

Foodcare Controlled Studies & Actuarial Science: Economic & Clinical ROI

GLP-1/ Foodcare Combination Therapy saves >\$2K more annually vs GLP-1s alone (Matched Pair Controlled Claims Study)

Foodsmart helps 3 North East Regional Health plans save \$168 PMPM for those on GLP-1s+Foodsmart vs GLP-1s only. [Link](#)

Medicare, Medicaid and commercial health plan members (n=909) on GLP-1s/ Foodcare combination therapy from Foodsmart have \$43 PMPM medical savings and \$125 PMPM pharmacy savings, totaling \$168 PMPM (\$2,016 annually), compared to a match-paired control group of members on GLP-1s alone

Evaluating the ROI of Foodsmart and Telenutrition Visits: A Propensity-Score Matched Pair Controlled Study with a Large, Urban Medicaid Managed Care Organization

Foodsmart's impact on PMPM Cost-savings. Foodsmart enrollees saw a net savings of \$43 PMPM over a 12 month period. With MTG/MTM, the net savings increases to \$92PMPM. [Link](#); (Submitted to ASHEcon [Abstract Link](#))

Over 1,600 members who enrolled in Foodsmart were matched to members who did not enroll in Foodsmart from the Health Plan. Foodsmart enrollees experienced a net savings of \$43 PMPM in total cost across a 12 month period. Members receiving medically tailored groceries and medically tailored meals had realized cost savings of \$92 PMPM.

Evaluating the ROI of Foodsmart's Telenutrition and Digital Foodcare Platform: A Propensity-Score Matched Pair Controlled Study with a National Health Plan Commercial Population

Foodsmart's Telenutrition Program helps large national health plan's commercial customers achieve positive net savings of >\$20 PMPM one year after enrollment. [Link](#)

In a matched pair claims analysis conducted by a major health plan, Foodsmart's Telenutrition Program saved >\$20 PMPM (\$243) over one year for the health plan's customers 12 months post launch, compared to the health plan's Diabetes Prevention Program (DPP) taking 2 years to reach positive net savings, and their own coaching internal program having no net savings.

Analyzing Foodsmart's Impact on Claims Spend for a Northeast Community Health Plan: A Cost Effectiveness Study

Foodsmart's Telenutrition Program helps Northeast Community Health plan save \$44 PMPM. [Link](#)

In a matched pair claims analysis conducted by a third-party actuarial research firm, Foodsmart's Telenutrition Program saved \$44 PMPM in medical and pharmaceutical claims for a community health plan serving Medicare, Medicaid and commercial members 12 months pre-post enrollment. For members with Diabetes, savings were \$173 PMPM.

Chorus Community Health Plan/ Children's Wisconsin (Matched Pair Controlled Claims Study)

Foodsmart's Telenutrition Program helps Chorus Community Health Plan Health plan save \$33 PMPM. [Link](#)

In a matched pair claims analysis conducted for a Chorus Community Health Plan, Foodsmart's Telenutrition Program saved \$45 PMPM in gross savings (\$33 PMPM in net savings) for medical and pharmaceutical claims for the health plan's members 12 months pre-post enrollment.

Cost Savings and Health Impact of Foodsmart: A Propensity-Score Matched Study of a Rural Medicaid MCO

Foodsmart's Telenutrition Program helps Northwest Medicaid Plan Health plan save \$30 PMPM. [Link](#)

In a matched pair claims analysis conducted for an Northwest Medicaid Managed Care Organization, Foodsmart's Telenutrition Program saved \$60 PMPM in gross savings (\$30 PMPM in net savings) for medical and pharmaceutical claims for the health plan's members 9 months pre-post enrollment.

Community Health Plan Collaborative - Medicare, Medicaid and Commercial (Matched Pair Controlled Claims Study)

Foodsmart saves \$31 PMPM across 3 Northeast community health plans. [Link](#)

In a matched pair controlled claims study conducted, Foodsmart saved 3 Northeast community health plans \$37 PMPM (\$31 net savings) across 13,123 members over a 12 month period.

Foodcare for National Health Plan Members (Matched Pair Controlled Claims Study)

Foodsmart helps major Health Plan save \$40 PMPM. [Link](#)

In a matched pair claims analysis conducted by Optum Insight, Foodsmart saved a national health plan \$40 PMPM in medical and pharmaceutical claims. Pharmaceutical PMPM savings for diabetes was \$243, migraines \$135 and rheumatologic disease was \$1,290. Total PMPM savings for digestive diseases was \$377, cardiovascular disease was \$172 and cancer was \$2,104. Savings were also higher among members 65 years or older, males, and among Foodsmart members who improved their nutrition.

