



Together, our
voices elevate° all.

RegLantern Info Session

Exclusive Opportunity: Continuous Compliance Tool

March 3, 2022

RegLantern Continuous Compliance Tools

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www.reglantern.com



Disclaimer

- This presentation is not **endorsed by** Management Strategists Consulting Group (MSCG), Health Resources Services Administration (HRSA) Bureau of Primary Health Care (BPHC), the National Association of Community Health Centers (NACHC) or any other Primary Care Association (PCA).
- The speaker is not **employed by** NACHC, MSCG, HRSA, BPHC, or any other PCA and works as an independent consultant who is contracted to do Operational Site Visits (OSV)s, Technical Assistance (TA) and web application development.
- The presenter as well as the reviewers quoted in this presentation are also independent consultants, not employed through NACHC, MSCG, HRSA, BPHC or any other PCA and do not **speak on behalf of** any of those organizations.

What We Will Offer Elevate Participants Today...

- Email support@reglantern.com if interested:
 - Complementary 6-month trial period (\$6000 value)
 - Free Form 5A Review (\$800 value)
 - Price & Discount List
- **Enjoy the platform and expertise!**
 - Load documents, review Form 5A/6A, mock review
 - Watch training videos, use Community Forum
- **Discuss, decide, sign 3-yr contract by:**
 - April 31, 2022 (For \$1500 Discount)
 - May 31, 2022 (For \$1000 Discount)
 - June 30, 2022 (For \$500 Discount)

Introductions and History

- Expertise on the front lines of Community Health Centers
- Experience with HRSA Operational Site Visits
- HRSA's charge to move toward *Continuous Compliance*



The Problems To Solve

1. *Prepare* health centers for HRSA Operational Site Visits
2. *Assist* health centers in moving to continual compliance

