



ValidationInstitute

2021 Validation Report

Review for: Hinge Health
Valid through May 2022



Company Profile



Hinge Health

| | |
|---------------------------|---|
| Category: | Musculoskeletal Management |
| Website: | https://www.hingehealth.com/ |
| Public or Private: | Private |
| Year Established: | 2015 |
| CEO: | Daniel Perez |
| Company contact: | Dr. Grace Wang research@hingehealth.com |

Description:

Hinge Health is pioneering the world's most patient-centered Digital Musculoskeletal (MSK) Clinic. **Hinge Health** reduces MSK pain, opioid use, and surgeries by pairing advanced wearable technology with a comprehensive clinical care team, including doctors of physical therapy, physicians, board-certified health coaches, and more.





Claim Assertion for Validation

Hinge Health users have lower two-year medical costs for musculoskeletal (MSK) care than similar people getting care for the same conditions elsewhere. The cost difference between Hinge Health users and matched non-users stems from lower use of high intensity care (surgery, injections, emergency room visits), imaging, office visits, and therapy (physical, occupational, chiropractic, and massage).





Method / Calculation / Examples

Hinge Health users were included in the analysis if they:

- Used the Hinge Health program in 2018
- Could be matched to a similar non-user

Matching was done based upon the following factors:

- Baseline total health care costs (Baseline period was 12 months before first use of Hinge or before MSK health care use)
- Baseline MSK care-related costs
- Gender
- Age, and
- Employer

Users and non-users had 24 months of continuous enrollment in their health plan – 12 months before and 12 months after MSK care. A total of 374 Hinge Health users were matched to 374 non-users. The change in MSK-related medical costs per person was calculated for each group; subtotals for high intensity care (surgery, injections, emergency room visits), imaging, office visits, and therapy were calculated. The percentage of users and non-users who had one or more claims for target services was also calculated. Target services were surgery, injections, ER visits, imaging, office visits, and therapy.



Findings & Validation

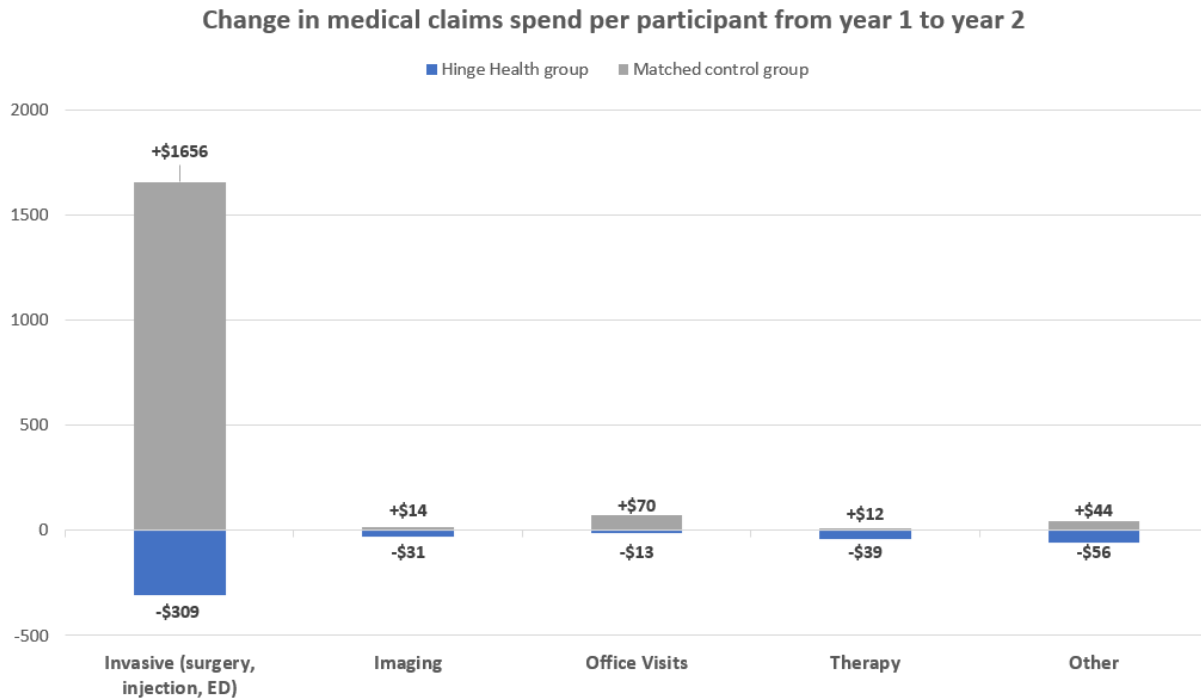


Chart 1 shows the change in per participant medical claims spend from baseline to the following 12 months. It breaks down the components of the total MSK spend and the change in each. Over 2 years, MSK medical claims spend was \$2244 less per Hinge Health participant compared to the matched control group. These results are statistically significant and include all MSK-related invasive procedures (surgery, emergency room, injections), imaging, office visits, therapy, and other. The majority of the difference (88.88%) between Hinge Health participants and matched control group stems from lower use of surgery, injections, and emergency room visits.

