



Partner Perspective: Lark

May 28, 2025



lark Introductions



Julia Hu
CEO, COFOUNDER

- Founded two cleantech startups
- Advisory+ Boards- SVLG, Stanford StartX, Diabetes Prevention Council, President Obama's Innovation Roundtable
- Singularity University Faculty



Dr. Lynn Rossetto
HEAD OF PHARMACY STRATEGY

- 2+ Decades Executive PBM Management and Consulting
- Medco - Chief Clinical Officer
- EnvisionRx - GM / SVP Sales & Client Service
- Registered Pharmacist in multiple states
- Non-profit Founder

\$195M
VC RAISED



DEERFIELD

IPD



**FRANKLIN
TEMPLETON**

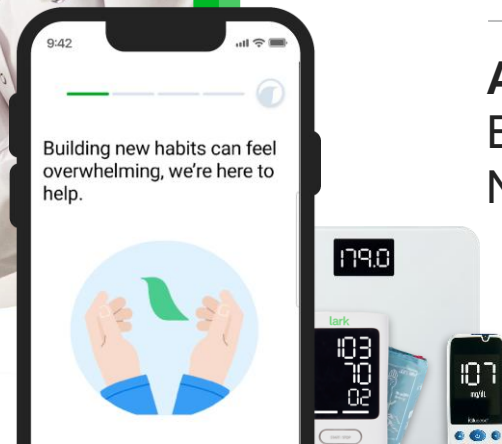




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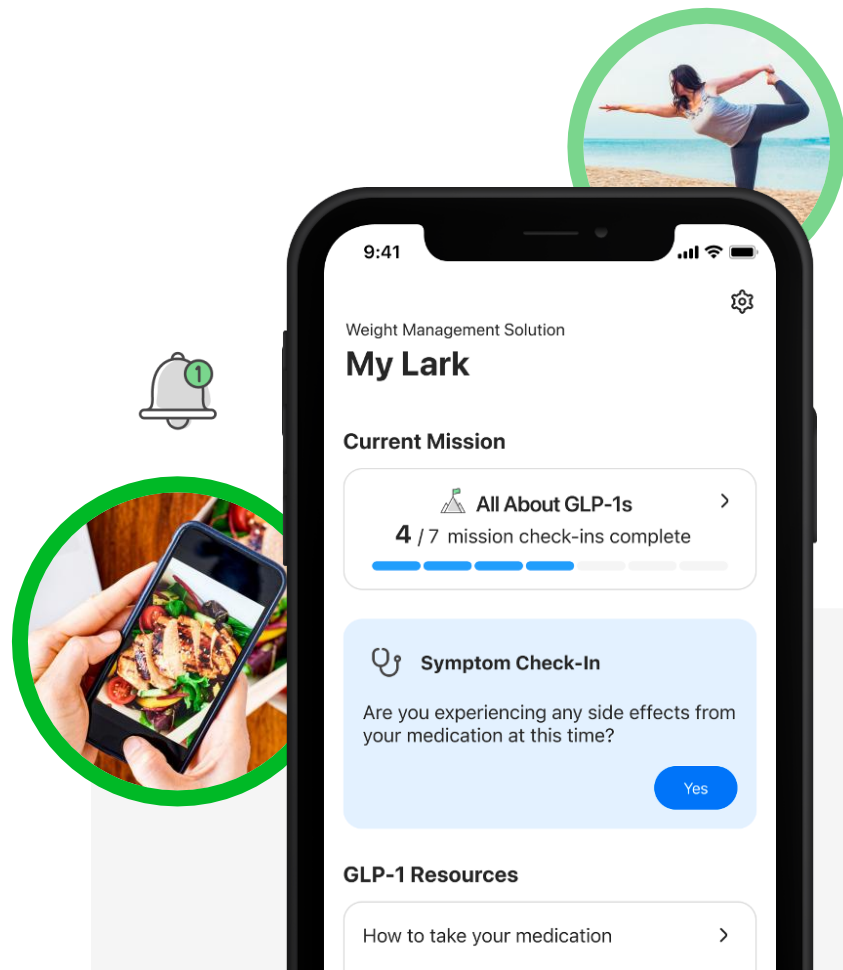
because everyone deserves
care and compassion

AI For GLP-1 Cost Containment:
Enhancing Human Capabilities,
Not Replacing Them!

