

Individualized Medicine: Reducing Healthcare Costs at the Veterans Administration

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December 15, 2009

www.iimsite.com





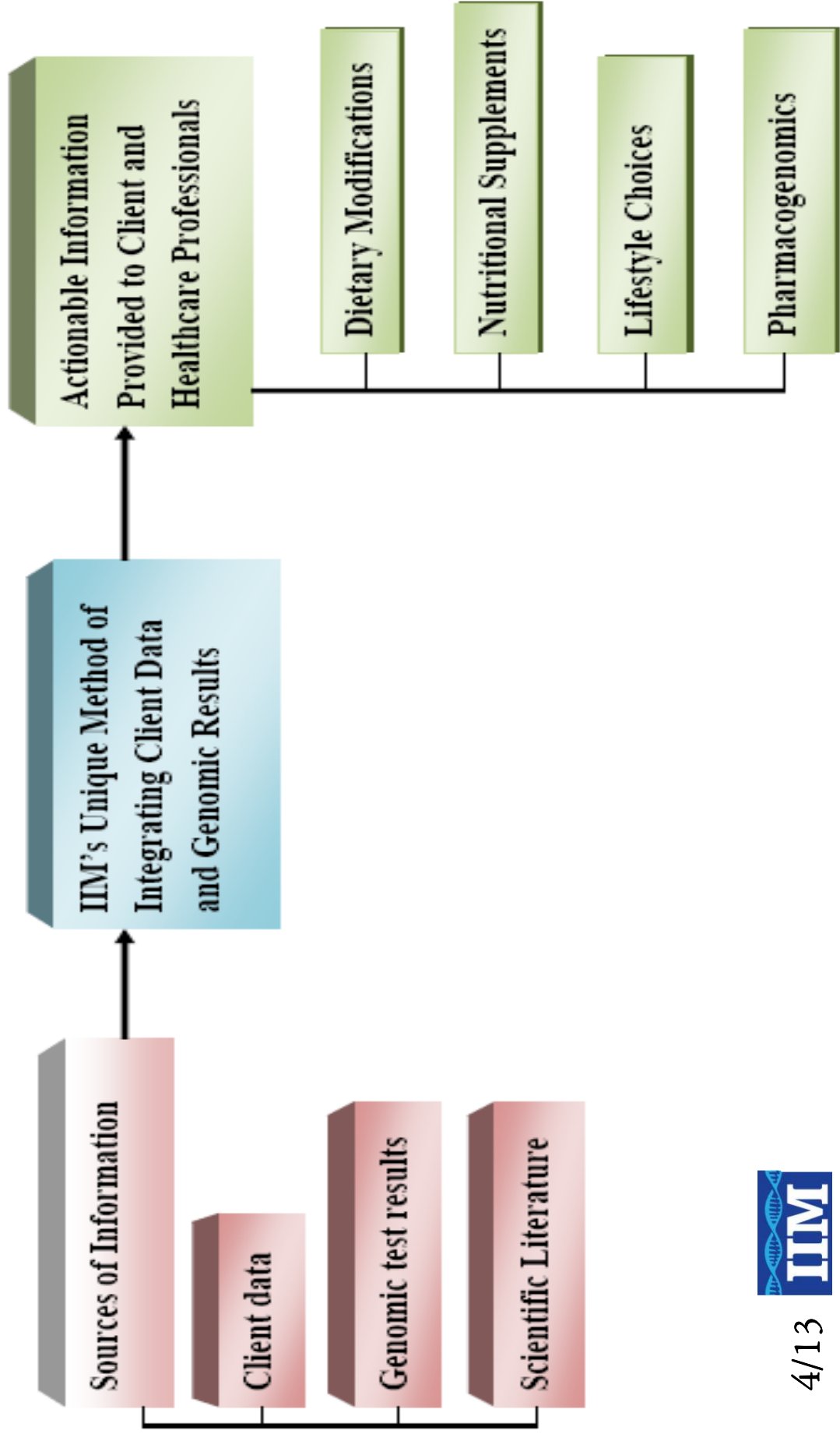
Joe Veltmann PhD FAAIM DCCN

- IIM's CEO and CSO
- Consultant to the American Maritime Officers (AMO) (Dania Beach, Florida)
- Utilizing Functional Genomics Testing for 10 Years as Part of Integrative Medicine
- Director of GENESIS Center for Integrative Medicine (Santa Fe, New Mexico)
- Texas A & M University (Assistant Professor)

Joshua Sharlin PhD

- IIM's VP and COO
- University of Georgia PhD (Physiology)
- Former FDA Reviewer
- 15 Years Experience Presenting Scientific and Technical Information to the FDA
- 25 Years Experience in Software Development
- Computer Software Specialist

Flow Chart Showing How IIM Provides Actionable Information to Client and Healthcare Professionals Based on Scientific Data, Genomic Results and Client's Signs and Symptoms.



Biochemical Basis for Individualized Medicine

- Gene Expression is Modifiable
- Specific Nutrients Can Affect Gene Expression, Protein Synthesis and Metabolic Pathways and Therefore a Person's Health
- IIM Applies Evidence-Based Information From the Scientific Literature



Functional Genomic Testing Improves Four Therapeutic Areas at AMO

- Osteoporosis–Prevention & Reverse Bone Loss
- Heart Disease and Stroke– Prevention
- Cancer– Prevention & Treatment
- Pharmacogenomics—Right Drug, Right Dose, Right Person

AMO – American Maritime Officers



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Functional Genomic Testing Improves Patient Compliance at AMO

“The biggest change I have seen at AMO during the past 4 years has been that members, who have taken the genomic tests, have taken more responsibility for his/her health because now each person has health related information specific to them.

Jan Davenport RN, Manager
AMO Health and Wellness

Functional Genomic Testing Saves Healthcare Dollars at AMO

“The majority of our members are between 50 and 60 years of age—a time when chronic disease develops. We had to be innovative to cut our healthcare costs. A pilot program started with Dr. Veltmann using genomics resulted in healthcare costs for 2008 increasing by less than 1 %. By preventing disease, we are saving money.”

Steve Nickerson
Executive Director, AMO

AMO is expanding
IIM’s program to
the entire membership.



Functional Genomic Testing Has a Vital Role in Breast Cancer Treatment

“ Dr. Veltmann and I are working together in preventing breast cancer recurrence in several of my patients using information contained in functional genomic testing. Moreover, the information is invaluable in getting the right drug for the patient without toxic side effects.”

Dr. Allan Warshowsky MD FACOG ABIHM

Rye, New York

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Functional Genomic Testing Plays a Role in Other Chronic Diseases

“IIM and Dr. Veltmann have certainly opened my eyes. I never knew that genes were modifiable and nutrients could change gene expression. I have used Dr. Veltmann’s expertise to improve the health of my patients diagnosed with either osteopenia or severe environmental allergies without using pharmacological drugs.”

Annie Rafter NP
Santa Fe, NM



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Partnership Between IIM and the Veterans Administration

- Goal: Replicate IIM's Success at AMO with the VA
- IIM's Proposal:
 - Pilot Program for Dr. Veltmann to Work at VA Facility
 - Develop Software so Healthcare Professionals Can Apply the Functional Genomic Methods Developed by IIM

AMO – American Maritime Officers



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Conclusion: IIM Reduces Healthcare Costs Without Sacrifice

- IIM's Methods Creates Win-Win-Win
- Client Receives Individualized Prevention or Treatment Strategies
- Healthcare Professionals Deliver State of the Art Medicine
- Organizations Save Healthcare Dollars



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