**Appendix A. Baseline characteristics of study sample by risk level (weighted), 2011-2016 National Health and Nutrition Examination Survey**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **1%** | **2%** | **3%** | **4%** | **5%** | **6%** | **7%** | **8%** |
| Sample size | 1,667 | 1,995 | 1,718 | 642 | 990 | 294 | 351 | 110 |
| Weighted sample size | 26,637,817 | 29,126,781 | 23,924,443 | 8,239,733 | 11,216,394 | 3,083,397 | 3,650,821 | 1,130,475 |
| Age, years (SE) | 41.8 (0.5) | 46.7 (0.4) | 50.3 (0.5) | 53.9 (0.7) | 56.2 (0.6) | 59.3 (1.0) | 57.7 (1.0) | 57.9 (1.6) |
| Race/Ethnicity, % |  |  |  |  |  |  |  |  |
| Non-Hispanic White | 66.9 | 65.2 | 63.6 | 61.6 | 56.9 | 49.3 | 56.1 | 51.5 |
| Non-Hispanic Black | 7.5 | 9.8 | 11.5 | 14.2 | 17.2 | 23.0 | 22.7 | 18.1 |
| Hispanic | 17.7 | 16.3 | 17.2 | 15.6 | 16.3 | 12.5 | 14.8 | 20.4 |
| Others | 7.9 | 8.7 | 7.7 | 8.6 | 9.6 | 15.2 | 6.4 | 10.0 |
| Male, % | 51.9 | 52.7 | 47.1 | 47.9 | 47.5 | 48.6 | 47.3 | 53.1 |
| BMI, kg/m2 (SE) | 30.7 (0.2) | 31.3 (0.2) | 32.0 (0.2) | 32.2 (0.3) | 32.8 (0.3) | 33.4 (0.5) | 33.0 (0.5) | 32.7 (0.7) |
| High cholesterol, % | 27.3 | 33.2 | 41.2 | 45.8 | 48.4 | 50.6 | 57.6 | 52.5 |
| High blood pressure, % | 23.8 | 31.1 | 38.5 | 47.2 | 49.8 | 60.1 | 53.7 | 48.8 |
| Smoking, % | 40.1 | 44.5 | 43.4 | 47.9 | 47.3 | 48.6 | 54.7 | 48.3 |
| Nephropathy, % |  |  |  |  |  |  |  |  |
| Normal | 90.7 | 89.5 | 87.6 | 83.8 | 79.3 | 82.2 | 75.1 | 74.0 |
| Microalbuminuria | 5.4 | 6.6 | 6.8 | 8.9 | 12.3 | 8.3 | 12.7 | 9.6 |
| Clinical nephropathy | 3.9 | 3.9 | 5.5 | 7.1 | 8.3 | 9.5 | 12.1 | 16.4 |
| End-stage renal disease | 0.0 | 0.0 | 0.0 | 0.3 | 0.1 | 0.0 | 0.0 | 0.0 |
| Coronary heart disease, % |  |  |  |  |  |  |  |  |
| Normal | 97.5 | 96.7 | 94.6 | 89.1 | 90.4 | 87.9 | 90.5 | 90.7 |
| Angina | 0.5 | 0.8 | 1.2 | 2.0 | 1.4 | 2.4 | 2.2 | 1.7 |
| Myocardial infarction | 1.1 | 1.3 | 2.0 | 5.6 | 4.1 | 5.4 | 1.3 | 2.0 |
| Congestive heart failure | 0.9 | 1.2 | 2.1 | 3.4 | 4.1 | 4.4 | 6.0 | 5.6 |
| Stroke, % | 1.7 | 1.2 | 2.3 | 2.9 | 3.6 | 4.0 | 2.9 | 0.8 |

**Appendix B. Estimated annual incidence of type 2 diabetes by HbA1c level**

|  |  |
| --- | --- |
| **HbA1c (%)** | **Annualized incidence** |
| 5.20-< 5.40 | 0.01 |
| 5.40-< 5.60 | 0.02 |
| 5.60-< 5.80 | 0.03 |
| 5.80-< 5.90 | 0.04 |
| 5.90-< 6.10 | 0.05 |
| 6.10-< 6.20 | 0.06 |
| 6.20-< 6.40 | 0.07 |
| 6.40-< 6.50 | 0.08 |

Source: Zhang et al. 1

**Appendix C. The effectiveness of the digitally delivered program with individual coaching.**

Joiner et al. (2017) estimated the magnitude of the effect of DPP-based digitally delivered lifestyle intervention on weight loss through systemic review and meta-analysis 2. They estimated the mean percentage weight loss from baseline to up to 15 months of follow-up across interventions with behavioral support given by a counselor remotely was −4.31%. We translated the mean percentage weight loss into reduction in the risk of diabetes based on a DPP study results. Data from the DPP and Diabetes Prevention Program Outcomes Study (DPPOS) trial showed that weight loss was the greatest after 1 year (7.2%) and was associated with a 58% diabetes risk reduction over the 3-year study period. To estimate the average diabetes risk reduction from Joiner et al. (2017), the following approach was used to discount the DPP trial risk reduction by the relative weight loss in Joiner et al. (2017).

