



GLP-1 Therapy: Who Benefits, and How to Maximize Value

Study Methodology

The study utilized Veradigm Linked Claims-Electronic Health Record (EHR) Data by Merative MarketScan linked claims data from 2018 through 2025, with a sample size of 12.7M patients. The study compared outcomes across different medications and against similar patients receiving non-GLP-1 treatments, then developed predictive models to identify the characteristics of patients most and least likely to achieve successful clinical outcomes with GLP-1 therapy. The models were internally validated by Merative using established statistical methods to assess predictive performance.

The study is not intended to predict individual outcomes or establish coverage criteria. It provides population-level insights and does not diagnose individual patients, direct treatment or replace decisions between patients and their physicians. The study was observational and did not evaluate workforce outcomes such as productivity, absenteeism, disability or retention. Long-term ROI remains uncertain because most results reflect approximately one year of follow-up.

Key Findings

Who benefits most? Best candidates for GLP-1 therapy include:

- Diabetes patients with HbA1c $\geq 8\%$.
- Individuals with lower overall disease burden and no recent hospital or ER utilization.
- Obesity patients aged 44+, weighing 175-299 pounds, with limited prior obesity medication use.

Results for patients using GLP-1s for Type 2 diabetes:

Highly Effective

- HbA1c decreased 2.6 percentage points; average weight loss 8.4%
- Characteristics associated with greater effectiveness:
 - HbA1c $> 8\%$ before starting GLP-1 therapy
 - Lower overall illness severity; average CCI* 1.9
 - No ER utilization during the 6 months before treatment
 - No inpatient admissions during the 6 months before treatment

- 94% remained on therapy ≥ 9 months

Ineffective

- HbA1c increased 0.1 percentage points; average weight gain 2.7%
- Characteristics associated with lesser effectiveness:
 - Higher overall illness severity; average CCI* 2.1
 - Higher ER utilization 1 or more visits for any purpose 6 months prior to starting GLP-1 therapy
 - Higher Inpatient Admissions 1 or more visits for any purpose 6 months prior to starting GLP-1 therapy
- 83% remained on therapy ≥ 9 months

Results for patients with obesity without Type 2 diabetes:

More Effective

- Average weight loss: 9.4%
- Predictive/distinguishing traits:
 - Baseline weight 175–299 lbs
 - Age 44+
 - No sleep disorder
 - <3 obesity-related condition (e.g., hypertension) prescription fills in the baseline period
- 84.5% achieved $\geq 5\%$ weight loss; 80% remained on therapy ≥ 9 months

Less Effective

- Average weight loss: 5.3%
- Predictive/distinguishing traits:
 - Baseline weight <175 or ≥ 300 lbs
 - Younger age (e.g., <40)
- 64.4% achieved $\geq 5\%$ weight loss; 76% remained on therapy ≥ 9 months