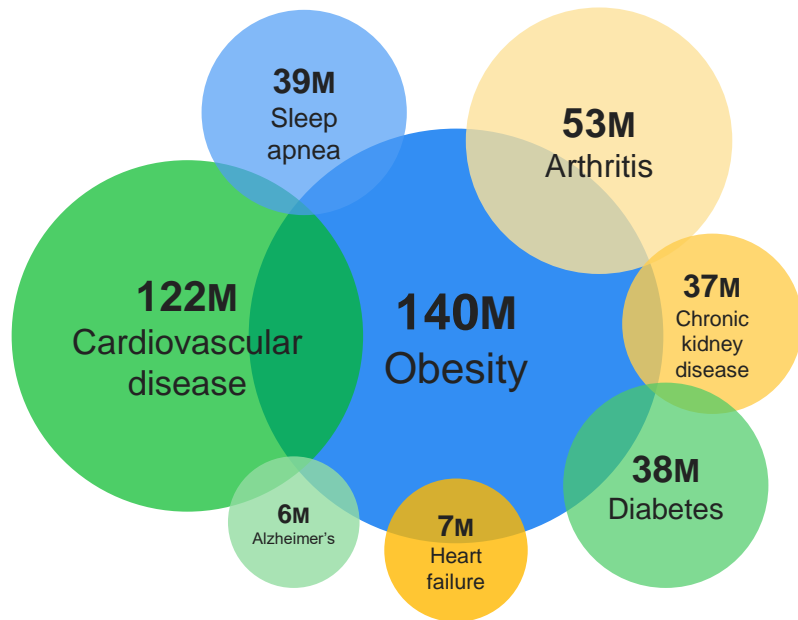


Agenda

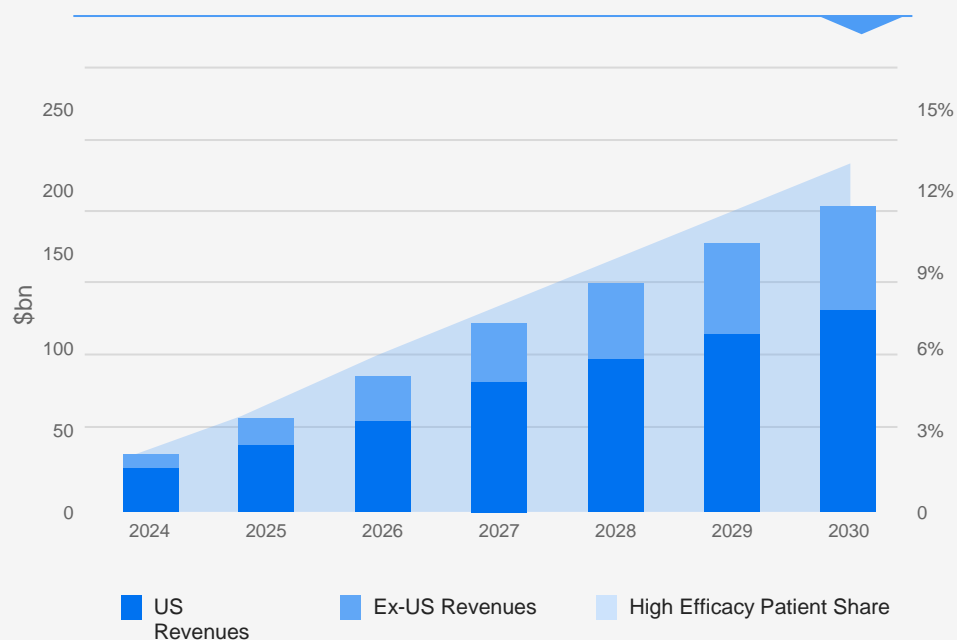
- 1 | Why the Focus on GLP-1s?
- 2 | The Rise of AI in Healthcare
- 3 | The AI Factor: Driving Efficiency
- 4 | What About Regulatory Issues with AI?
- 5 | The Human Factor: Why AI Still Needs Us!
- 6 | AI as an Ally: You Don't Have to Choose Between AI and Humans!