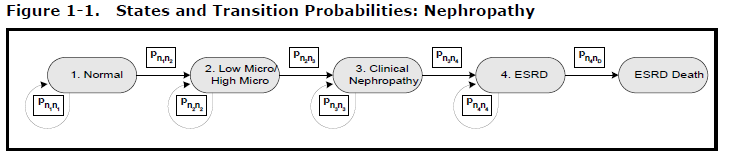
(Joiner et al. weight loss)/(DPP weight loss) = (4.31%)/(7.2%) =59.9%

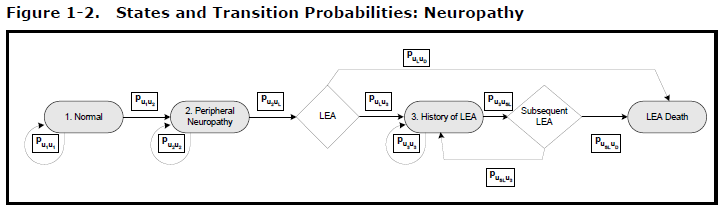
We then applied this discount ratio to the 58% risk reduction observed in the DPP study; this resulted in an estimated risk reduction of 34.7% (i.e., 59.9%×58%).

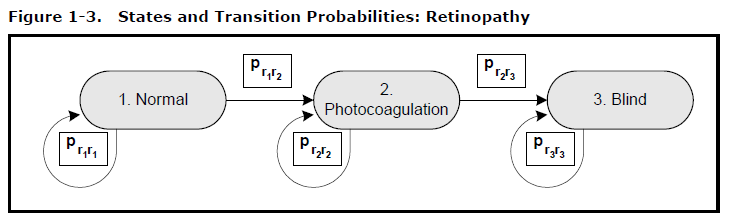
**Appendix D. CDC-RTI Type 2 Diabetes Cost-effectiveness Simulation Model**

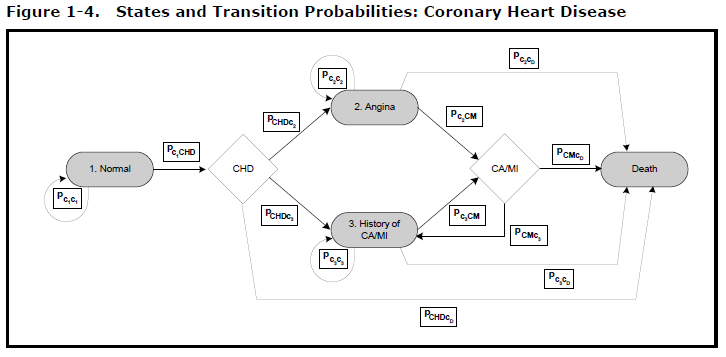
The CDC-RTI CE model is Markov cohort simulation model, which was developed by the Centers for Disease Control and Prevention and Research Triangle Institute International.3-5 In this model, the progression of the disease through different health states, including T2D, comorbidities, diabetes complications, and death, was simulated based on annual transition probabilities from a person’s diagnosis of IGT to diagnosis of diabetes, or death.

In the Markov cohort model, there are three modules, IGT/DPP, early diabetes progression, and diabetes progression, which work in association with each other. The model follows patients with IGT from diagnosis of IGT to diagnosis of diabetes, or death, whichever comes first. In this study, people received the lifestyle change programs during the 3 years, and if diabetes develops, the patient moves on to the early diabetes module and then the diabetes progression module. A series of cohort progress through the model, in which cohort members progress simultaneously on five different disease paths once they develop diabetes.











**Cost and utility associated with IGT**

Based on the DPP study, a multiplicative model was used to calculate the medical costs associated with IGT, as in previous studies.6-8 In the model, the annual medical costs of IGT was calculated by multiplying a baseline cost by the multipliers of gender, race, BMI, and complications. The baseline cost of IGT represents the costs for a white male with IGT, who has a BMI < 30kg/m2, who does not have history of stroke, angina, history of cardiac arrest/myocardial infarction or treated hypertension. If the individual has any characteristics other than the “base” individual, his or her cost is equal to the base cost multiplied by the values associated with those characteristics.

We estimated health utilities of IGT based on the data from the DPP study 9. Tables A1 presents the medical costs and health utilities of IGT.

