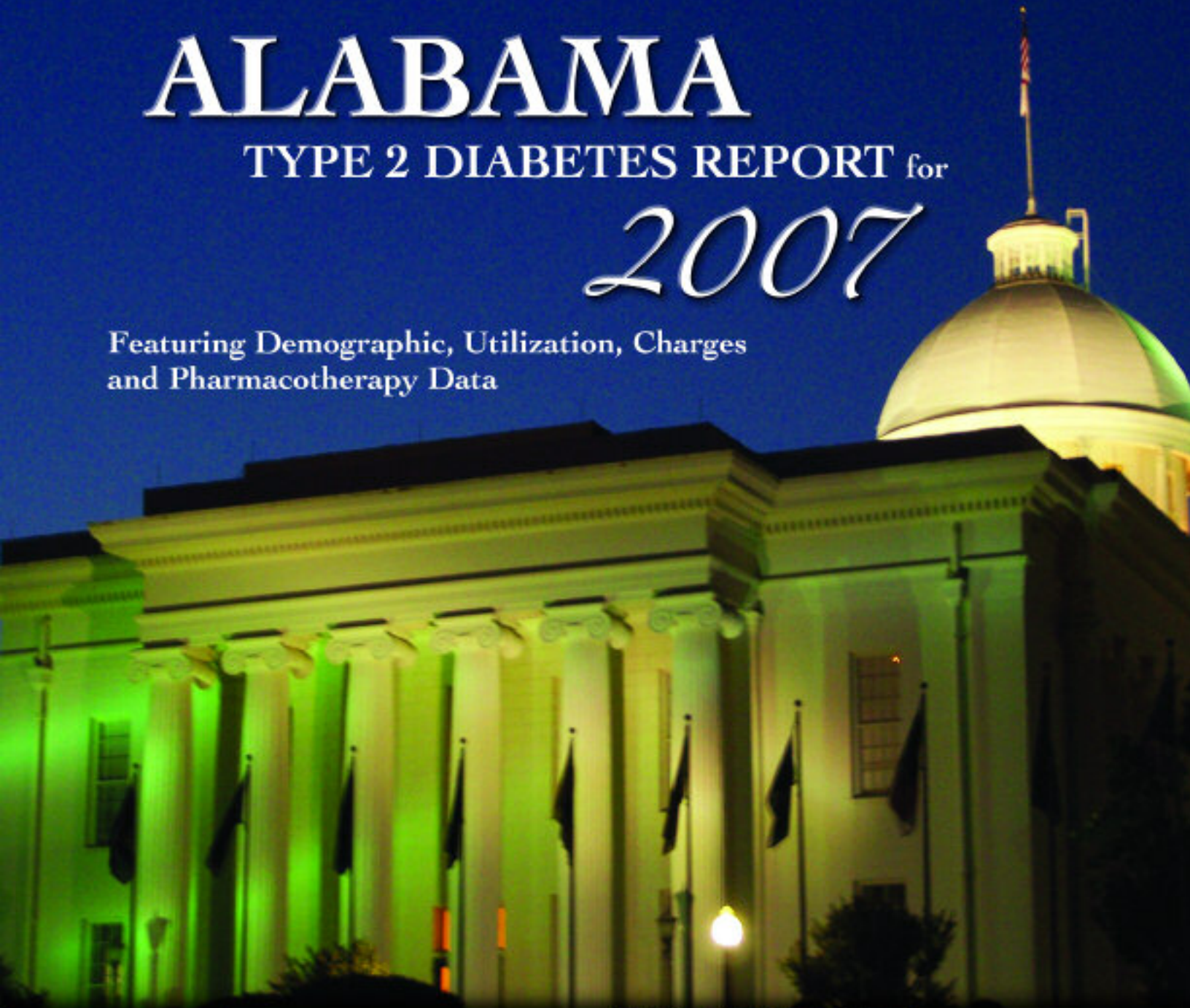


ALABAMA

TYPE 2 DIABETES REPORT for

2007

Featuring Demographic, Utilization, Charges
and Pharmacotherapy Data





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Introduction

The Employers Coalition for Healthcare Options (ECHO) is pleased to present the inaugural **Alabama Type 2 Diabetes Report** for 2007, an overview of demographic, financial, utilization and pharmacotherapy measures for Type 2 diabetes patients in key local markets in the state of Alabama. The report also provides state and national benchmarks that can help providers and employers identify better opportunities to serve the needs of their patients. All data are drawn from the Therapeutics Trends Summary™ (TTS), part of the sanofi-aventis **Managed Care Digest Series®**.

The **Alabama Type 2 Diabetes Report** for 2007 helps ECHO to fulfill its mission of helping to ensure that accessible and valuable healthcare is available to Alabama companies, their employees and families.

This first edition features a number of examples of the kinds of patient-level, disease-specific data on Type 2 diabetes that can be provided using the TTS resource. ECHO chose Type 2 diabetes (high blood glucose levels caused by either a lack of insulin or the body's inability to use insulin efficiently) as the focus of this resource, as the Centers for Disease Control estimate that 90% to 95% of all Americans with diabetes—translating to 5% to 7% of the U.S. population—have the Type 2 variety.

The data in this report (covering 2005 and 2006) were gathered by Verispan LLC, Yardley, Pa., a recognized leader in the healthcare information industry. The data in TTS provide employers with independent, third-party information they can use to benchmark their own data on patient demographics, professional (provider) and facility (hospital) charges, service utilization and pharmacotherapy.

Methodology

Through agreements with more than three dozen data providers, Verispan receives data from more than 400 million health care professional (837p) and institutional (837i) claims annually, representing nearly

200 million unique patients, or approximately 30% of all such claims in the U.S. Data from physicians of all specialties and from all hospital types are presented in the TTS.

Verispan also gathers data on prescription activity from the National Council for Prescription Drug Programs (NCPDP). These data represent some 8 billion prescription claims annually, or more than 50% of the prescription universe. These data also represent the sampling of prescription activity from a variety of sources, including retail chains, mass merchandisers and pharmacy benefit managers, and come from a near census of more than 59,000 pharmacies in the U.S. Cash, mail-order, Medicaid, and third-party transactions are tracked.