Use Case: How GLP-1s are transforming healthcare



GLP-1 sales of \$180 billion



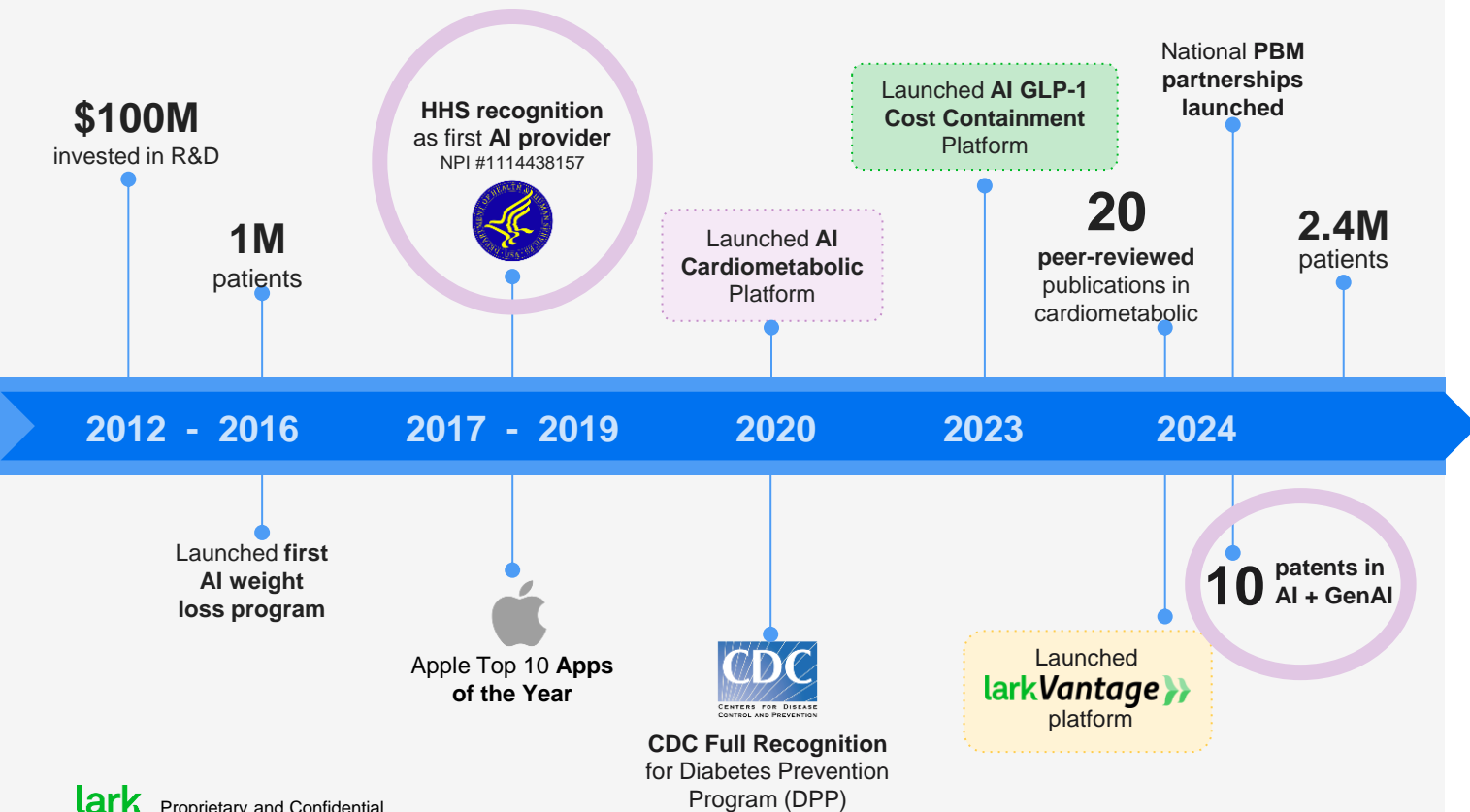
AI is unlocking new possibilities in healthcare!