**Table B1.** Medical costs and health utilities associated with IGT

|  |  |
| --- | --- |
| Annual direct medical costs of IGT a 6 |  |
| Baseline cost a | $1,671 |
| Cost multiplier |  |
| Female | 1.14 |
| African American | 0.82 |
| BMI excess over 30 kg/m2 | 1.01 |
| History of stroke | 1.30 |
| Angina | 1.73 |
| History of CA/MI | 1.90 |
| Hypertension (treated) | 1.24 |
| Health utility score associated with IGT 9 |  |
| Men | 0.70 |
| Women | 0.66 |

IGT, impaired glucose tolerance; BMI, body mass index; CA/MI, cardiac arrest/myocardial infarction

a Annual direct medical cost of IGT is the baseline cost multiplied by the multipliers for the combination of characteristics, BMI, and complications (2006 USD). Source: Herman et al., 20036

b Health utility score associated with IGT was estimated based on the data from DPP study. Source: The Diabetes Prevention Program Research Group, 2003 9.

**Cost and utility associated with type 2 diabetes**

The direct medical costs associated with type 2 diabetes and its complications were calculated using the multiplicative cost calculation model developed by Herman and colleagues, which were estimated according to demographic characteristics, diabetes treatments, cardiovascular risk factors, and microvascular and macrovascular complications.10 The model estimated annual medical costs of type 2 diabetes by multiplying a baseline cost by the multipliers of gender, race, BMI, and complications. The baseline cost of type 2 diabetes represents the costs for a white male with type 2 diabetes, who has a BMI ≤30kg/m2, is not taking oral anti-diabetic agents or insulin and does not have microalbuminuria, nephropathy, ESRD with dialysis, history of stroke, angina, history of CA/MI, or treated hypertension. If the individual has any characteristics other than the “base” individual, his or her cost is equal to the base cost multiplied by the values associated with those characteristics, as listed in the Table A2.

To estimate the health utilities of type 2 diabetes, we used an additive Quality of Life (QOL) calculation model developed by Coffey and colleagues.11 The model uses a regression equation to calculate the number of Quality of Adjusted Life Years (QALYs) to assign to an individual with diabetes for each year of life. Table A2 describes the equation’s intercept (i.e., baseline health utility score) and coefficients associated with each relevant factor. The baseline health utility score represents the QALYs for a white male with diabetes, who has a BMI ≤30kg/m2, who does not have hypertension, blindness, nephropathy, ESRD, peripheral neuropathy, foot ulcer, lower extremity amputation, or history of CA/MI or stroke. If the individual has any characteristics other than the “base” individual, the value of the coefficient associated with that characteristics is added to the base score.

**Table B2.** Medical costs and health utilities associated with type 2 diabetes

|  |  |
| --- | --- |
| **Annual direct medical costs of type 2 diabetes** a |  |
| Baseline cost a | $2,171 |
| Cost multiplier |  |
| Female | 1.25 |
| African American | 0.82 |
| BMI excess over 30 kg/m2 | 1.01 |
| Oral anti-diabetic agents | 1.10 |
| Insulin | 1.59 |
| Microalbuminuria | 1.17 |
| Nephropathy | 1.30 |
| ESRD with dialysis | 10.53 |
| History of stroke | 1.30 |
| Angina | 1.73 |
| History of CA/MI | 1.90 |
| Peripheral vascular disease | 1.31 |
| Hypertension (treated) | 1.24 |
| **Health utility score associated with type 2 diabetes** b |  |
| Baseline score | 0.69 |
| Coefficients |  |
| Female | -0.04 |
| Hypertension | -0.01 |
| Blind | -0.17 |
| Nephropathy | -0.01 |
| ESRD | -0.08 |
| Peripheral Neuropathy | -0.07 |
| Foot Ulcer | -0.10 |
| Lower Extremity Amputation | -0.11 |
| History of CA/MI | -0.05 |
| Stroke | -0.07 |
| BMI excess over 30 kg/m2 | -0.02 |

BMI, body mass index; CA/MI, cardiac arrest/myocardial infarction; ESRD, end-stage renal disease

a Annual direct medical cost of type 2 diabetes is the baseline cost multiplied by the multipliers for the combination of characteristics, BMI, and complications (in 2006 USD). Source: Herman et al., 20036.

b Health utility score associated with type 2 diabetes is the baseline score added by the coefficients for the combination of characteristics, treatments, and complications. Source: Coffey et al., 2002 11.

More details about the model can be found in the Technical Report (Appendix G).