Evaluating the Impact of Foodsmart's Program on Claims Spend for a Large IT Employer: A Cost Effectiveness Study

Foodsmart helps a large healthcare information technology company save \$38 PMPM. [Link](#)

In a matched pair claims analysis conducted by Foodsmart, Foodsmart saved a large healthcare information company \$38 PMPM in medical and pharmaceutical claims. Savings were higher among groups with Diabetes (\$299 PMPM) and Hyperlipidemia (\$263 PMPM).

Foodcare from Foodsmart for Kaiser Permanente Medicaid members with Diabetes; Tufts (Randomized Controlled Trial)

Foodcare - including FoodSMART Telenutrition & the FoodsMART with Food-as-Medicine Benefits Management - was provided to Kaiser Permanente Medicaid members with diabetes - in an RCT led by Tufts Friedman School of Nutrition former Chair, Dary Mozaffarian, MD, DrPH. Abstract presented with American Heart Association and full publication pending. [Link](#)

From preliminary results after adjusting for demographic information and baseline HbA1c, the Foodcare group had a 0.6 point average reduction in HbA1c compared to the control group, if the last A1c reading was taken within 6 months of the baseline HbA1c reading, and a 0.3 difference over the full study. Additionally, the study found a large improvement in food security and nutrition security status: the odds of being food secure increased by about 230% and the odds of being nutrition secure increased by 370% for patients in the intervention group (lower- and higher-dose groups combined) compared to the control group. Notably, the highly publicized Geisinger Fresh Food Farmacy randomized controlled trial showed no improvement in HbA1c, validating that the comprehensive, integrated foodcare approach, provided by Foodsmart, is differentiated and more effective than nutrition counseling or food-as-medicine alone.

Sustainable Weight Loss (Randomized Controlled Trial): Foodsmart drives more weight loss than MyPlate education

In obese adults, the Foodsmart platform led to greater sustained weight loss (−5.8% vs. −3.4% at 24 months) compared to MyPlate education, supporting its potential for long-term cardiometabolic risk reduction. [Link](#)

This randomized controlled trial compared the Zipongo Foodsmart digital nutrition platform—with and without telenutrition—to the MyPlate-based nutrition education program created by USDA for obese adults over a 6-month intervention with follow-up to 24 months. Foodsmart participants achieved greater and more sustained weight loss than controls, averaging −12.4 lbs (−5.3%) at 6 months and −14.5 lbs (−5.8%) at 24 months, compared to −10.9 lbs (−4.7%) and −9.3 lbs (−3.4%) for MyPlate. Results suggest that integrating personalized meal planning, grocery delivery, and telehealth can improve long-term weight management outcomes.

Cohort Studies: Foodcare for Metabolic, Cardiovascular & Mental Health**Foodcare digital platform and the criticality of food ordering linked to nutrition planning**

Hu E, Pasupuleti M, Nguyen V, Shurney D, Langheier J.

Associations Between Meal Planning and Food Ordering Features of a Digital Precision Nutrition Platform and Improvements in Diet Quality. Curr Dev Nutr. 2021 Jun 7;5 (Suppl 2): 1000. [Link](#)

Engagement with nutrition counseling features such as personalized dietary recommendations and meal planner, linked with food ordering, were associated with much greater likelihood of improving diet quality.

Diabetes improvement

Shea B, Bakre S, Carano K, Scharen J, Langheier J, Hu EA.

Changes in glycemic control among individuals with diabetes who used a personalized digital nutrition platform: Longitudinal study. JMIR Diabetes. 2021;6(4):e32298. [Link](#)

Among participants with diabetes, 21% achieved a normal HbA1c level, and 39% of those engaged with Foodsmart over >24 months achieved a normal HbA1c level.

Obesity - Weight loss

Hu EA, Nguyen V, Langheier J, Shurney D.

Weight Reduction Through a Digital Nutrition and Food Purchasing Platform Among Users With Obesity: Longitudinal Study. J Med Internet Res. 2020 Sep 2;22(9):e19634. [Link](#)

Among 8,977 Foodsmart users with obesity, 59% lost weight and 33% lost at least 5% weight after using the platform for at least 2 years.

Obesity - Sustained weight loss

Hu EA, Pasupuleti M, Nguyen V, Langheier J, Shurney D.

Sustaining weight loss among adults with obesity using a digital meal planning and food purchasing platform for 12, 24, and 36 months: a longitudinal study. *Nutr J.* 2021 Jan 21;20(1):8. [Link](#)

Of 1,740 Foodsmart users with obesity who reported weight three times, we found that 39% of participants lost at least 5% weight and of those users, 22% sustained weight loss over a median of twenty-five months.

Dyslipidemia improvement

Hu EA, Scharen J, Nguyen V, Langheier J.

Evaluating the impact of a digital nutrition platform on cholesterol levels in users with dyslipidemia: A longitudinal study. *JMIR Cardio* 2021;5(1):e28392. [Link](#)

36% of participants who had dyslipidemia improved their lipid levels to normal over an average of 17 months.

