

## **The Institute for Individualized Medicine Reduces Healthcare Costs Using Genomics**

**Partnering with the Institute for Individualized Medicine (IIM), the American Maritime Officers held annual healthcare cost increases to less than 1%**

Washington, D.C. – August 24, 2009 .... While the national debate on healthcare continues, the Institute for Individualized Medicine (IIM) is using cutting edge science to reduce healthcare costs in the real world. During the past two and a half years, IIM has helped the self-insured American Maritime Officers (AMO) union reduce their annual increase in healthcare costs to less than 1 percent by eliminating unnecessary treatment and tests. According to PricewaterhouseCoopers annual medical cost trends report, U.S employers will see healthcare costs increase 9 percent in 2010.

IIM uses functional genomic testing to first identify modifiable genes that affect chronic diseases such as osteoporosis, breast cancer or cardiovascular disease among officers of the US Merchant Marines. Next, specific actions unique to that individual are recommended that compensate for genetic damage caused by aging or environmental factors. This patient-centered approach empowers the individual to take more responsibility and an active role in his/her own health, leading to improved health and wellness.

In osteoporosis, a chronic disease that affects millions of people worldwide, functional genomic testing at AMO has been used to uncover the genetic reason for bone loss and identify a treatment that works specifically for each individual eliminating unnecessary drugs and tests.

The alternative, and more common, trial and error approach to healthcare (trying several treatments in search of the one that works best for the patient) wastes time and money. Steve Nickerson, executive director of AMO, recognized this benefit, explaining that for his organization finding the underlying cause of a health condition avoids unnecessary treatments, drugs and test, producing significant savings.

### About IIM

The Institute for Individualized Medicine's (IIM) goal is to promote individualized medicine to people, companies and government agencies through education and implementation assistance. The Institute for Individualized Medicine has three major activities. First, monitor the scientific literature for the latest advances about the effect of genes on the prevention and treatment of disease. All of IIM's applications of genomic testing results are based on information from peer-reviewed papers in established scientific journals. Second, educate health care providers about how to apply the results of genomic testing. Third, implement individualized medicine solutions for individuals, companies and government agencies.

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#### Four Links

(1) Institute for Individualized Medicine (IIM)

[www.iimsite.com](http://www.iimsite.com)

(2) American Maritime Officers (AMO)

[www.amo-union.org](http://www.amo-union.org)

(3) This successful IIM / AMO partnership is described in more detail in the summer 2009 newsletter published by the Personalized Medicine Coalition, a non-profit group that works to advance the understanding and adoption of personalized medicine. The IIM/AMO story is on page 13.

<http://www.personalizedmedicinecoalition.org/membership/newsletter/PMC-Newsletter-Summer'09.pdf>

(4) PricewaterhouseCoopers' Annual Medical Cost Trends Reports

<http://www.pwc.com/us/en/healthcare/publications/behind-the-numbers-medical-cost-trends-for-2010.jhtml>