**Appendix E. One-way sensitivity analyses**

We conducted univariate sensitivity analyses (SA) for several scenarios. First, we assumed that the effectiveness of intervention (i.e., diabetes risk reduction) maintained after a 3-year course for the following one or two years (SA1). For lifestyle program with individual coaching, the risk reduction is 10% in the fourth year and 5% in the fifth year. Then, no effectiveness of interventions was maintained in subsequent years. For the lifestyle programs with group coaching and digitally delivered human coaching, the risk reduction in the fourth year is 5% and no more reduction beyond year 5. Second, we tested if there were any differences of the ICERs by age group as the DPP study suggest a greater reduction in diabetes incidence in older adults aged ≥ 65 years (SA3) than in those aged < 65 years (SA2).12 To address uncertainty associated with the intervention costs and the magnitude of intervention effects, we performed univariate sensitivity analyses by applying lower and upper bounds of costs and effectiveness of interventions (SA4 and SA5). When possible, we use the parameters in the previous studies to determine upper and lower values to input into the model. Otherwise, we halved and 1.5 times the baseline values for the lower and upper values, respectively. All the lower and upper bounds of costs and effectiveness of programs were based on previous studies or varied from 50 to 150% of its base case value if data are not applicable. Details are summarized in Table 2. Additionally, we estimated the 10-year and lifetime health benefits and economic consequences of each of the 3 types of lifestyle change programs (SA6 and SA7). Lastly, we varied a discount rate of costs and QALYs from 0% to 5% (SA8 and SA9).

*SA Results*

When we assumed the effectiveness of an intervention remained after 3 years (SA1), as expected, all programs were slightly more cost-effective than the base case, but the risk level that began to be cost-effective under the $50,000 threshold was the same with the base case, except for the digitally delivered human coaching program. When analyses restricted the age of the target population (SA2 and SA3), programs with digitally delivered human coaching and group coaching began to be cost-effective at the same level of risk as to the base case. Programs with individual coaching were cost-effective at higher level of risk for diabetes than the base case (6% vs. 5%). Programs with individual coaching and digitally delivered human coaching was not sensitive to lower costs and effectiveness of the interventions but a program with group coaching was sensitive (SA4). All three programs were sensitive when applying the upper bounds of costs and effectiveness of the interventions (SA5). When the time horizon was 10 years, using the $50,000/QALY threshold, the in-person group coaching program was not cost-effective at any risk level and the other two programs were cost-effective at higher risk levels than in the base-case; the risk thresholds were over 5% for the digitally delivered individual coaching program and over 6% for the in-person group coaching (SA6). When we estimated the lifetime costs and health benefits, all three interventions were more cost-effective than the base case, resulting that interventions were cost-effective at lower risk level of diabetes (SA7). A lower discounting rate led to lower ICERs for all programs, which made all the programs cost-effective at lower risk levels in the population (SA8). Although a higher discounting rate led to higher ICERs for all programs, the cost-effective risk level changed only for the high-cost interventions (SA9).