DATA INTEGRITY

Data arriving into Verispan are put through a rigorous process to ensure that data elements match to valid references, such as product codes, ICD-9 (diagnosis) and CPT-4 (procedure) codes, and provider and facility data.

Claims undergo a careful de-duplication process to ensure that when multiple, voided, or adjusted claims are assigned to a patient encounter, they are applied to the database, but only for a single, unique patient.

Through its patient encryption methods, Verispan creates a unique, random numerical identifier for each patient, then strips away all patient-specific health information that is protected under the Health Insurance Portability and Accountability Act (HIPAA). The identifier allows Verispan to track disease-specific diagnosis and procedure activity across the various settings where patient care is provided (hospital inpatient, hospital outpatient, emergency rooms, clinics, doctors' offices and pharmacies), while protecting the privacy of each patient.

Data are collected and copyrighted by Verispan LLC.
The role of ECHO is to help make these data more widely available to interested parties.



PERCENTAGE OF TYPE 2 DIABETES PATIENTS, BY AGE*

MARKET	0-17		18-35		36-64		65-79		80+	
	2005	2006	2005	2006	2005	2006	2005	2006	2005	2006
	Birmingham	0.4%	0.5%	4.4%	4.9%	62.7%	60.7%	25.8%	26.4%	6.8%
Florence	0.2	0.5	4.3	4.3	56.9	55.9	31.3	31.9	7.4	7.5
Huntsville	0.3	1.4	2.7	2.9	57.1	44.1	34.4	40.8	5.5	11.0
Mobile	0.3	0.3	3.3	3.3	51.9	50.7	35.4	35.5	9.1	10.2
Alabama	0.5	0.5	4.2	4.4	57.4	56.0	30.3	30.7	7.6	8.4
NATION	0.5%	0.4%	3.8%	3.6%	52.0%	50.6%	32.5%	33.3%	11.3%	12.1%

SHARE OF WORKING AGE PATIENTS IS HIGH IN BIRMINGHAM MSA

The share of patients in the Birmingham metropolitan statistical area (MSA) diagnosed with Type 2 diabetes who were between the ages of 18 and 64 was 65.6% in 2006, the highest mark of the six markets profiled. Conversely, just 47.0% of these patients in the Huntsville MSA fell into this age category, the lowest share of the markets listed. In 2006, 54.2% of Type 2 diabetes patients nationally were 18 to 64 years of age.

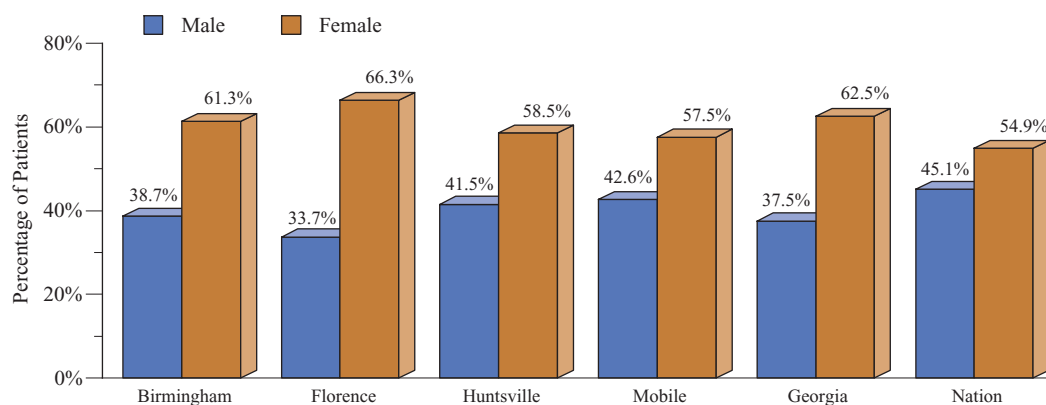
PERCENTAGE OF TYPE 2 DIABETES PATIENTS, BY GENDER*

MARKET	Male		Female	
	2005	2006	2005	2006
	Birmingham	39.9%	38.7%	60.1%
Florence	30.6	33.7	69.4	66.3
Huntsville	32.8	41.5	67.2	58.5
Mobile	42.4	42.6	57.6	57.5
Alabama	38.0	37.5	62.0	62.5
NATION	45.5%	45.1%	54.5%	54.9%

FLORENCE WOMEN ARE MORE LIKELY TO BE DIAGNOSED

In 2006, 66.3% of patients diagnosed with Type 2 diabetes in the Florence MSA were women (just 33.7% were men), down from 69.4% in 2005, but still the highest share of the Alabama markets profiled. At 62.5%, the ratio of women to men patients in the state of Alabama was likewise high. By comparison, just 54.9% of patients diagnosed with Type 2 diabetes nationally were women, up fractionally from 54.5% the year before.

PERCENTAGE OF TYPE 2 DIABETES PATIENTS, BY GENDER, 2006*



Data source: Verispan LLC © 2007

* On all pages, the percentages are representative of the universe of Type 2 diabetes patients on whom claims data have been collected in a given year.



PATIENT DEMOGRAPHICS

MOBILE AREA PATIENTS HAVE MANY COMPLICATIONS

The share of Mobile-area patients with Type 2 diabetes who were diagnosed with two or more complications from the disease was 15.7% in 2006, down slightly from 16.5% in 2005, but still the highest mark of the five Alabama markets profiled. Just 8.4% of Type 2 diabetes patients nationally were likewise diagnosed with at least two complications in 2006, more than five percentage points lower than the overall mark for such patients in the state of Alabama (13.8%).

COMORBIDITY-FREE ALABAMA PATIENT SHARE INCREASES

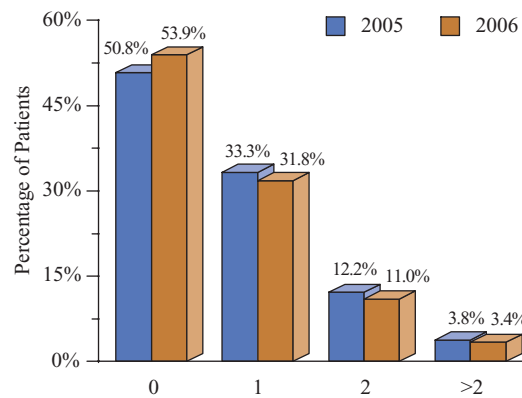
Between 2005 and 2006, the shares of patients diagnosed with Type 2 diabetes and no complications from the disease rose in all five Alabama markets profiled. For example, the share of such patients diagnosed in the Huntsville MSA grew to 63.1% from 60.2% the previous year. Yet even this mark, the highest such mark by Alabama market by a considerable margin, lagged behind the national average for this measure (at 64.2%, up from 62.7% in 2005).

