



Triple Solution  
for a Healthier  
America

PREVENTION  
INTERVENTION  
INNOVATION

# THE TRIPLE SOLUTION

The Triple Solution is GlaxoSmithKline’s framework for improving healthcare outcomes and lowering costs. The Triple Solution focuses on three tenets key to healthcare reform: **PREVENTION, INTERVENTION & INNOVATION**. The Triple Solution brings the focus of the healthcare reform discussion back to a crucial part of the debate: chronic diseases.

The Triple Solution is the “how-to” for healthcare reform, demonstrating that small steps toward prevention and management of chronic diseases and continued advances in medical research can have a big impact on the personal health of Americans and U.S. healthcare costs.

## WHY FOCUS ON CHRONIC DISEASES?

**CHRONIC DISEASES ARE A MAJOR DRIVER OF HEALTHCARE COSTS IN THE UNITED STATES. IN FACT:**

- Three out of every four dollars, or nearly \$1.6 trillion each year, spent on health care is spent on treating chronic diseases
- Nearly half of all Americans suffer from at least one chronic disease, which according to the Centers for Disease Control and Prevention (CDC), are the most common, costly health problems today and, the most preventable.
- Seven out of 10 deaths are a direct result of chronic disease in the U.S. Many of these deaths are the unnecessary result of unhealthy lifestyle habits, especially poor diet, lack of exercise and tobacco use



### PREVENTION of Chronic Diseases

To effectively lower costs, policymakers must improve healthcare outcomes and costs by:

- Enhancing patient education for preventive health and wellness efforts
- Creating incentives to improve healthcare outcomes and ultimately help to better manage healthcare costs

According to Trust for America’s Health, an investment of \$10 per person per year in proven community-based prevention programs could save Americans \$16 billion annually in five years, a return of more than five and a half times the initial investment



### INTERVENTION with Early Treatment & Management

GlaxoSmithKline encourages policy makers to consider chronic disease intervention through:

- Early treatment and management of chronic diseases
- Ongoing support from healthcare providers Access to necessary medicines and services
- Access to necessary medicines and services



### INNOVATION in Medical Research & Technologies

- Policy makers must support public and private investment in medical research that will result in better treatment to prevent and lessen the toll of chronic diseases
- Through innovation in medical research, we can find new treatments with the potential to help battle or even cure chronic diseases
- Innovation in cancer diagnosis and treatment has raised survival rates by 25 percent in the last 20 years

# THE TRIPLE SOLUTION IN ACTION

## PREVENTION IN ACTION: Arkansas School Health Act

Chronic diseases are a major problem in Arkansas:

- More than one-third of Arkansas students are considered overweight or at risk for being overweight
- Arkansans are more likely to die from heart disease and stroke than residents of other states
- Diabetes rates have risen dramatically since the early 1990s. There has also been a 77 percent increase in obesity

To improve nutrition and promote physical activity, and to consolidate existing funding and prevention efforts in the Arkansas School System, nine schools became model-coordinated school health programs.

### ACTIVITIES INCLUDED THE FOLLOWING:

- Schools planned interventions and activities, including wellness services for school employees
- Schools also placed healthcare professionals in schools to serve students at risk and conduct annual evaluations.
- The state removed vending machines from elementary schools

### SPECIFIC ACHIEVEMENTS INCLUDED:

- An increase in students' health knowledge
- Free exercise programs for staff and after-school health programs for 1,100 students
- Wellness screenings also identified three teachers with acute high blood pressure who received immediate medical attention

## INTERVENTION IN ACTION: The Asheville Project

The City of Asheville, North Carolina, partnered with the North Carolina Association of Pharmacists (NCAP) to offer a wellness program to all of its employees with diabetes, cardiovascular disease or asthma. Employees who agreed to attend classes, have lab work done every six months and meet with a specially trained pharmacist once a month, had their co-pays waived for disease-related medications and supplies to help manage their chronic conditions.

### DATA SHOWED THAT:

- Asthma patient visits to the ER dropped from 9.9 percent to 1.3 percent, and hospitalizations decreased from four percent to two percent
- Cardiovascular disease medication use increased threefold and CV-related medical costs decreased by 46.5 percent
- By the fifth year, annual average insurance claims decreased by \$6,502 per diabetes patient and savings on annual direct medical costs ranged from \$1,622-\$3,356 per patient
- Asthma-related medical claims decreased with an average direct costs savings of \$725 per patient per year; indirect cost savings were \$1,230 per patient per year

## INNOVATION IN ACTION: Reducing Mortality in Heart Failure Patients

The Pharmaceutical Research and Manufacturers of America (PhRMA) Discoverers Award recognizes scientists whose research and development of pharmaceuticals have greatly benefited mankind, and whose dedication to improving the quality of patients' lives exemplify the best in the research industry today. In 2008, GlaxoSmithKline's (GSK) was presented with this award in recognition of Coreg®, a breakthrough heart medicine that has helped improve the lives of more than five million patients worldwide:

- In 1997, the FDA's approval of Coreg to treat heart failure was the first new approach to the treatment of this condition in 14 years
- As a result, beta blockers are now a critical component of the treatment regimen for many patients with high blood pressure, those who have had heart attacks and those with heart failure
- Coreg has helped reduce the mortality of congestive heart failure and effectively changed the paradigm for treating this life-threatening and debilitating disease
- There has not been similar innovation in the treatment of heart failure since this time.

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