**Appendix F. Life-years gained and cost-effectiveness ratios (relative to no intervention) for sensitivity analyses**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Risk** | **Incremental Costs ($)** | **LY gained** | **QALY gained** | **Cost/LY**  **($)** | **Cost/QALY**  **($)** |
| **SA1** | **In-Person Individual Coaching** | 1% | 4,910 | 0.0199 | 0.0181 | 406,812 | 270,983 |
| 2% | 4,341 | 0.0437 | 0.0355 | 160,541 | 122,358 |
| 3% | 3,878 | 0.0671 | 0.0506 | 92,098 | 76,653 |
| 4% | 3,505 | 0.087 | 0.0625 | 63,281 | 56,043 |
| 5% | 3,225 | 0.1084 | 0.0753 | 46,279 | 42,817 |
| 6% | 3,028 | 0.1285 | 0.0866 | 36,228 | 34,955 |
| 7% | 2,807 | 0.1393 | 0.0945 | 30,823 | 29,711 |
| 8% | 2,616 | 0.1482 | 0.1012 | 26,853 | 25,854 |
| **Digitally Delivered with Individual Coaching** | 1% | 1,439 | 0.0077 | 0.0071 | 307,946 | 201,576 |
| 2% | 1,172 | 0.0168 | 0.0138 | 112,118 | 85,164 |
| 3% | 959 | 0.0258 | 0.0196 | 59,000 | 48,932 |
| 4% | 768 | 0.0335 | 0.0245 | 35,877 | 31,376 |
| 5% | 637 | 0.0416 | 0.0295 | 23,687 | 21,632 |
| 6% | 540 | 0.0493 | 0.0339 | 16,712 | 15,932 |
| 7% | 439 | 0.0534 | 0.0369 | 12,502 | 11,901 |
| 8% | 352 | 0.0568 | 0.0395 | 9,383 | 8,918 |
| **In-Person Group Coaching** | 1% | 1,301 | 0.0088 | 0.0082 | 242,801 | 158,924 |
| 2% | 1,008 | 0.0193 | 0.0158 | 84,120 | 63,901 |
| 3% | 775 | 0.0296 | 0.0225 | 41,548 | 34,460 |
| 4% | 568 | 0.0384 | 0.0281 | 23,113 | 20,215 |
| 5% | 425 | 0.0478 | 0.0338 | 13,748 | 12,557 |
| 6% | 319 | 0.0567 | 0.0389 | 8,614 | 8,213 |
| 7% | 209 | 0.0614 | 0.0424 | 5,166 | 4,918 |
| 8% | 112 | 0.0652 | 0.0454 | 2,606 | 2,477 |
| **SA2** | **In-Person Individual Coaching** | 1% | 4,970 | 0.0163 | 0.0163 | 513,486 | 304,601 |
| 2% | 4,400 | 0.0354 | 0.0318 | 206,678 | 138,171 |
| 3% | 3,925 | 0.0529 | 0.0451 | 122,560 | 86,959 |
| 4% | 3,459 | 0.0723 | 0.0578 | 78,350 | 59,825 |
| 5% | 3,129 | 0.0888 | 0.0693 | 57,455 | 45,178 |
| 6% | 2,868 | 0.1077 | 0.0806 | 43,094 | 35,594 |
| 7% | 2,626 | 0.116 | 0.0874 | 36,469 | 30,045 |
| 8% | 2,419 | 0.1226 | 0.0931 | 31,626 | 25,983 |
| **Digitally Delivered with Individual Coaching** | 1% | 1,478 | 0.0063 | 0.0064 | 391,616 | 231,378 |
| 2% | 1,207 | 0.0137 | 0.0124 | 145,716 | 96,984 |
| 3% | 992 | 0.0205 | 0.0176 | 79,667 | 56,250 |
| 4% | 774 | 0.028 | 0.0226 | 45,131 | 34,285 |
| 5% | 621 | 0.0343 | 0.027 | 29,399 | 22,996 |
| 6% | 493 | 0.0416 | 0.0314 | 19,097 | 15,696 |
| 7% | 382 | 0.0448 | 0.0341 | 13,658 | 11,194 |
| 8% | 286 | 0.0473 | 0.0363 | 9,631 | 7,870 |
| **In-Person Group Coaching** | 1% | 1,342 | 0.0072 | 0.0073 | 311,059 | 183,784 |
| 2% | 1,045 | 0.0157 | 0.0142 | 110,316 | 73,424 |
| 3% | 807 | 0.0234 | 0.0202 | 56,684 | 40,023 |
| 4% | 568 | 0.032 | 0.0258 | 28,954 | 21,997 |
| 5% | 400 | 0.0393 | 0.0309 | 16,535 | 12,934 |
| 6% | 261 | 0.0477 | 0.036 | 8,818 | 7,248 |
| 7% | 138 | 0.0513 | 0.039 | 4,309 | 3,531 |
| 8% | 33 | 0.0542 | 0.0416 | 957 | 782 |
| **SA3** | **In-Person Individual Coaching** | 1% | 4,851 | 0.0362 | 0.0201 | 202,175 | 241,083 |
| 2% | 4,655 | 0.0673 | 0.0389 | 102,466 | 119,598 |