* A complication is defined as a patient condition caused by the Type 2 diabetes of the patient. These conditions are a direct result of having Type 2 diabetes. Complications of Type 2 diabetes include, but are not limited to, coronary artery disease, hypoglycemia, nephropathy, neuropathy and retinopathy.

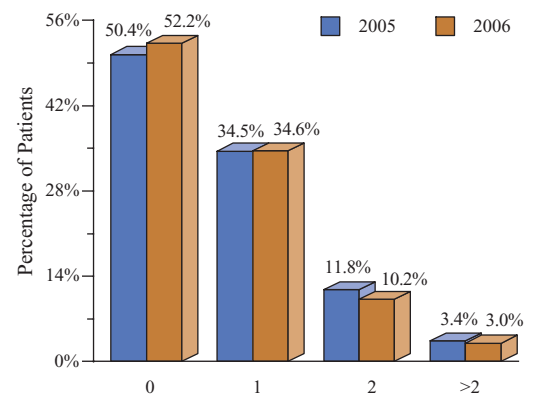
PERCENTAGE OF TYPE 2 DIABETES PATIENTS, BY NUMBER OF COMPLICATIONS*

MARKET	0		1		2		>2	
	2005	2006	2005	2006	2005	2006	2005	2006
Birmingham	50.8%	53.9%	33.3%	31.8%	12.2%	11.0%	3.8%	3.4%
Florence	50.4	52.2	34.5	34.6	11.8	10.2	3.4	3.0
Huntsville	60.2	63.1	26.5	26.1	10.0	8.0	3.3	2.9
Mobile	44.3	44.2	39.3	40.1	12.4	12.0	4.1	3.7
Alabama	50.7	53.1	33.8	33.1	11.8	10.5	3.7	3.3
NATION	62.7%	64.2%	28.2%	27.5%	7.2%	6.7%	2.0%	1.7%

