

Shared Visits Boost Diabetes Education, Revenue

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FROM THE ANNUAL MEETING OF THE AMERICAN ASSOCIATION OF DIABETES EDUCATORS

LAS VEGAS – Shared medical appointments can be a financially viable way to implement effective diabetes education to a large number of patients in primary care settings, the experience of one practice in south Texas demonstrated.

The premise of the shared medical appointment (SMA), first described in 1974 as a model for well-child consultations, is to provide the educational part of a medical appointment once with a large group of patients rather than repeating the same material over and over again on a one-on-one basis.

“Shared medical appointments are a health care delivery model that provide an opportunity to manage chronic illness,

and improve quality and patient self-efficacy and self-management,” said certified diabetes educator Iris Sanchez, DNP, of the Weslaco (Tex.) Medical Clinic.

Weslaco is just to the north of the Mexico border. As such, the population is nearly 100% Hispanic and the diabetes rates are high: In the town’s county of Hidalgo, 13.3% of the population has diabetes, compared with 10.3% for the state of Texas and 8.3% for the entire

United States. Patients often travel long distances to get to the clinic for medical visits. Based on evidence from a large body of literature, shared medical appointments were seen as a potential way for the clinic to maximize efficiency of delivery of diabetes education while also delivering quality medical care, said Dr. Sanchez, whose report was published online earlier this year (The Diabetes Educator 2011 March 31 [doi:10.1177/0145721711401667]).

The program was developed within the context of the chronic care model, a proposed framework for organizing care for patients with chronic conditions that incorporates the elements of community resources and policies, health systems, self-management support, delivery systems design, decision support, and clinical information systems (Milbank Q. 1996;74:511-44).

The clinic employs one physician and two nurse practitioners. The team invited to speak to the group about self-management included a dietician, podiatrist, exercise physiologist, social worker, and others. Flyers were posted in exam rooms and in the lobby to advertise the “Diabetes Days,” and ads were placed in the local newspaper in English and Spanish.

The shared medical appointment, including the educational component plus the medical visit, lasted a total of 90 minutes. Patients were called out during the group education session to see the physician or nurse practitioner for their medical visits, and would then return to the room. To maintain confidentiality, individual cases were not discussed during the educational sessions, Dr. Sanchez noted.

Progress notes were kept, and outcomes tracked using an electronic medical record system. Initially scheduled once a week with 12 people in the group, the SMAs have recently been expanded to twice weekly. It’s important to tell patients that the SMAs are not a choice, but are to be kept just as they would a medical appointment. Participation initially varied from 30% to 100%, but now hovers around 90%.

Of 70 patients seen between September and November 2009, 65 had a second visit and 49 a third. Prior to initiation of the program, 75% had not had a urine albumin measurement in the previous 12 months, 34% had not had an eye exam, and 55% were not on daily aspirin. All of these standards of care were implemented as part of the SMA, which resulted in increased revenue from services such as eye exams and urine screens, Dr. Sanchez pointed out.

Average hemoglobin A_{1c} at initiation was 7.95%. That dropped to 7.48% on second measurement, and rose slightly to 7.51% at a third measurement. For those with a second HbA_{1c} value, 25 (42%) had an increase and 34 (58%) had a decrease. The differences were not statistically significant, but they were clinically significant, she said. Dr. Sanchez reported having no financial disclosures. ■

• Insulin initiation and intensification of glucose control

Intensification or rapid improvement in glucose control has been associated with a transitory, reversible ophthalmologic refraction disorder, worsening of diabetic retinopathy, and acute painful peripheral neuropathy. However, long-term glycemic control decreases the risk of diabetic retinopathy and neuropathy.

• Lipodystrophy

Long-term use of insulin, including LANTUS, can cause lipodystrophy at the site of repeated insulin injections. Lipodystrophy includes lipohypertrophy (thickening of adipose tissue) and lipoatrophy (thinning of adipose tissue), and may affect insulin absorption. Rotate insulin injection or infusion sites within the same region to reduce the risk of lipodystrophy. [See *Dosage and Administration* (2.1)].

• Weight gain

Weight gain can occur with insulin therapy, including LANTUS, and has been attributed to the anabolic effects of insulin and the decrease in glucosuria.

• Peripheral Edema

Insulin, including LANTUS, may cause sodium retention and edema, particularly if previously poor metabolic control is improved by intensified insulin therapy.

• Allergic Reactions

Local Allergy

As with any insulin therapy, patients taking LANTUS may experience injection site reactions, including redness, pain, itching, urticaria, edema, and inflammation. In clinical studies in adult patients, there was a higher incidence of treatment-emergent injection site pain in LANTUS-treated patients (2.7%) compared to NPH insulin-treated patients (0.7%). The reports of pain at the injection site did not result in discontinuation of therapy.

Rotation of the injection site within a given area from one injection to the next may help to reduce or prevent these reactions. In some instances, these reactions may be related to factors other than insulin, such as irritants in a skin cleansing agent or poor injection technique. Most minor reactions to insulin usually resolve in a few days to a few weeks.

Systemic Allergy

Severe, life-threatening, generalized allergy, including anaphylaxis, generalized skin reactions, angioedema, bronchospasm, hypotension, and shock may occur with any insulin, including LANTUS and may be life threatening.

• Antibody production

All insulin products can elicit the formation of insulin antibodies. The presence of such insulin antibodies may increase or decrease the efficacy of insulin and may require adjustment of the insulin dose. In phase 3 clinical trials of LANTUS, increases in titers of antibodies to insulin were observed in NPH insulin and insulin glargine treatment groups with similar incidences.

6.2 Postmarketing experience

The following adverse reactions have been identified during post-approval use of LANTUS.

