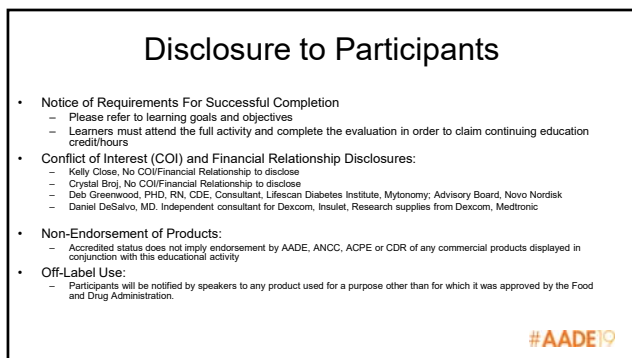


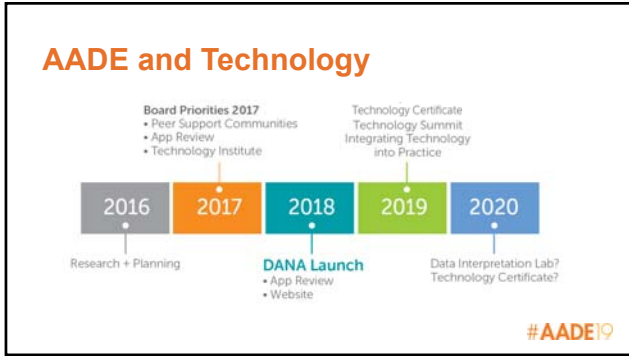
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Panel Discussion

Kelly Close, Moderator
Founder, The diaTribe Foundation
Founder, Close Concerns

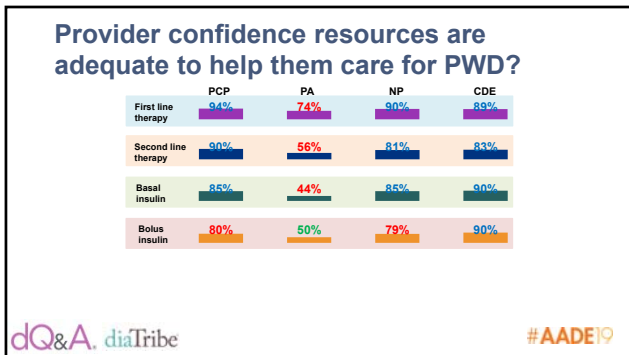
Crystal Broj, Chief Technology & Innovation Officer for AADE

Dr. Daniel DeSalvo
Pediatric Endocrinologist at Baylor College of Medicine/Texas Children's Hospital

Deborah Greenwood
PhD, RN, CDE
President of Deborah Greenwood Consulting

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Many PCPs don't want to manage diabetes medications.

Percentage that currently & prefer to initiate/manage directly, by PCP segment

	Diabetes PCPs (n=88)		Average PCPs (n=218)	
	Currently initiate/manage	Prefer to initiate/manage	Currently initiate/manage	Prefer to initiate/manage
Metformin	97%	26%	94%	50%
Traditional orals (e.g. Sulfonylurea, TZDs)	90%	20%	90%	44%
Newer orals (e.g. SGLT-2)	90%	26%	85%	52%
Basal insulin	89%	31%	93%	42%
GLP-1	85%	26%	86%	49%
Bolus insulin (MDI)	80%	31%	82%	41%

dQ&A. diaTribe

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Many PCPs don't want to manage diabetes medications. Tech is a different story.

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Bolus insulin (MDI)	80%	31%	82%	41%
Tech				
Insulin pump	33%	68%	20%	51%
CGM	44%	53%	30%	54%

dQ&A. diaTribe

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The future of CGM – smaller, less costly, longer wear, fully disposable

Dexcom G7



FreeStyle Libre 2



Medtronic Guardian Sensor 3 (Improved)



Eversense 180-Day



E19

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Expected launches in 2019-2021 (~6-24 months):

Tandem Control-IQ Omnipod Horizon MiniMed 780G Tidepool Loop

Bigfoot Loop Lilly Hybrid Closed Loop Beta Bionics iLet

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Smart Pens and Caps: Capturing Injection Data and Sending to Phone, Cloud, Provider Dashboard

Companion Medical InPen: Launched In US

Bigfoot Biomedical Unity: Launching in 2020

NovoPen 6
Launching this year in Europe

Common Sensing Gocap:
In pilots and beta launched

Lilly smart pen FDA submission this year

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Panel Discussion

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Founder, The diaTribe Foundation
Founder, Close Concerns

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Dr. Daniel DeSalvo
Pediatric Endocrinologist at
Baylor College of
Medicine/Texas Children's
Hospital









Deborah Greenwood
PhD, RN, CDE
Co-Founder of Fresh POV for
You, President of Deborah
Greenwood Consulting

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Tic Tac Tech
The game of integrating technology into practice

Questions?

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