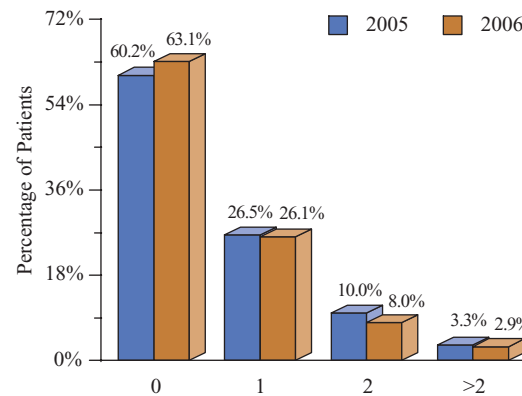
PERCENTAGE OF TYPE 2 DIABETES PATIENTS, BY NUMBER OF COMPLICATIONS, BIRMINGHAM*



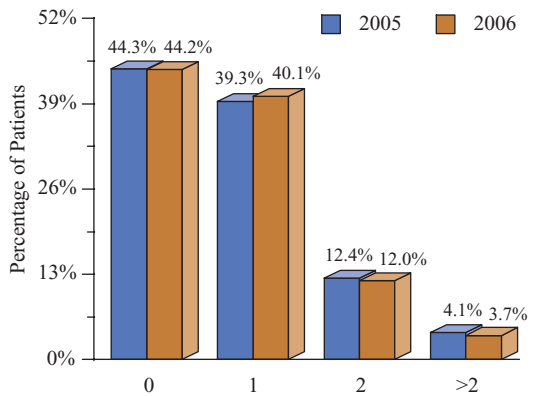
PERCENTAGE OF TYPE 2 DIABETES PATIENTS, BY NUMBER OF COMPLICATIONS, FLORENCE*



PERCENTAGE OF TYPE 2 DIABETES PATIENTS, BY NUMBER OF COMPLICATIONS, HUNTSVILLE*



PERCENTAGE OF TYPE 2 DIABETES PATIENTS, BY NUMBER OF COMPLICATIONS, MOBILE*



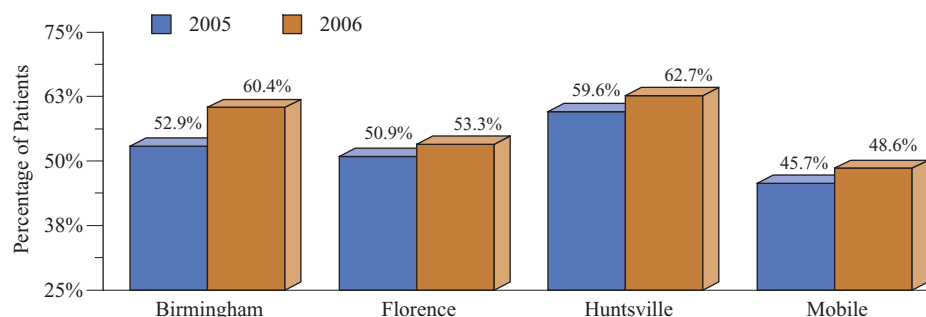
Data source: Verispan LLC © 2007



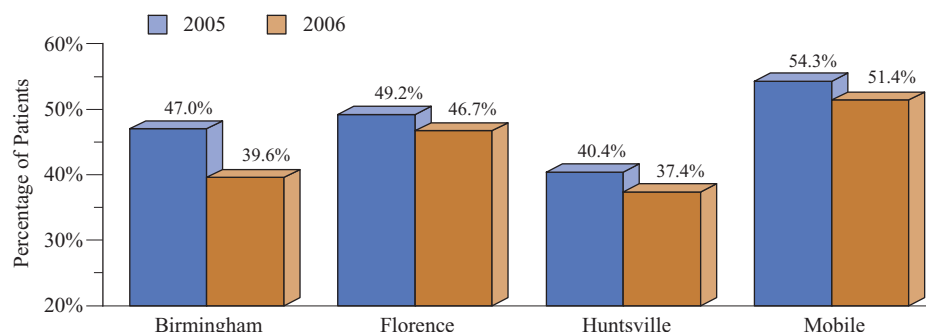
PERCENTAGE OF TYPE 2 DIABETES PATIENTS, BY NUMBER OF COMORBIDITIES*

MARKET	0		1		2		>2	
	2005	2006	2005	2006	2005	2006	2005	2006
Birmingham	29.1%	38.7%	23.8%	21.7%	33.0%	28.7%	14.0%	10.9%
Florence	31.3	31.8	19.6	21.5	34.1	35.4	15.1	11.3
Huntsville	41.0	40.4	18.6	22.3	27.4	28.2	13.0	9.2
Mobile	22.5	25.9	23.2	22.7	36.1	35.6	18.2	15.8
Alabama	29.4	34.8	22.8	21.9	33.0	31.5	14.9	11.9
NATION	41.6%	45.4%	25.5%	24.0%	26.6%	25.0%	6.3%	5.6%

PERCENTAGE OF TYPE 2 DIABETES PATIENTS WITH ONE COMORBIDITY OR FEWER*



PERCENTAGE OF TYPE 2 DIABETES PATIENTS WITH TWO OR MORE COMORBIDITIES*



Data source: Verispan LLC © 2007

MOBILE MULTIPLE COMORBIDITY PATIENT RATE IS HIGH

Although the share of Type 2 diabetes patients in Mobile with more than two diagnosed comorbidities dropped between 2005 (18.2%) and 2006 (15.8%), it was still almost triple the national average (5.6%). Even Huntsville, in which a comparatively small 9.2% of Type 2 diabetes patients was diagnosed with three or more comorbidities, posted a patient share for this measure nearly four percentage points higher than the national average.

COMORBIDITY-FREE PATIENT SHARE IS LOW IN ALABAMA

In 2006, the shares of patients with Type 2 diabetes and no diagnosed comorbidities was lower than the national average (45.4%) in every Alabama market profiled. At 40.4%, the share of patients in Huntsville with Type 2 diabetes and no comorbidities was the highest by Alabama market, yet still trailed the national average by five percentage points.

* A comorbidity is a condition a Type 2 diabetes patient may also have, which is not directly related to the diabetes. Comorbidities were narrowed down to a subset of conditions which are typically present in patients with Type 2 diabetes. Comorbidities of Type 2 diabetes include, but are not limited to, congestive heart failure, coronary artery disease, dysmetabolic syndrome, hyperlipidemia, hypertension and obesity.



HOSPITAL CHARGES

ALABAMA HOSPITAL CHARGES TRAIL THE NATIONAL AVERAGE

Average annual hospital charges for Alabama inpatients diagnosed with Type 2 diabetes were \$37,861 in 2006, moderately less than the \$41,381 average for such patients nationally. However, inpatient charges for Type 2 diabetes patients treated in Florence (\$47,546) and Huntsville (\$45,259) hospitals were each higher than the state and national averages.

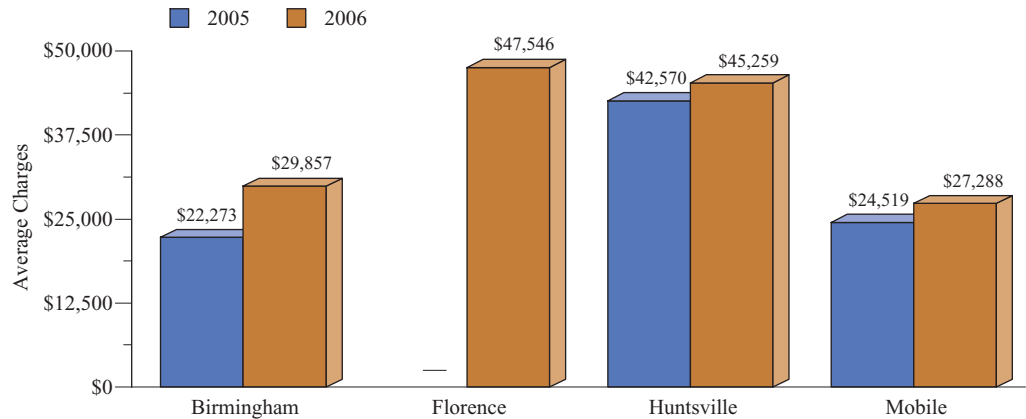
AVERAGE ER CHARGES ARE LOWER OVERALL ACROSS ALABAMA

In 2006, average hospital emergency room (ER) charges per Type 2 diabetes patient per year were notably lower in all five Alabama markets profiled than they were nationally (\$1,299). For example, such charges per Type 2 diabetes patient diagnosed in Birmingham (\$675) were almost half the national average. Although hospital ER charges per Type 2 diabetes patient per year were higher in Florence (\$934) than any other Alabama market listed, they still lagged significantly behind that of the nation.

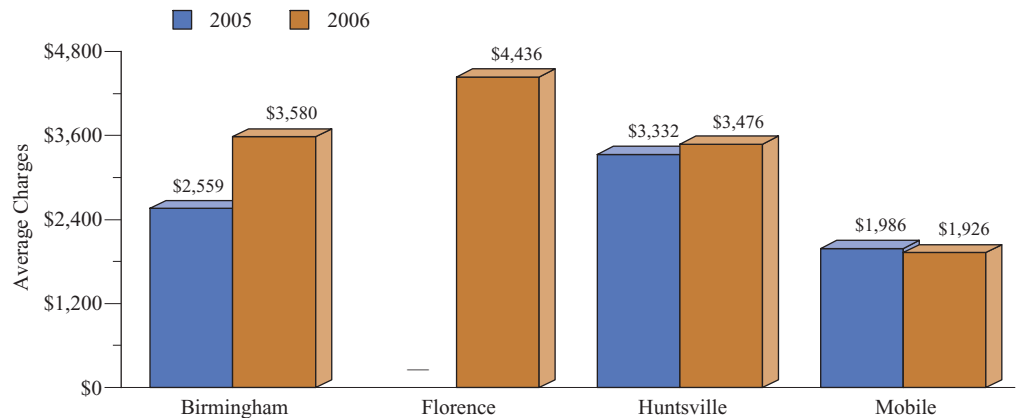
HOSPITAL CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS*

MARKET	Emergency Room		Hospital Inpatient		Hospital Outpatient	
	2005	2006	2005	2006	2005	2006
	Birmingham	\$622	\$675	\$22,273	\$29,857	\$2,559
Florence	—	934	—	47,546	—	4,436
Huntsville	881	858	42,570	45,259	3,332	3,476
Mobile	666	668	24,519	27,288	1,986	1,926
Alabama	777	805	37,387	37,861	3,326	3,318
NATION	\$1,243	\$1,299	\$39,401	\$41,381	\$3,712	\$3,901

HOSPITAL INPATIENT CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS*



HOSPITAL OUTPATIENT CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS*



Data source: Verispan LLC © 2007

* Figures reflect the charges generated for Type 2 diabetes patients by the facilities that delivered care.