| 3% | 4,399 | 0.0895 | 0.0508 | 72,519 | 86,547 |
| 4% | 4,181 | 0.0945 | 0.055 | 64,299 | 76,091 |
| 5% | 3,992 | 0.1146 | 0.067 | 50,544 | 59,594 |
| 6% | 3,851 | 0.1311 | 0.0772 | 42,278 | 49,895 |
| 7% | 3,718 | 0.1432 | 0.0849 | 37,177 | 43,780 |
| 8% | 3,597 | 0.1534 | 0.0917 | 33,382 | 39,226 |
| **Digitally Delivered with Individual Coaching** | 1% | 1,293 | 0.0142 | 0.0079 | 136,997 | 162,791 |
| 2% | 1,199 | 0.0263 | 0.0154 | 67,066 | 78,029 |
| 3% | 1,093 | 0.035 | 0.0201 | 45,839 | 54,503 |
| 4% | 991 | 0.037 | 0.0217 | 38,685 | 45,578 |
| 5% | 906 | 0.0448 | 0.0265 | 29,153 | 34,218 |
| 6% | 841 | 0.0512 | 0.0305 | 23,475 | 27,581 |
| 7% | 780 | 0.0559 | 0.0335 | 19,849 | 23,267 |
| 8% | 725 | 0.0598 | 0.0362 | 17,130 | 20,032 |
| **In-Person Group Coaching** | 1% | 1,177 | 0.0162 | 0.0091 | 109,106 | 129,650 |
| 2% | 1,073 | 0.0301 | 0.0176 | 52,500 | 61,082 |
| 3% | 957 | 0.04 | 0.0229 | 35,067 | 41,695 |
| 4% | 851 | 0.0423 | 0.0249 | 29,058 | 34,236 |
| 5% | 755 | 0.0512 | 0.0303 | 21,230 | 24,918 |
| 6% | 682 | 0.0586 | 0.0349 | 16,640 | 19,551 |
| 7% | 615 | 0.064 | 0.0384 | 13,677 | 16,032 |
| 8% | 555 | 0.0685 | 0.0414 | 11,446 | 13,385 |
| **SA4** | **In-Person Individual Coaching** | 1% | 2,688 | 0.0101 | 0.0093 | 436,455 | 289,855 |
| 2% | 2,351 | 0.0222 | 0.0182 | 170,419 | 129,499 |
| 3% | 2,080 | 0.0341 | 0.0259 | 96,884 | 80,384 |
| 4% | 1,850 | 0.0442 | 0.032 | 65,509 | 57,822 |
| 5% | 1,683 | 0.055 | 0.0385 | 47,409 | 43,709 |
| 6% | 1,559 | 0.0652 | 0.0443 | 36,604 | 35,198 |
| 7% | 1,431 | 0.0706 | 0.0483 | 30,862 | 29,642 |
| 8% | 1,320 | 0.075 | 0.0517 | 26,627 | 25,540 |
| **Digitally Delivered with Individual Coaching** | 1% | 955 | 0.0041 | 0.0038 | 384,858 | 250,832 |
| 2% | 770 | 0.0089 | 0.0074 | 138,459 | 104,772 |
| 3% | 627 | 0.0137 | 0.0105 | 72,233 | 59,671 |
| 4% | 489 | 0.0178 | 0.0132 | 42,685 | 37,162 |
| 5% | 399 | 0.0222 | 0.0159 | 27,613 | 25,102 |
| 6% | 326 | 0.0264 | 0.0183 | 18,730 | 17,778 |
| 7% | 259 | 0.0286 | 0.02 | 13,643 | 12,928 |
| 8% | 200 | 0.0305 | 0.0215 | 9,851 | 9,318 |
| **In-Person Group Coaching** | 1% | 1,087 | 0.0041 | 0.0038 | 436,723 | 284,592 |
| 2% | 900 | 0.0089 | 0.0074 | 161,293 | 122,050 |
| 3% | 754 | 0.0137 | 0.0105 | 86,662 | 71,590 |
| 4% | 614 | 0.0179 | 0.0132 | 53,417 | 46,506 |
| 5% | 522 | 0.0223 | 0.0159 | 36,042 | 32,765 |
| 6% | 447 | 0.0265 | 0.0184 | 25,649 | 24,346 |
| 7% | 379 | 0.0287 | 0.0201 | 19,934 | 18,889 |
| 8% | 319 | 0.0306 | 0.0215 | 15,676 | 14,827 |
| **SA5** | **In-Person Individual Coaching** | 1% | 7,293 | 0.0246 | 0.0225 | 488,312 | 324,807 |
| 2% | 6,610 | 0.0541 | 0.0441 | 197,044 | 149,968 |
| 3% | 6,044 | 0.0833 | 0.063 | 115,440 | 95,940 |
| 4% | 5,586 | 0.1083 | 0.0781 | 80,903 | 71,540 |
| 5% | 5,244 | 0.1352 | 0.0943 | 60,218 | 55,624 |
| 6% | 5,004 | 0.1607 | 0.1087 | 47,763 | 46,016 |
| 7% | 4,732 | 0.1746 | 0.1189 | 41,355 | 39,799 |
| 8% | 4,495 | 0.1862 | 0.1276 | 36,643 | 35,222 |
| **Digitally Delivered with Individual Coaching** | 1% | 1,707 | 0.0113 | 0.0105 | 249,208 | 163,225 |