Top 10 Gen AI Use Cases

- Personal and health support
- Content creation and editing
- Learning and education
- Technical Assistance and Troubleshooting
- Creativity and recreation
- Research, Analysis and Decision-making



Over A Decade of AI Innovation



2000+
employers

151M+
contracted members

Industry Recognition:



Comprehensive Cardiometabolic Care

From well-being and weight management to chronic condition management



Leveraging AI to Drive Benefits for PBMs, Employers, and Health Plans

Driving Efficiency



Identify optimal candidates for GLP-1s as well as medication tapering

↑ Spend Predictability

↓ Drug Costs

Improving Data



Member Triage - Place members into the right program and adapt as health status evolves

PBM Coordination - Seamless Prior Authorization data sharing

↑ Member Satisfaction

↓ Operational Burden

Improving Member Experience



Incorporating patient's **preferences, cultural background** and more with Generative AI

↑ Outcomes

Improving Care & Cost



24/7 Care and Support

Data driven, contextually relevant escalations to **Human Coaches** and **Clinician** when and where appropriate

↑ Care Plan Adherence

Navigating Regulatory Concerns



Legislative initiatives

- **Healthy Technology Act (2025):** Proposed bill allowing AI and machine learning systems to prescribe FDA-approved drugs, subject to state and FDA approval.
- **California's SB 1120 (2024):** Law regulating AI in health insurers' prior authorization processes to ensure fairness and transparency.
- **Colorado SB 205 (2024):** Legislation enhancing consumer protections against AI bias in high-stakes healthcare decisions.