The data also reflect the average amounts charged in Type 2 diabetes patient claims, not the amount the claims paid.



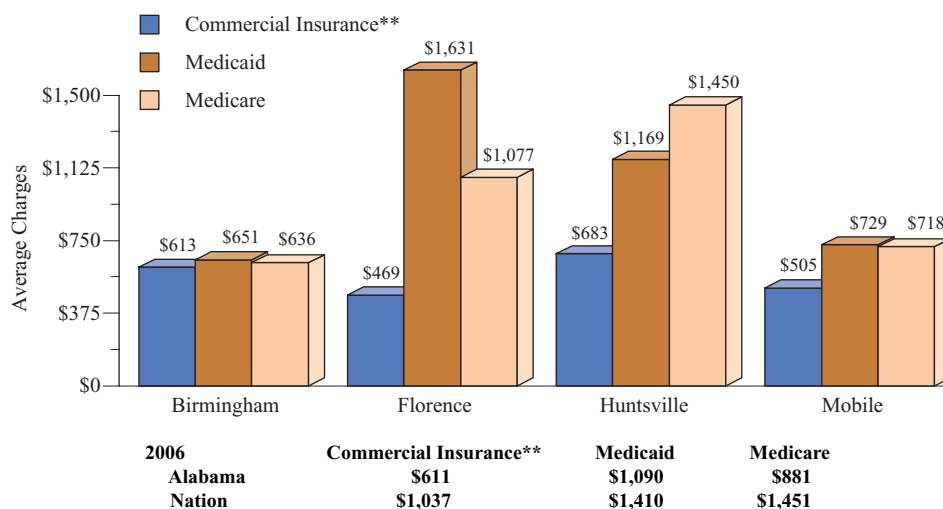
HOSPITAL INPATIENT CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS, BY PAYER*

MARKET	Commercial Insurance**		Medicaid		Medicare	
	2005	2006	2005	2006	2005	2006
	Birmingham	\$14,366	\$27,169	\$27,409	\$24,671	\$24,141
Florence	—	26,106	—	38,596	—	58,212
Huntsville	40,579	42,060	50,229	41,771	41,434	58,304
Mobile	19,056	22,852	17,957	20,174	30,977	32,017
Alabama	31,736	33,205	34,048	33,380	40,150	39,899
NATION	\$35,593	\$36,468	\$36,668	\$37,917	\$39,309	\$41,689

HOSPITAL OUTPATIENT CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS, BY PAYER*

MARKET	Commercial Insurance**		Medicaid		Medicare	
	2005	2006	2005	2006	2005	2006
	Birmingham	\$2,149	\$3,215	\$2,261	\$2,722	\$2,889
Florence	—	3,572	—	2,906	—	5,266
Huntsville	3,017	3,044	3,346	4,051	3,635	2,682
Mobile	1,762	1,624	1,747	1,936	1,999	1,948
Alabama	2,873	2,889	3,229	3,359	3,640	3,610
NATION	\$3,202	\$3,277	\$3,620	\$3,735	\$4,023	\$4,347

HOSPITAL EMERGENCY ROOM CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS, BY PAYER, 2006*



Data source: Verispan LLC © 2007

HOSPITAL DIABETES INPATIENT CHARGES ARE LOW IN ALABAMA

In 2006, average annual hospital charges for inpatients diagnosed with Type 2 diabetes in the state of Alabama were lower than those of the nation, regardless of payer type. For example, hospital charges per year for Type 2 diabetes patients with commercial insurance coverage who were treated in Alabama averaged \$33,205, moderately lower than the national average of \$36,468.

OUTPATIENTS IN ALABAMA PAY LESS THAN NATIONAL RATE

In 2006, average annual charges for hospital outpatient care was notably lower for Type 2 diabetes patients in the state of Alabama than for patients nationally across all three payer categories listed. Average charges for care delivered in a hospital outpatient setting were nearly 17% lower for Medicare Type 2 diabetes patients in Alabama (\$3,610), for example, than for such patients nationally (\$4,347).

* Figures reflect the charges generated for Type 2 diabetes patients by the facilities that delivered care. See page 9 for additional information on payers.

The data also reflect the average amounts charged in Type 2 diabetes patient claims, not the amount the claims paid.

** Includes commercial insurance companies, Blue Cross/Blue Shield, HMOs, PPOs, point-of-service plans and exclusive provider organizations.



PROFESSIONAL CHARGES

ALABAMA HOSPITAL INPATIENT PROVIDER CHARGES ARE LOW

Average hospital inpatient professional charges per year for patients diagnosed with Type 2 diabetes were significantly lower in Alabama (to \$3,826 in 2006 from \$3,693 in 2005) than the nation (to \$5,653 from \$6,404), in spite of a notable annual decline in the latter. Although such charges rose for patients diagnosed with Type 2 diabetes in Birmingham, to \$4,353 from \$3,727 the previous year (the highest mark of the Alabama markets listed), the national average was nevertheless far higher.