Findings & Validation

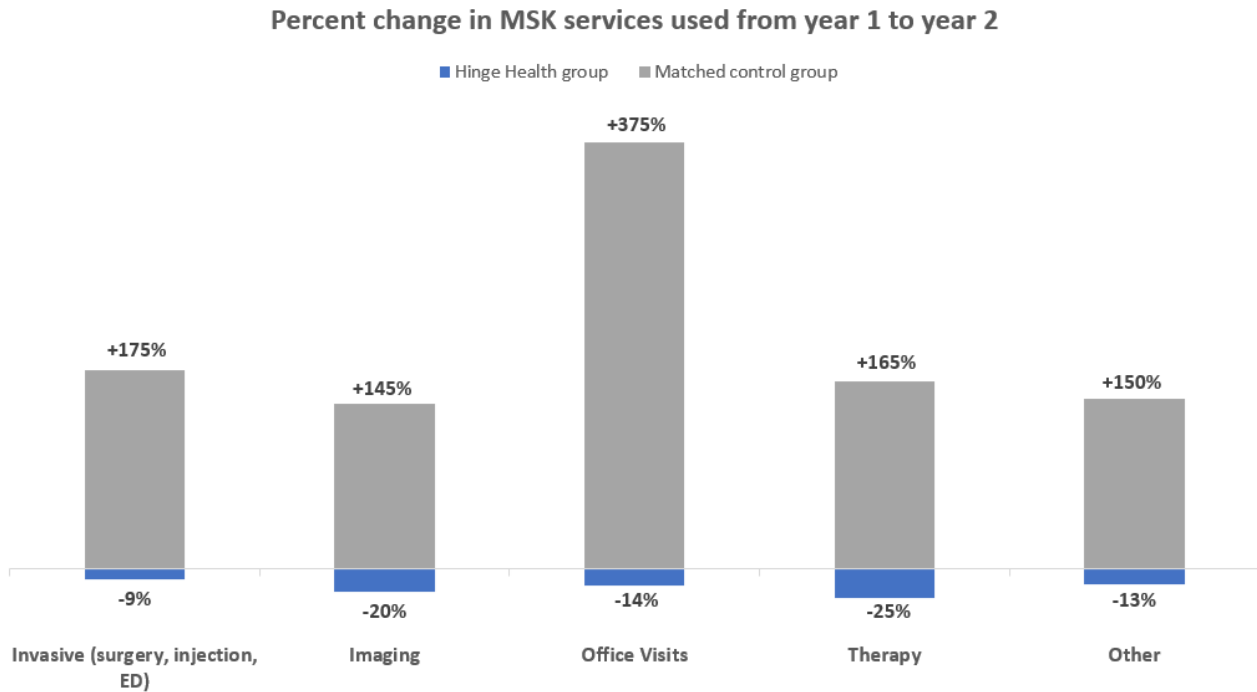


Chart 2 shows the change in per participant utilization between the two groups' use of surgery, imaging, therapy, office visits, and other from baseline to the following 12 months. It shows the percentage of participants who had at least one claim for the target service. For each service, the difference was significant between Hinge Health participants and the matched control group. The percent of Hinge Health participants using the targeted services decreased in each service from year 1 to year 2. In year 2, there were 68.7% fewer Hinge Health participants undergoing invasive procedures than the matched control group.



Limitations

Users voluntarily enrolled in Hinge Health. Though the matching took into account several factors, users may have some unmeasured factor that made their results favorable.

While Hinge Health participants demonstrated a decrease in total MSK spend, additional research would be needed to determine whether total MSK spend would decrease for a whole population including both participants and non-participants of Hinge Health.





Validation and Credibility Guarantee

Hinge Health has achieved a level 1 – Savings validation. Validation Institute is confident that **Hinge Health** performs as they state they are willing to provide up to a \$25,000 guarantee as part of their Credibility Guarantee Program*.

Level 1 - Savings

Can produce a reduction of health care spend including the cost of the provider. Product/solution has produced, and replicated a lower cost for healthcare overall or a specific component of healthcare

Level 2 - Outcomes

Product/solution has measurably “moved the needle” on an outcome (risk, hba1c, events, employee retention, etc.) of importance.

Level 3 - Contractual Integrity

No outcomes or savings has been shown, but vendor is willing to put a part of their fees “at risk” as a guarantee

Level 4 - Metrics

Claim is made that – with sourced, overridable assumptions linked to peer-reviewed or government sources





Validation Expiration: May 2022

CERTIFICATE OF VALIDATION

Applicant:

Hinge Health

465 California St., 14th Floor
San Francisco, CA 94104

Claim:

Hinge Health users have significantly lower costs for MSK care than similar, matched non-users.

Validation Achieved:

Level 1 - Validated for Savings

Award Date:

May 2021

Linda Riddell

VP, Population Health Scientist

Validation Institute

Benny DiCecca

Chief Executive Officer

Validation Institute



About Validation Institute

Validation Institute is a professional community that advocates for organizations and approaches that deliver better health value - stronger health outcomes at lower cost. We connect, train, and certify health care purchasers, and we validate and connect providers delivering superior results. Founded in 2014, the mission of the organization has consistently been to help provide transparency to buyers of healthcare.

To strengthen our offering and provide additional credibility around our service, the Validation Institute recently announced a Credibility Guarantee* that offers customers of validated solution providers up to a \$25,000 guarantee. This guarantee confirms that a validated solution provider will, achieve what the validation language on a marketing claim says it will achieve.