Because these reactions are reported voluntarily from a population of uncertain size, it is not always possible to estimate reliably their frequency or establish a causal relationship to drug exposure.

Medication errors have been reported in which other insulins, particularly short-acting insulins, have been accidentally administered instead of LANTUS [See *Patient Counseling Information* (17) in the full prescribing information]. To avoid medication errors between LANTUS and other insulins, patients should be instructed to always verify the insulin label before each injection.

7. DRUG INTERACTIONS

A number of drugs affect glucose metabolism and may require insulin dose adjustment and particularly close monitoring.

The following are examples of drugs that may increase the blood-glucose-lowering effect of insulins including LANTUS and, therefore, increase the susceptibility to hypoglycemia: oral anti-diabetic products, pramlintide, angiotensin converting enzyme (ACE) inhibitors, disopyramide, fibrates, fluoxetine, monoamine oxidase inhibitors, propoxyphene, pentoxifylline, salicylates, somatostatin analogs, and sulfonamide antibiotics.

The following are examples of drugs that may reduce the blood-glucose-lowering effect of insulins including LANTUS: corticosteroids, niacin, danazol, diuretics, sympathomimetic agents (e.g., epinephrine, albuterol, terbutaline), glucagon, isoniazid, phenothiazine derivatives, somatropin, thyroid hormones, estrogens, progestogens (e.g., in oral contraceptives), protease inhibitors and atypical antipsychotic medications (e.g. olanzapine and clozapine).

Beta-blockers, clonidine, lithium salts, and alcohol may either potentiate or weaken the blood-glucose-lowering effect of insulin. Pentamidine may cause hypoglycemia, which may sometimes be followed by hyperglycemia.

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The signs of hypoglycemia may be reduced or absent in patients taking sympatholytic drugs such as beta-blockers, clonidine, guanethidine, and reserpine.

8. USE IN SPECIFIC POPULATIONS

8.1 Pregnancy

Pregnancy Category C: Subcutaneous reproduction and teratology studies have been performed with insulin glargine and regular human insulin in rats and Himalayan rabbits. Insulin glargine was given to female rats before mating, during mating, and throughout pregnancy at doses up to 0.36 mg/kg/day, which is approximately 7 times the recommended human subcutaneous starting dose of 10 Units/day (0.008 mg/kg/day), based on mg/m². In rabbits, doses of 0.072 mg/kg/day, which is approximately 2 times the recommended human subcutaneous starting dose of 10 Units/day (0.008 mg/kg/day), based on mg/m², were administered during organogenesis. The effects of insulin glargine did not generally differ from those observed with regular human insulin in rats or rabbits. However, in rabbits, five fetuses from two litters of the high-dose group exhibited dilation of the cerebral ventricles. Fertility and early embryonic development appeared normal.

There are no well-controlled clinical studies of the use of LANTUS in pregnant women. Because animal reproduction studies are not always predictive of human response, this drug should be used during pregnancy only if the potential benefit justifies the potential risk to the fetus. It is essential for patients with diabetes or a history of gestational diabetes to maintain good metabolic control before conception and throughout pregnancy. Insulin requirements may decrease during the first trimester, generally increase during the second and third trimesters, and rapidly decline after delivery. Careful monitoring of glucose control is essential in these patients.

8.3 Nursing Mothers

It is unknown whether insulin glargine is excreted in human milk. Because many drugs, including human insulin, are excreted in human milk, caution should be exercised when LANTUS is administered to a nursing woman. Use of LANTUS is compatible with breastfeeding, but women with diabetes who are lactating may require adjustments of their insulin doses.

8.4 Pediatric Use

The safety and effectiveness of subcutaneous injections of LANTUS have been established in pediatric patients (age 6 to 15 years) with type 1 diabetes [see *Clinical Studies* (14) in the full prescribing information]. LANTUS has not been studied in pediatric patients younger than 6 years of age with type 1 diabetes. LANTUS has not been studied in pediatric patients with type 2 diabetes.

Based on the results of a study in pediatric patients, the dose recommendation when switching to LANTUS is the same as that described for adults [see *Dosage and Administration* (2.3) and *Clinical Studies* (14) in the full prescribing information]. As in adults, the dosage of LANTUS must be individualized in pediatric patients based on metabolic needs and frequent monitoring of blood glucose.

8.5 Geriatric Use

In controlled clinical studies comparing LANTUS to NPH insulin, 593 of 3890 patients (15%) with type 1 and type 2 diabetes were ≥65 years of age and 80 (2%) patients were ≥75 years of age. The only difference in safety or effectiveness in the subpopulation of patients ≥65 years of age compared to the entire study population was a higher incidence of cardiovascular events typically seen in an older population in both LANTUS and NPH insulin-treated patients.

Nevertheless, caution should be exercised when LANTUS is administered to geriatric patients. In elderly patients with diabetes, the initial dosing, dose increments, and maintenance dosage should be conservative to avoid hypoglycemic reactions. Hypoglycemia may be difficult to recognize in the elderly [See *Warnings and Precautions* (5.3)].

10. OVERDOSAGE

An excess of insulin relative to food intake, energy expenditure, or both may lead to severe and sometimes prolonged and life-threatening hypoglycemia. Mild episodes of hypoglycemia can usually be treated with oral carbohydrates. Adjustments in drug dosage, meal patterns, or exercise may be needed.

More severe episodes of hypoglycemia with coma, seizure, or neurologic impairment may be treated with intramuscular/subcutaneous glucagon or concentrated intravenous glucose. After apparent clinical recovery from hypoglycemia, continued observation and additional carbohydrate intake may be necessary to avoid recurrence of hypoglycemia.

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