

MNT PROVIDING RETURN ON INVESTMENT

Research demonstrates the cost-effectiveness of **medical nutrition therapy**.

- **University of Virginia School of Medicine**¹ reported that an RD case management approach to lifestyle care can improve diverse indicators of health, including weight, waist circumference, health-related quality of life, and use of prescription medications, among obese persons with type 2 diabetes. These results were seen with a minimal cost of **\$350 per year per patient**.
- **Pfizer Corporation**² projected **\$728,772 in annual savings** from reduced cardiac claims of their employees from an on-site nutrition/exercise intervention program.
- **Massachusetts General Hospital**³ reported that participants receiving group MNT in a 6-month randomized trial had a 6 percent decrease in total and LDL-cholesterol levels, compared with the group not receiving MNT. The non-MNT group had no reduction in total cholesterol or LDL levels. The study revealed a savings of **\$4.28 for each dollar spent on MNT**, much less than the cost of statin therapy.
- **The University of California Irvine**⁴ demonstrated lipid drug eligibility was obviated in 34 of 67 subjects, the estimated annual cost savings from the avoidance of lipid medication was **\$60,652**.
- **U.S. Department of Defense**⁵ saved **\$3.1 million** in the first year of a nutrition therapy program utilizing RDs counseling 636,222 patients with cardiovascular disease, diabetes and renal disease.
- **Oxford Health Plan**⁶ saved **\$10 for every \$1 spent** on nutrition counseling for at risk elderly patients. Monthly costs for Medicare claims alone tumbled from \$66,000 before the nutrition program to \$45,000 afterwards. As a result, the health plan continued use of nutrition screenings.

¹ Wolf AM, Conaway MR, Crowther JQ, et al. "Translating lifestyle intervention to practice in obese patients with type 2 diabetes: Improving Control with Activity and Nutrition (ICAN)" study. *Diabetes Care* 2004;27:1570-6.

² Pfizer Corp., Lipid Intervention Program, <http://healthproject.stanford.edu/koop/pfizer99/documentation.html>. Accessed 2/16/01.

³ Delahanty LM, Sonnenberg LM, Hayden D, Nathan DM. "Clinical and cost outcomes of medical nutrition therapy for hypercholesterolemia: A controlled trial". *J Am Diet Assoc.* 2001;101:1012-1016.

⁴ Sikland, G et al. "Medical Nutrition Therapy lowers serum cholesterol and saves medication costs in Medicare populations with hypercholesterolemia". *J Am Diet Assoc.* 1998, 98:889-894.

⁵ The cost of Covering Medical Nutrition Therapy Services under TRICARE: Benefit Costs, Cost Avoidance and Savings. Final report prepared by the Lewin Group, Inc. for the Department of Defense Health Affairs, 11/15/98.

⁶ Oxford Health Plan's pilot nutrition screening program applied to Medicare population in New York, between 1991-1993.