| 2% | 1,358 | 0.0247 | 0.0202 | 88,625 | 67,354 |
| 3% | 1,077 | 0.0379 | 0.0287 | 45,162 | 37,476 |
| 4% | 832 | 0.0492 | 0.0359 | 26,492 | 23,184 |
| 5% | 661 | 0.0612 | 0.0432 | 16,723 | 15,283 |
| 6% | 538 | 0.0726 | 0.0497 | 11,336 | 10,814 |
| 7% | 403 | 0.0786 | 0.0542 | 7,799 | 7,430 |
| 8% | 286 | 0.0836 | 0.0581 | 5,182 | 4,929 |
| **In-Person Group Coaching** | 1% | 1,435 | 0.0125 | 0.0116 | 188,306 | 123,227 |
| 2% | 1,058 | 0.0275 | 0.0225 | 61,989 | 47,081 |
| 3% | 754 | 0.0422 | 0.0321 | 28,323 | 23,487 |
| 4% | 489 | 0.0548 | 0.0401 | 13,951 | 12,200 |
| 5% | 303 | 0.0683 | 0.0484 | 6,856 | 6,260 |
| 6% | 170 | 0.0811 | 0.0556 | 3,204 | 3,054 |
| 7% | 22 | 0.0879 | 0.0607 | 381 | 363 |
| 8% | -106 | 0.0935 | 0.0651 | -1,717 | -1,632 |
| **SA6** | **In-Person Individual Coaching** | 1% | 4,975 | 0.0019 | 0.0052 | 3,206,216 | 950,811 |
| 2% | 4,720 | 0.0052 | 0.0107 | 1,112,887 | 439,401 |
| 3% | 4,468 | 0.0092 | 0.0161 | 592,398 | 276,860 |
| 4% | 4,196 | 0.0137 | 0.0212 | 373,331 | 197,847 |
| 5% | 3,983 | 0.0187 | 0.0266 | 260,910 | 149,999 |
| 6% | 3,793 | 0.0245 | 0.0319 | 189,405 | 118,848 |
| 7% | 3,620 | 0.0278 | 0.0361 | 159,131 | 100,345 |
| 8% | 3,458 | 0.0309 | 0.04 | 136,594 | 86,551 |
| **Digitally Delivered with Individual Coaching** | 1% | 1,260 | 0.0008 | 0.0021 | 1,954,793 | 594,654 |
| 2% | 1,149 | 0.0021 | 0.0044 | 652,641 | 263,659 |
| 3% | 1,049 | 0.0038 | 0.0066 | 335,630 | 160,162 |
| 4% | 932 | 0.0057 | 0.0086 | 200,031 | 108,057 |
| 5% | 843 | 0.0077 | 0.0108 | 133,409 | 78,085 |
| 6% | 762 | 0.0101 | 0.013 | 91,888 | 58,638 |
| 7% | 688 | 0.0114 | 0.0147 | 73,113 | 46,892 |
| 8% | 619 | 0.0127 | 0.0162 | 59,165 | 38,134 |
| **In-Person Group Coaching** | 1% | 1,145 | 0.0009 | 0.0024 | 1,553,619 | 472,543 |
| 2% | 1,021 | 0.0025 | 0.005 | 507,594 | 205,056 |
| 3% | 910 | 0.0044 | 0.0075 | 254,485 | 121,436 |
| 4% | 781 | 0.0065 | 0.0099 | 146,471 | 79,121 |
| 5% | 682 | 0.0088 | 0.0124 | 94,265 | 55,172 |
| 6% | 592 | 0.0115 | 0.0149 | 62,372 | 39,800 |
| 7% | 509 | 0.0131 | 0.0168 | 47,286 | 30,326 |
| 8% | 433 | 0.0145 | 0.0186 | 36,093 | 23,262 |
| **SA7** | **In-Person Individual Coaching** | 1% | 4,994 | 0.1064 | 0.038 | 137,387 | 131,436 |
| 2% | 4,370 | 0.1549 | 0.0619 | 72,662 | 70,583 |
| 3% | 3,917 | 0.1758 | 0.0767 | 51,853 | 51,075 |
| 4% | 3,592 | 0.1791 | 0.0848 | 42,306 | 42,370 |
| 5% | 3,352 | 0.192 | 0.0953 | 34,578 | 35,182 |
| 6% | 3,195 | 0.2009 | 0.1035 | 29,732 | 30,879 |
| 7% | 2,998 | 0.2098 | 0.1107 | 26,230 | 27,079 |
| 8% | 2,827 | 0.2164 | 0.1166 | 23,610 | 24,240 |
| **Digitally Delivered with Individual Coaching** | 1% | 1,588 | 0.041 | 0.0149 | 112,873 | 106,309 |
| 2% | 1,249 | 0.0594 | 0.024 | 53,916 | 52,141 |
| 3% | 1,011 | 0.0674 | 0.0297 | 34,693 | 34,021 |
| 4% | 819 | 0.0691 | 0.0333 | 24,855 | 24,568 |
| 5% | 694 | 0.0741 | 0.0375 | 18,448 | 18,521 |
| 6% | 605 | 0.0775 | 0.0407 | 14,501 | 14,874 |
| 7% | 511 | 0.081 | 0.0436 | 11,504 | 11,725 |
| 8% | 429 | 0.0835 | 0.0459 | 9,222 | 9,345 |
| **In-Person Group Coaching** | 1% | 1,444 | 0.0469 | 0.0171 | 89,828 | 84,595 |