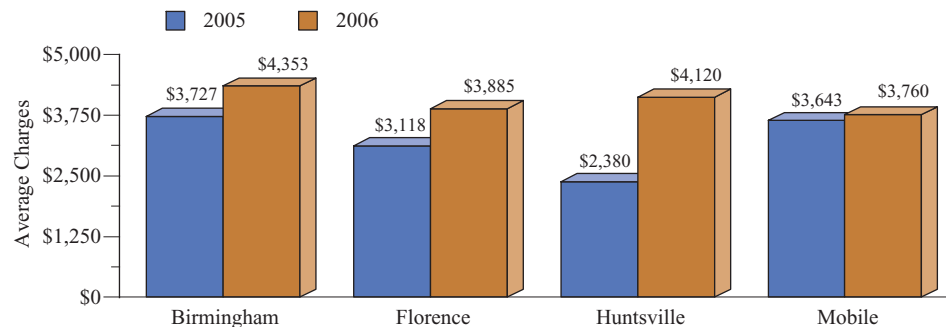
ALABAMA ASC PROVIDER CHARGES TOP NATIONAL NORM

In 2006, professional charges per Type 2 diabetes patient for ambulatory surgery center (ASC) services were notably higher in the state of Alabama (\$4,156) than the nation (\$2,791). Average professional charges for emergency room (ER) services were likewise higher in Alabama (\$630), per Type 2 diabetes patient, than nationally (\$575) in 2006.

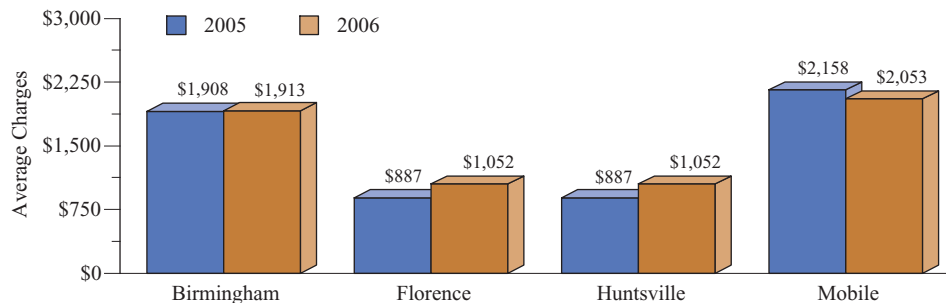
PROFESSIONAL CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS*

MARKET	ASC**		Emergency Room		Hospital Inpatient		Hospital Outpatient		Office	
	2005	2006	2005	2006	2005	2006	2005	2006	2005	2006
	Birmingham	\$1,364	\$1,059	\$600	\$664	\$3,727	\$4,353	\$1,908	\$1,913	\$1,146
Florence	—	—	354	164	3,118	3,885	1,087	1,187	865	681
Huntsville	—	—	—	—	2,380	4,120	887	1,052	—	—
Mobile	—	4,105	536	589	3,643	3,760	2,158	2,053	1,219	1,158
Alabama	4,783	4,156	561	630	3,693	3,826	1,592	1,593	1,319	1,289
NATION	\$2,838	\$2,791	\$546	\$575	\$6,404	\$5,653	\$1,818	\$1,814	\$3,266	\$2,630

PROFESSIONAL INPATIENT CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS*



PROFESSIONAL OUTPATIENT CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS*



Data source: Verispan LLC © 2007

* Professional charges are those generated by the providers delivering care to Type 2 diabetes patients in various settings.

** Ambulatory surgery center.



STATE COMMERCIAL INPATIENT PROVIDER CHARGES ARE LOW

In 2006, average professional hospital inpatient charges for Type 2 diabetes patients with commercial insurance coverage were less than those of the nation (\$4,767) in every Alabama market profiled. Such provider charges were highest, by Alabama market, for commercially insured patients with Type 2 diabetes in Huntsville (\$4,483), but that average still lagged considerably behind that of the nation.

OP PROFESSIONAL CHARGES ARE HIGH IN BIRMINGHAM MSA

Outpatient provider charges per commercial insurance patient diagnosed with Type 2 diabetes were \$2,063 in Birmingham in 2006, down from \$2,123 in 2005, but still the highest average of the five Alabama markets profiled. Except for the Birmingham market, professional outpatient charges for Type 2 diabetes patients with commercial insurance coverage were less in every Alabama market listed than the nation (\$1,769) in 2006.

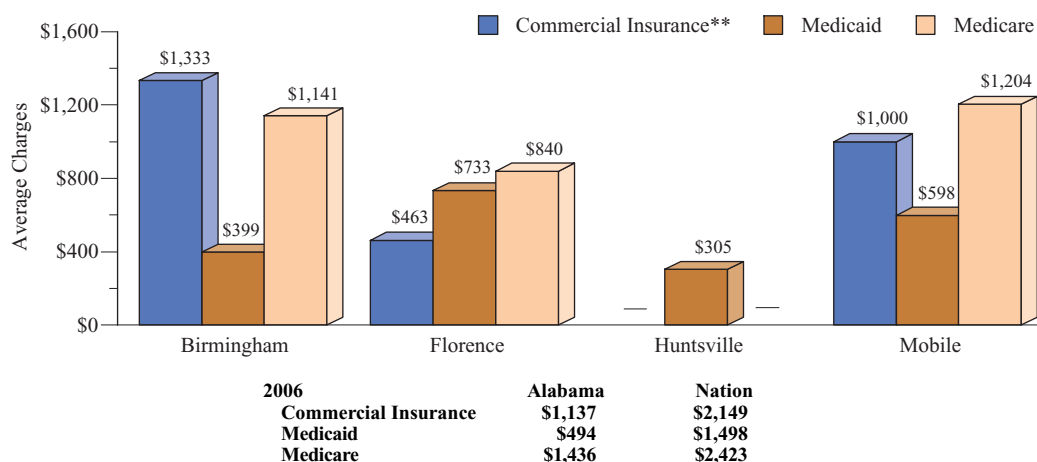
PROFESSIONAL INPATIENT CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS, BY PAYER*

MARKET	Commercial Insurance**		Medicaid		Medicare	
	2005	2006	2005	2006	2005	2006
	Birmingham	\$3,567	\$4,090	\$2,850	\$5,297	\$3,735
Florence	3,016	2,945	2,772	3,845	3,163	3,866
Huntsville	—	4,483	1,915	—	2,739	3,391
Mobile	3,694	3,402	3,232	2,498	3,348	3,410
Alabama	3,449	3,419	3,091	4,429	3,685	3,673
NATION	\$5,127	\$4,767	\$5,118	\$4,553	\$6,300	\$5,380

PROFESSIONAL OUTPATIENT CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS, BY PAYER*

MARKET	Commercial Insurance**		Medicaid		Medicare	
	2005	2006	2005	2006	2005	2006
	Birmingham	\$2,123	\$2,063	\$1,148	\$726	\$1,505
Florence	1,023	1,599	1,315	1,043	1,124	813
Huntsville	889	1,074	622	522	791	921
Mobile	1,917	1,989	1,386	—	2,526	2,130
Alabama	1,628	1,711	1,359	1,108	1,505	1,458
NATION	\$1,667	\$1,769	\$1,273	\$1,297	\$1,564	\$1,541

PROFESSIONAL OFFICE/CLINIC CHARGES PER YEAR FOR TYPE 2 DIABETES PATIENTS, BY PAYER, 2006*



Data source: Verispan LLC © 2007

* Professional charges are those generated by the providers delivering care to Type 2 diabetes patients in various settings.