RegLantern Customers

75

Health Centers

26

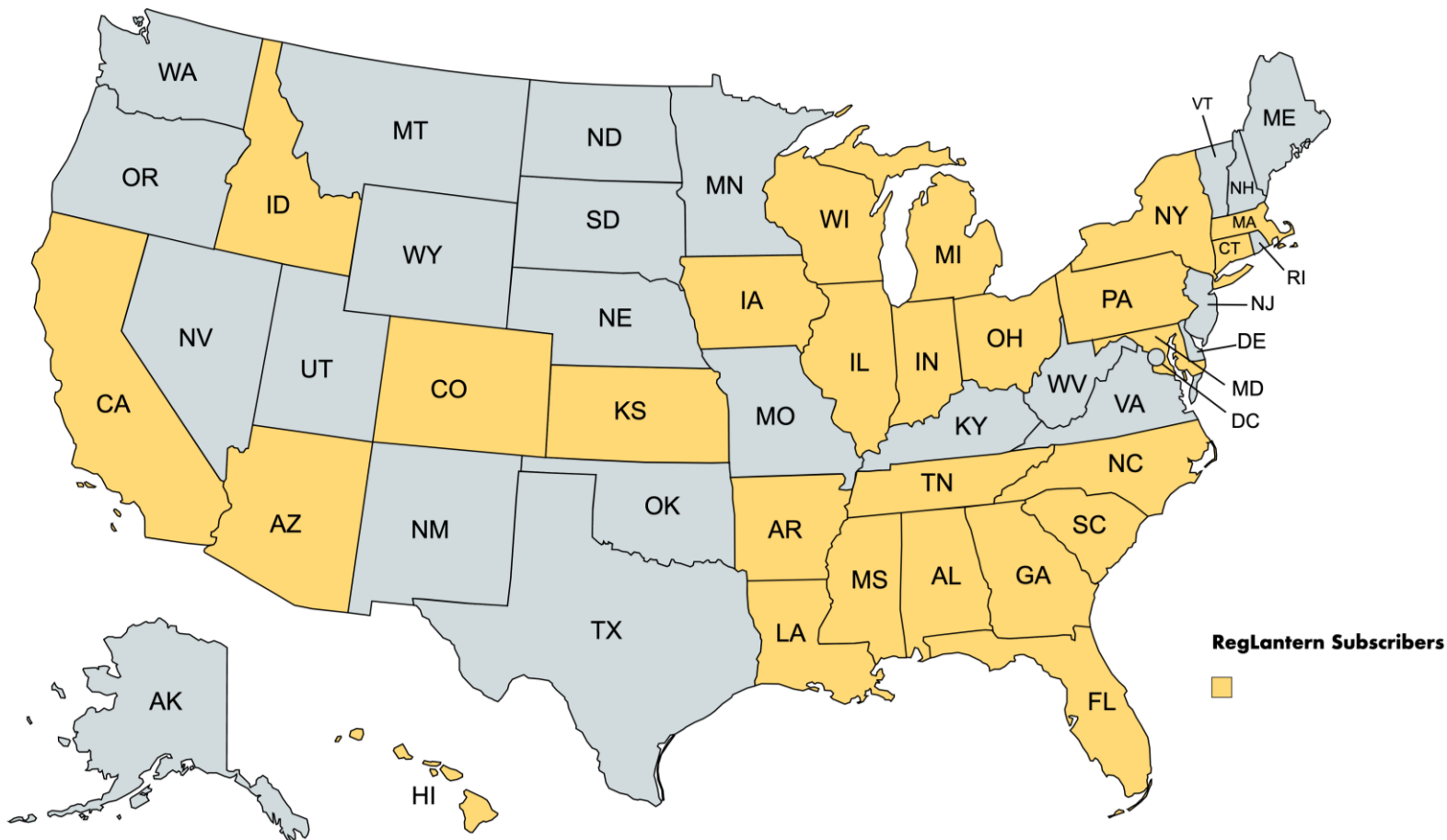
States

1.5M+

Patients Served

54+

Unduplicated Reviewers



What People Are Saying



Dr. LaTrice D. Snodgrass, COO,
AxessPointe Community Health
Centers, Inc., Akron, OH

"We began preparing for our OSV almost a year in advance by categorizing our documents into RegLantern and making notes for tracking purposes. We lost two key management staff members during the course of this year and thanks to RegLantern all of their documents and notes were housed safe and sound which prevented the duplication of efforts. The Form 5A and 6A tools are sheer genius. This platform enabled us to work independently without creating silos as all updates were real time and time stamped. RegLantern's customer service was impeccable. Our Board members utilized the platform to review documents and questions as they prepared for their interviews. Our reviewers were extremely impressed with our level of organization and noted how nice it was to have everything they needed readily available. I am proud to say that our final report from HRSA will have zero findings and RegLantern was instrumental in assisting us in achieving such a stellar review by providing a mechanism that set the stage for an efficient and effective preparatory process."

Demonstration



[Products](#) [Contact](#) [Blog](#)

[Sign In](#)

Modern HRSA Compliance

Health center compliance tools and services, including mock site surveys.

GET 5 MINUTE CONSULTATION



The Value We Bring

- **Designed by expert reviewers, health center leaders (95+ yrs)**
 - Excellent user experience for HRSA reviewers and health center staff
 - Frequent updates
 - Quarterly expert compliance training
 - Community Forum
 - Export Feature
- **All local developers and support**
- **Reduce time and expense**
- **Move toward continuous compliance**
- **Reduce human error and oversight**
- **Engage health center teams**
- **Solidify health center funding**