| 2% | 1,083 | 0.0679 | 0.0274 | 40,857 | 39,512 |
| 3% | 827 | 0.0771 | 0.034 | 24,805 | 24,325 |
| 4% | 623 | 0.079 | 0.0381 | 16,523 | 16,333 |
| 5% | 489 | 0.0848 | 0.0429 | 11,352 | 11,397 |
| 6% | 395 | 0.0887 | 0.0466 | 8,274 | 8,486 |
| 7% | 292 | 0.0927 | 0.0499 | 5,738 | 5,848 |
| 8% | 202 | 0.0956 | 0.0526 | 3,794 | 3,845 |
| **SA8** | **In-Person Individual Coaching** | 1% | 5,055 | 0.0184 | 0.0257 | 274,620 | 196,627 |
| 2% | 4,304 | 0.0405 | 0.0499 | 106,291 | 86,290 |
| 3% | 3,718 | 0.0621 | 0.0704 | 59,830 | 52,799 |
| 4% | 3,282 | 0.0807 | 0.0861 | 40,694 | 38,108 |
| 5% | 2,963 | 0.1005 | 0.103 | 29,482 | 28,780 |
| 6% | 2,758 | 0.1193 | 0.1175 | 23,124 | 23,483 |
| 7% | 2,508 | 0.1293 | 0.1274 | 19,393 | 19,691 |
| 8% | 2,296 | 0.1376 | 0.1356 | 16,682 | 16,933 |
| **Digitally Delivered with Individual Coaching** | 1% | 1,626 | 0.0072 | 0.0102 | 226,611 | 159,289 |
| 2% | 1,259 | 0.0157 | 0.0194 | 79,959 | 64,782 |
| 3% | 974 | 0.0242 | 0.0274 | 40,344 | 35,526 |
| 4% | 733 | 0.0314 | 0.034 | 23,344 | 21,578 |
| 5% | 573 | 0.0391 | 0.0406 | 14,673 | 14,133 |
| 6% | 461 | 0.0464 | 0.0462 | 9,944 | 9,974 |
| 7% | 342 | 0.0502 | 0.0501 | 6,806 | 6,822 |
| 8% | 241 | 0.0534 | 0.0534 | 4,501 | 4,508 |
| **In-Person Group Coaching** | 1% | 1,476 | 0.0082 | 0.0117 | 180,070 | 126,559 |
| 2% | 1,078 | 0.018 | 0.0222 | 59,884 | 48,518 |
| 3% | 769 | 0.0276 | 0.0314 | 27,823 | 24,500 |
| 4% | 509 | 0.0359 | 0.0388 | 14,175 | 13,103 |
| 5% | 336 | 0.0447 | 0.0464 | 7,521 | 7,244 |
| 6% | 217 | 0.0531 | 0.0529 | 4,094 | 4,106 |
| 7% | 86 | 0.0575 | 0.0574 | 1,503 | 1,507 |
| 8% | -25 | 0.0612 | 0.0611 | -402 | -402 |
| **SA9** | **In-Person Individual Coaching** | 1% | 4,888 | 0.0184 | 0.013 | 595,189 | 374,700 |
| 2% | 4,447 | 0.0405 | 0.0257 | 238,464 | 172,975 |
| 3% | 4,077 | 0.0621 | 0.0369 | 138,925 | 110,427 |
| 4% | 3,759 | 0.0807 | 0.046 | 96,385 | 81,695 |
| 5% | 3,520 | 0.1005 | 0.0557 | 71,235 | 63,177 |
| 6% | 3,342 | 0.1193 | 0.0645 | 55,897 | 51,811 |
| 7% | 3,153 | 0.1293 | 0.0707 | 48,213 | 44,614 |
| 8% | 2,987 | 0.1376 | 0.076 | 42,534 | 39,288 |
| **Digitally Delivered with Individual Coaching** | 1% | 1,373 | 0.0072 | 0.0052 | 426,248 | 263,850 |
| 2% | 1,164 | 0.0157 | 0.0101 | 159,372 | 115,139 |
| 3% | 997 | 0.0242 | 0.0145 | 86,698 | 68,628 |
| 4% | 838 | 0.0314 | 0.0183 | 54,712 | 45,814 |
| 5% | 727 | 0.0391 | 0.0221 | 37,499 | 32,845 |
| 6% | 640 | 0.0464 | 0.0256 | 27,263 | 24,980 |
| 7% | 554 | 0.0502 | 0.0281 | 21,591 | 19,742 |
| 8% | 478 | 0.0534 | 0.0302 | 17,367 | 15,845 |
| **In-Person Group Coaching** | 1% | 1,244 | 0.0082 | 0.0059 | 337,936 | 209,155 |
| 2% | 1,016 | 0.018 | 0.0116 | 121,663 | 87,896 |
| 3% | 832 | 0.0276 | 0.0166 | 63,291 | 50,100 |
| 4% | 660 | 0.0359 | 0.0209 | 37,667 | 31,541 |
| 5% | 539 | 0.0447 | 0.0253 | 24,275 | 21,263 |
| 6% | 444 | 0.0531 | 0.0293 | 16,546 | 15,160 |
| 7% | 350 | 0.0575 | 0.0321 | 11,902 | 10,883 |
| 8% | 266 | 0.0612 | 0.0346 | 8,436 | 7,697 |

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