Hypertension improvement

Bakre S, Shea B, Langheier J, Hu EA.

Blood pressure control in individuals with hypertension who used a digital, personalized nutrition platform: Longitudinal study. *JMIR Form Res.* 2022;6(3):e35503. [Link](#)

33% of participants that began with Stage 2 hypertension (SBP $\geq$ 140 mmHg or DBP $\geq$ 90 mmHg) and used a digital, personalized nutrition platform, achieved blood pressure levels dropping them below their previously defined threshold.

Food insecurity reversal

Bakre S, Shea B, Ortega K, Scharen J, Langheier J, Hu EA.

Changes in Food Insecurity Among Individuals Using a Telehealth and Nutrition Platform: Longitudinal Study. *JMIR Form Res* 2022;6(10):e41418. [Link](#)

42% of food insecure users became food secure using Foodsmart after using the platform for at least six months.

Foodcare dramatically improves metabolic and mental health after church-based foodscript

Vaughn NA, et al.

A 40-Day Journey to Better Health: Utilizing the Daniel Fast to Improve Health Outcomes in Urban Church-Based Settings. *Healthcare* 2018, 6(1), 25. [Link](#)

Empowered with a foodscript from their church pastor for the Old Testament Daniel Fast (Daniel 10:3) - a 40 day low sugar, vegan diet, facilitated by a Foodsmart (formerly Zipongo) RD who provided meal plan and discounts on relevant food choices- Medicaid and dual eligible AmeriHealth Caritas members achieved 9 mmHg drop in systolic blood pressure, 13 mg/dL drop in cholesterol, and 0.7 inch drop in waist size, along with marked improvements in mental health, social functioning and vitality.

Foodcare by Foodsmart + Instacart Study

Foodsmart telenutrition alongside medically-tailored groceries via Instacart has led to 54% of members seeing clinically significant reduction in HbA1c and members who are nearly 50% more likely to achieve sustained weight loss tied to strong payer member engagement and improved nutrition habits versus traditional methods. [Link](#) [Press Release](#)

In an analysis with over 18,000 members, 53% of members with diabetes using both services saw a clinically significant reduction in HbA1c, compared to 43% with telenutrition-only participants, nearly 50% more likely to achieve 5%+ sustained weight loss when adding Instacart's medically-tailored groceries, 8.6% improvement in nutrition scores, compared to a 3.3% improvement with those using telenutrition alone, and doubled program engagement for those combining telenutrition and Instacart vs. telenutrition-only.

Cigna Study

Impact of Foodsmart on Weight and Nutrition in Cigna's Commercial Population. [Link](#)

54% of unhealthy members improved their nutrition by 5% or more, and 27% of obese members lost at least 5% of their body weight.

New York State Community Health Plans Case Study

Foodsmart's impact on Nutrition and Food Insecurity in the Medicaid & Medicare population: A Case Study. Foodsmart improved nutrition for 50% of food insecure users. [Link](#)

50% of food insecure users improved their nutrition by 5% or more, and there was a 2.8x greater improvement in nutrition for food insecure members compared to all Medicaid/Medicare members.

Chorus Community Health Plan (Children's Wisconsin) Study

Impact of Telenutrition on Medicaid Members. Foodsmart's telenutrition program improved nutrition amongst 57% of unhealthy members. [Link](#)

Over 2,000 members of CCHP (~5% of households) enrolled in Foodsmart within six months of launch, with 1,500 completed initial visits with an RD and 52% remained engaged with Foodsmart's digital platform three months after enrollment. 57% of unhealthy members have improved their nutrition.

GLP-1 and Telenutrition Combination Therapy Study

Impact of Combined GLP-1 Pharmacotherapy and Telenutrition on Real-World Weight Loss Outcomes (Submitted to Annual Obesity Medicine Conference) [Link](#)

Combining GLP-1 pharmacotherapy with telenutrition (TN) support led to significantly greater average weight loss (-6.4% vs. -3.4%) and a higher rate of achieving 5%+ weight loss (44% vs. 36%) compared to GLP-1 therapy alone when looking at weight readings at least 1 year apart.

Impact of Foodsmart's Medical Nutrition Program on Biometrics and SDoH Study

Foodsmart's Medically Tailored Nutrition Program improves weight, cardiometabolic risk, and food insecurity among medicaid members (Submitted to HCSRN Conference) [Link](#)

The medically tailored nutrition program implemented for Cook County Health Medicaid members resulted in clinically significant and sustained improvements across multiple health metrics, including weight loss, better blood pressure control, improved glycemic control, and reduced food insecurity. This comprehensive, longitudinal nutrition care model, which integrates food access, is an effective strategy for simultaneously managing chronic diseases and addressing social determinants of health in vulnerable low-income populations.