** Includes commercial insurance companies, Blue Cross/Blue Shield, HMOs, PPOs, point-of-service plans and exclusive provider organizations.



USE OF SERVICES

HUNTSVILLE A1C PATIENT TEST SHARE LAGS BEHIND NATION

The share of Type 2 diabetes patients in Huntsville who received an A1c test in 2006 was 72.9%, lowest of the five Alabama markets profiled, and the only such measure in the state lower than the national average (73.9%). Statewide, 75.1% of Type 2 diabetes patients were administered at least one A1c test in 2006, down fractionally from 75.3% the previous year, but still more than a percentage point above the national average.

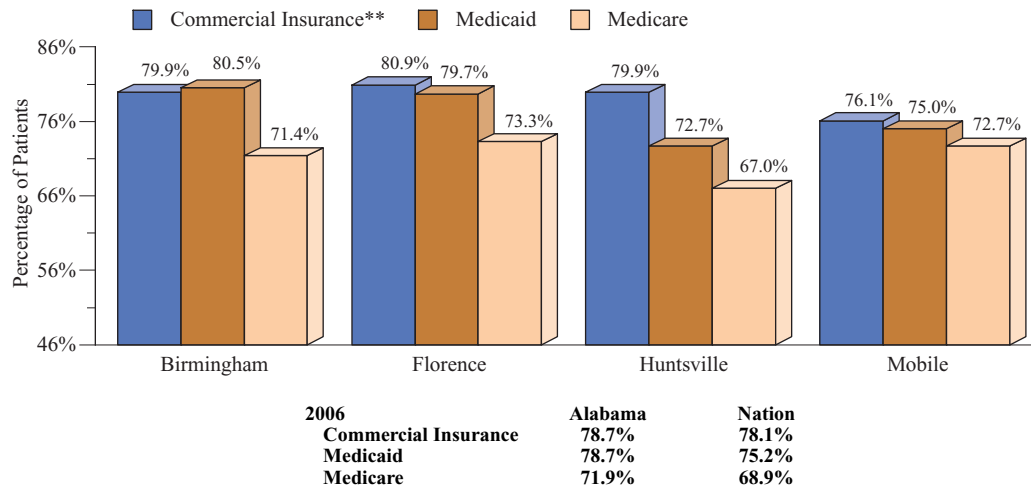
SHARE OF ALABAMA PATIENTS WITH EYE EXAMS TOPS NATION

In 2006, the shares of Type 2 diabetes patients who were administered at least one ophthalmologic examination were higher than the national average (68.8%) in four of five Alabama markets profiled (Florence, at 68.0%, being the exception). In Huntsville, for example, 74.7% of Type 2 diabetes patients received an ophthalmologic examination, up from 72.4% the year before, and nearly six percentage points higher than the national average. Between 2005 and 2006, the share of Type 2 diabetes patients nationally who were administered this examination remained unchanged.

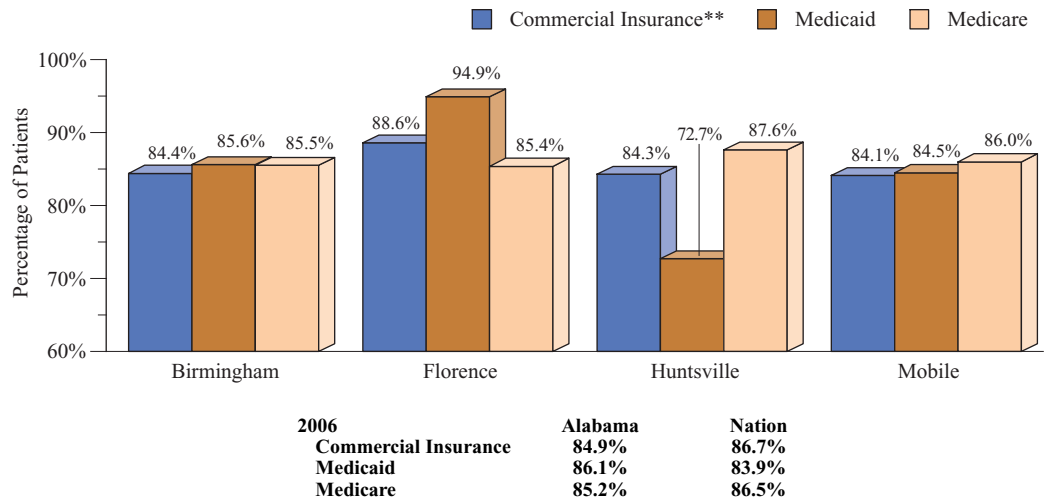
PERCENTAGE OF TYPE 2 DIABETES PATIENTS, BY SERVICE

MARKET	A1C Test*		Blood Glucose Test		Serum Cholesterol Test		Ophthalmologic Exam		Urine Glucose Test	
	2005	2006	2005	2006	2005	2006	2005	2006	2005	2006
	Birmingham	77.2%	75.9%	85.4%	85.0%	85.1%	82.8%	70.5%	71.0%	88.0%
Florence	74.8	76.3	85.2	87.0	84.5	87.3	72.1	68.0	91.2	91.4
Huntsville	73.9	72.9	84.1	85.7	84.8	85.4	72.4	74.7	89.1	86.7
Mobile	75.4	74.2	84.3	85.4	85.0	84.4	69.3	70.3	88.8	88.5
Alabama	75.3	75.1	84.2	85.1	84.4	84.0	71.6	71.7	88.2	87.9
NATION	74.1%	73.9%	86.4%	86.5%	83.9%	83.7%	68.8%	68.8%	83.2%	83.0%

PERCENTAGE OF TYPE 2 DIABETES PATIENTS RECEIVING A1C TESTS, BY PAYER, 2006*



PERCENTAGE OF TYPE 2 DIABETES PATIENTS RECEIVING BLOOD GLUCOSE TESTS, BY PAYER TYPE, 2006



* A1C tests measure how much glucose has been in the blood during the past 3-4 months.

