

Solera Health expands into digital gut health with Oshi and Vivante partnerships

Article

The news: Digital health marketplace **Solera Health** is partnering with **Oshi Health** and **Vivante Health** to expand its digital chronic disease management programs to incorporate

individually tailored digestive health solutions for patients.

More on Solera: Solera is a health benefits network that connects patients, payers, and providers with digital health and SDOH-focused offerings.

- It currently offers digital therapy solutions for a range of chronic conditions like diabetes, as well as mental health, musculoskeletal conditions, and tobacco cessation.
- Its SDOH efforts include services that address social isolation and loneliness.

How Oshi and Vivante work:

- **Oshi Health** helps people manage gastrointestinal (GI) conditions like IBS and Crohn's disease by creating personalized care plans. It connects patients to a virtual care team of GI specialists, as well as online health coaching and health tracking tools.
- **Vivante Health** also offers an all-in-one digital digestive health platform (GIThrive) that lets users access a personalized care plan and lets employers and health plans analyze GI health-related claims.

The bigger picture: The prevalence of GI conditions in the US is high, and personalized digital digestive health programs can fit neatly with health benefits covering chronic conditions.

- Personalized plans are particularly valuable for people with GI conditions since gut health is so variable from person to person.
- **60 million to 70 million** people are affected by GI conditions in the US, per the NIH.

The cost of gut health: GI conditions are a top three specialty care cost category, meaning it's a top healthcare cost driver for employers and insurers.

- Around **\$136 billion** is spent on GI conditions annually— more than heart disease (\$113 billion) and mental health (\$99 billion).

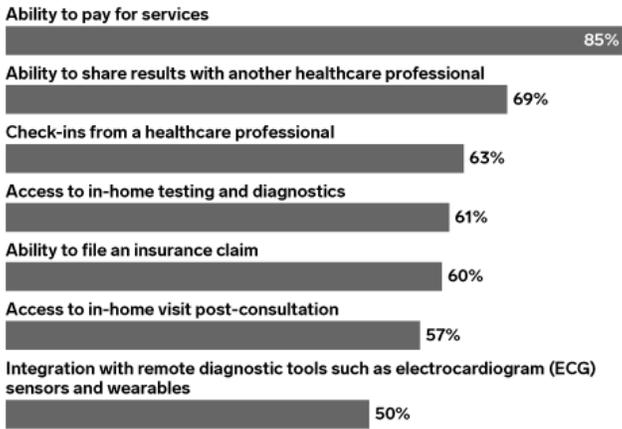
What's next? There's rising interest in at-home diagnostic solutions to help drive preventative healthcare and lower healthcare spending. This creates a perfect storm for digital gut health programs to integrate RPM devices or other at-home diagnostics solutions to elevate the quality of metrics and care used in these programs.

- For example, digestive health startup **FoodMarble's** breath-based digestive health testing innovation lets users breathe into the device and test hydrogen and methane levels to monitor

how certain foods may trigger a problematic response.

Post-Visit Telehealth Service Features US Telehealth Users* Consider Extremely/Very Valuable, Oct 2021

% of respondents



Note: n=1,609 ages 18-75; respondents were given the choice of "extremely valuable," "very valuable," "moderately valuable," "slightly valuable," and "not valuable"; *94% were telehealth users and 6% were potential telehealth users selected to align with the US population on the criteria of age

Source: Insider Intelligence, "US Telehealth Trends 2022," Jan 2022

271823

[InsiderIntelligence.com](https://www.insiderintelligence.com)