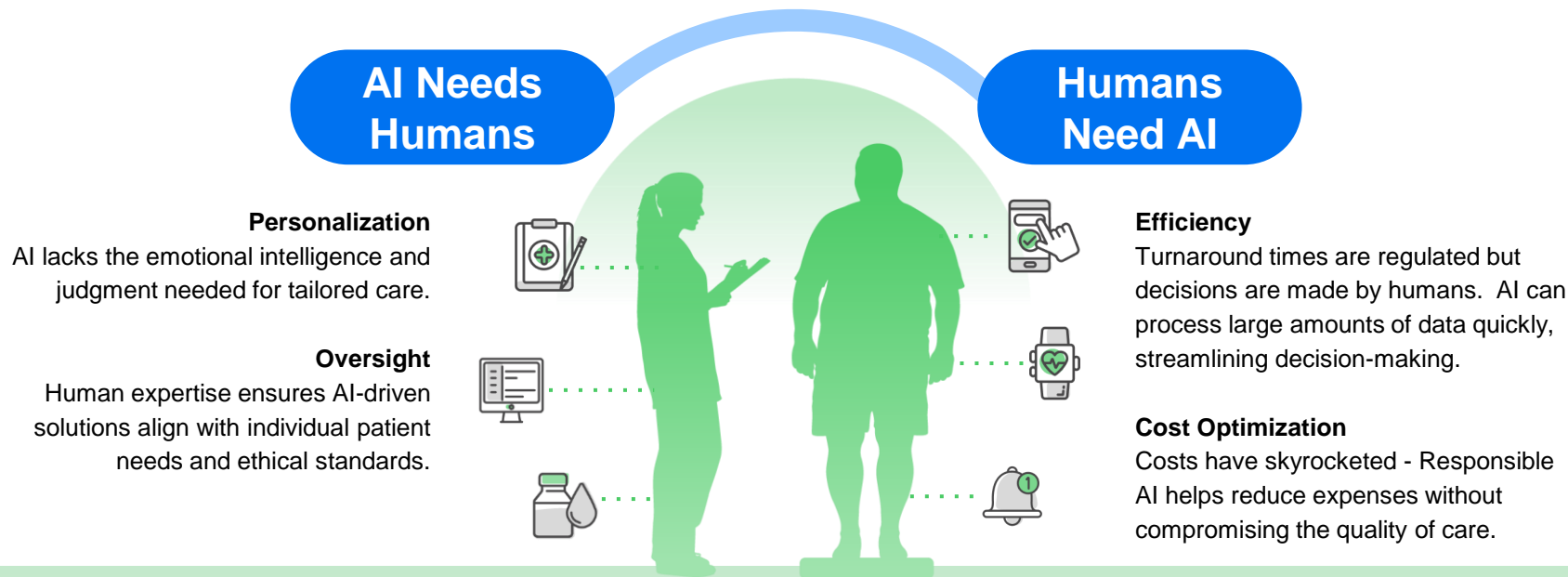


Recent court cases

- **Cigna AI Claims Denial (2024):** Class-action lawsuit challenging Cigna's use of AI to unfairly deny claims.
- **UnitedHealth AI Lawsuit (2023):** Families sued for errors in AI algorithms used to deny Medicare Advantage post-acute care services.

60 bills in 23 states that would regulate the use of AI in managed care

Why AI Needs Us Humans—and We Need AI



lark The Perfect Balance

Human Expertise + AI Efficiency = Best-in-Class outcomes and experience

lark

Combines Human Touch + AI Innovation

Building on the foundation
of the always-on AI coach,
human care is always-there





larkVantage

Lark's proprietary data tool offers real-time patient data to optimize PA efficiency



Problems with GLP-1 PA:

- PBM teams are being crushed by GLP-1 prior authorization requests
- PA decisions made using a check-the-box method instead of verifying accurate, real-time data



The Lark Vantage AI Solution:

- **360° view** of patient for care coordination, GLP-1 PAs and re-authorizations
- **Minimize denials** due to lack of patient data, and inappropriate approvals due to data latency
- **Improve** PA turnaround time
- **Real-time data** allows verification of most recent and accurate data

AL

User Search

[EDIT SEARCH >](#)

larkVantage

Showing matching accounts: 1

First: Sarah	Last: Jones	DOB: 10/20/1999
Member ID: 123123123	Lark Enrollment date: 04/11/2024	Initial BMI: 27.9
Last Know BMI: 24.1	Last Know BMI date: 09/10/2024	Last known weight loss %: 4%
Last know weight loss % date: 09/10/2024	Time in program: 5 month 10 days	

Easy access with no IT resources needed!



Best-of-Both Worlds = Best-In-Class Experience

AI-Driven

Solutions for Full Populations

Cost Effective

24/7 Convenience

Infinite Scalability

Safety First and at All Costs

Data Driven Insights for
Decision making



Human Driven

Coaches and Beyond

Clinical Experts and 10+
Years of Providing Care

Coaching and Decisions
with Real-Time support

Client Service Support from
Experienced Healthcare and
PBM Executives

AI Insights + Human Intelligence = Real Impact

Turning possibility into performance together

- **5.3% average weight loss** without medication
- **1.9% A1c reduction** at 6 months
- **60%** of utilizers had meaningful drop in blood glucose
- **77%** of utilizers achieved clinically meaningful drop in blood pressure > 5 mmHg
- **Reduction of PA** review time by > 50%
- Lower GLP-1 prescribing and cost by **50%-80%** with clinical criteria adjustments

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5:1

**Return on
Investment**



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Thank you

For more information contact us at
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