Data source: Verispan LLC © 2007



PERCENTAGE OF TYPE 2 DIABETES PATIENTS USING INSULIN THERAPIES

MARKET	Any Insulin Product		Intermediate-Acting Insulin		Long-Acting Insulin		Short-Acting Insulin		Mixed Insulin	
	2005	2006	2005	2006	2005	2006	2005	2006	2005	2006
	Birmingham	32.2%	35.7%	4.4%	4.3%	10.9%	11.9%	10.1%	9.8%	16.4%
Florence	32.8	36.1	5.0	4.1	13.9	14.6	13.5	11.9	13.0	10.8
Huntsville	32.4	34.5	4.8	4.3	13.1	12.3	17.0	14.6	11.5	10.2
Mobile	34.7	37.4	6.1	4.8	11.2	12.4	11.9	10.9	17.0	16.0
Alabama	32.8	35.5	5.0	4.1	11.1	11.9	11.8	10.9	15.6	14.8
NATION	31.7%	34.8%	7.0%	5.7%	15.3%	17.1%	14.7%	14.6%	9.9%	9.6%

ANY INSULIN PRODUCT USE LAGS IN HUNTSVILLE MSA

In 2006, 34.5% of patients in Huntsville diagnosed with Type 2 diabetes used any insulin product, up moderately from 32.4% in 2005, but the only Alabama market profiled that trailed that national average (34.8%). Meanwhile, insulin treatment payments per patient diagnosed with Type 2 diabetes in Huntsville were \$827 in 2006, the highest average of the five Alabama markets listed, but less than the national average (\$843).

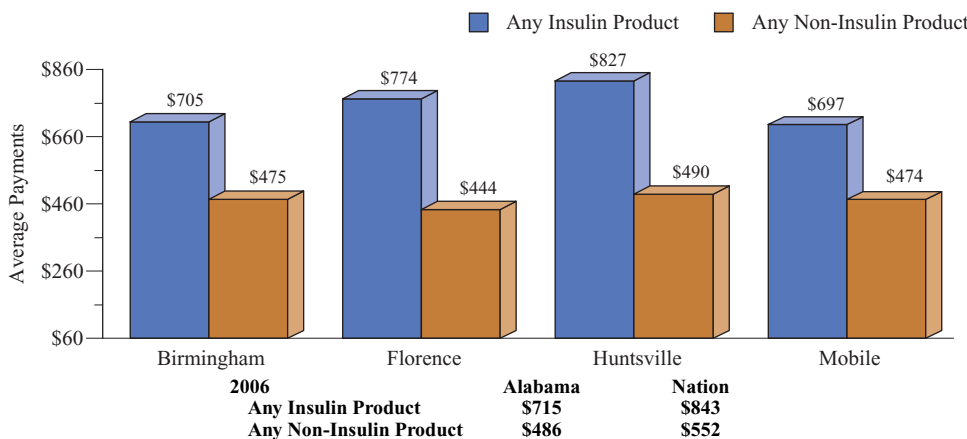
NON-INSULIN USE IN ALABAMA TRAILS THAT OF THE NATION

The shares of Type 2 diabetes patients who used any non-insulin hypoglycemic product in 2006 were lower in all five Alabama markets profiled than they were nationally (84.7%). In Huntsville (79.0%), for example, the share trailed the national average by nearly six percentage points. Of these Alabama markets, per-patient non-insulin hypoglycemic payments were highest in Huntsville (\$490) in 2006, but that average was notably lower than that of the nation (\$552).

PERCENTAGE OF TYPE 2 DIABETES PATIENTS USING NON-INSULIN HYPOGLYCEMIC THERAPIES

MARKET	Any Non-Insulin Product		Biguanides		Sulfonylureas		Insulin Sensitizing Agents	
	2005	2006	2005	2006	2005	2006	2005	2006
	Birmingham	81.5%	80.7%	43.7%	46.6%	35.6%	35.8%	27.6%
Florence	83.0	84.1	42.3	47.7	31.0	33.7	25.0	26.3
Huntsville	77.8	79.0	39.8	41.8	30.3	26.9	30.4	30.8
Mobile	80.1	80.6	40.9	44.9	32.9	32.8	25.4	25.9
Alabama	81.6	82.0	42.4	46.0	34.1	34.2	27.5	27.6
NATION	85.0%	84.7%	50.0%	51.7%	42.2%	40.8%	31.1%	31.1%

AVERAGE PAYMENTS PER TYPE 2 DIABETES PATIENT, BY TYPE OF THERAPY, 2006*



Data source: Verispan LLC © 2007

Biguanides

Improve insulin sensitivity; reduce the production of glucose by the liver, decrease intestinal absorption of glucose, and increase the peripheral uptake and use of circulating glucose.

Insulin Sensitizing Agents

Improve response to insulin in liver, adipose tissue, and skeletal muscle, resulting in decreased production of glucose by the liver and increased peripheral uptake and use of circulating glucose.

Sulfonylureas

Stimulate the release of insulin in the pancreas.

* Figures reflect the per-patient yearly payments for Type 2 diabetes patients receiving a particular type of therapy.



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ALABAMA TYPE 2 DIABETES REPORT for 2007

The Alabama Healthcare Leadership Council, in conjunction with sanofi-aventis U.S. LLC, is pleased to bring you this first edition of the **Alabama Type 2 Diabetes Report** for 2007.

The report features key national, state and local Type 2 diabetes specific data from the Therapeutics Trends Summary™, part of the sanofi-aventis **Managed Care Digest Series**®.

- Demographics
- Hospital and Professional Charges
- Use of Services
- Pharmacotherapy

We look forward to providing you with another **Alabama Type 2 Diabetes Report** in 2008.

