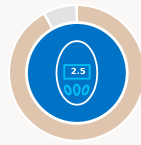
Pre-SilverSneakers Initiation

87%	85%	92%	46%
Hypertension Medication	Cholesterol Medication	Hemoglobin A1c Testing	Eye Exam Performed

Post-SilverSneakers Initiation

90%	87%	95%	54%
Hypertension Medication	Cholesterol Medication	Hemoglobin A1c Testing	Eye Exam Performed

COMPARATIVE ANALYSIS HIGHLIGHTS
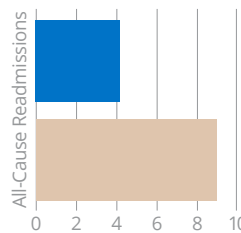
HEALTHCARE EXPENDITURES

16% ↓
Avg. Healthcare Expenditures

$5,303
Medicare Advantage Members

$4,463
SilverSneakers Members
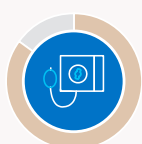
ALL-CAUSE 30-DAY READMISSIONS

4.7% | **5** ★ SilverSneakers Participant

9.1% | **3** ★ MA Non-Participant

All-cause readmissions are a triple weighted Stars measure. **SilverSneakers participants performed significantly better** compared to MA non-participants

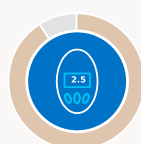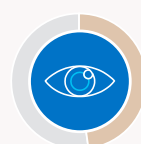## MEDICATION ADHERENCE & CARE FOR DIABETICS

MA Non-Participants

85%	82%	91%	48%
Hypertension Medication*	Cholesterol Medication*	Hemoglobin A1c Testing	Eye Exam Performed

SilverSneakers Participants

90%	86%	95%	54%
Hypertension Medication*	Cholesterol Medication*	Hemoglobin A1c Testing	Eye Exam Performed

* 85% and 82% adherence for Hypertension medication and Cholesterol medication fall into a 3 Star rating, whereas 90% adherence for Hypertension medication falls into a 5 Star rating, and 86% adherence for Cholesterol medication falls into a 4 Star rating.

For more information on SilverSneakers and this study, please contact us at media@silversneakers.com