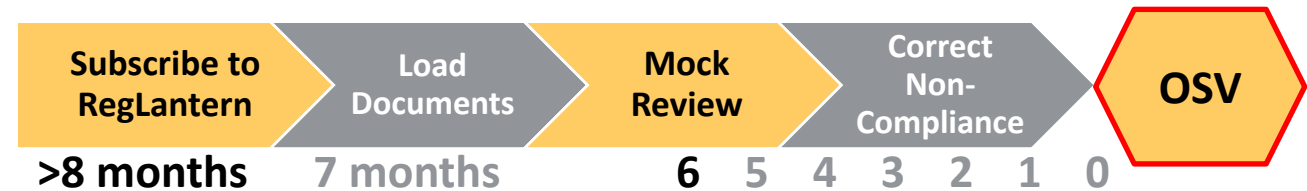
The Cost of Episodic Compliance

Details	Cost
Last-Minute Mock Site Visit	\$15,000-\$30,000
Re-Training Staff on Compliance Changes	\$3,000-\$5,000
Labor Hours of Organizational Efforts (4 FTEs x 40hrs x 12 weeks x \$30/hr)	\$57,600
Labor Hours of Findings Corrections (4 FTEs x 40hrs x 4 weeks x \$30/hr)	\$19,200
TOTAL	\$94,800 - \$111,800

When should I start?



Episodic Compliance



1. **Subscribe** to RegLantern (At least 8 months prior to scheduled OSV)
2. **Load** documents, set review dates, and complete forms in RegLantern (This usually takes most health centers 1-2 months on average)
3. **Review** your compliance by enrolling in a RegLantern remote mock review (At least 6 months prior to scheduled OSV)
4. **Correct** areas of non-compliance (You may need to update policies and contracts updated and approved by the Board so you need at least a few Board meeting where this can be done)
5. **Integrate** a Continuous Compliance Process and Plan into your health center operations (We have a sample process and plan we provide to subscribers)

Strategies For Continuous Compliance

Where are you on RegLantern's Health Center Road Map to Continuous HRSA Compliance?

Domains of HRSA's Advancing Health Center Excellence Framework	Number of Months Out From Anticipated HRSA OSV																														Date of Next OSV:						
	36	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7		6	5	4	3	2	1
Quality, Patient Care, & Safety					5.f	7.a	7.b	7.c	7.d	8.a	8.b	8.c	10.a	10.b	10.c	10.d	10.e	10.f	21.e	21.f																	
Patient Experience					10.a		19.c		7.c		10.a		19.c		7.c																						
Population Health & SDOH						3.a		3.b		14.a		14.b																									
Access & Affordability					4.a	4.b	4.c	6.a		6.b		6.c	9.a	9.b	9.c	9.d	9.e	9.f	9.g	9.h	9.i	9.j	9.k	9.l													
Workforce					5.a		5.b		5.c		5.d		5.e																								
Financial Sustainability						12.a		12.b	12.c	12.d	12.e	12.f	12.g	12.h	12.i	12.j	15.a	15.b	15.c	15.d	15.e	16	17	18													
Governance & Management					19.a	19.b	19.c	19.d	19.e		11.a	11.c	11.d	11.e	13.a	13.b	13.c	13.d	20.a	20.b	20.c	20.d	20.f														
RegLantern can help... ...wherever you are!	Correction of Findings		Continuous HRSA Compliance																				Mock Review		Fine-Tuning & Corrections												
	Need a little extra help fixing findings after your OSV? Our HRSA-compliance experts are here to help!		Our web-based tools are designed to keep you continually compliant all the time, avoiding last-minute "cramming-for-the-test" right before your OSV. Schedule a demo with us today and we will provide a free Form 5A Review and recommendations as a "thank you" for your time!																				Ask about our high-quality, affordable mock compliance reviews!		Need a little extra help? Our HRSA-compliance experts are here to help!												

Numbers and letters (12.b, etc.) correspond with chapters and elements in HRSA's Compliance Manual, August 20, 2018.

Red Elements: Clinical Compliance Chapters / Blue Elements: Governance/Admin. Compliance Chapters / Green Elements: Fiscal Compliance Chapters



1-833-REGLANTERN or RegLantern.com

Pricing Structure-Tools

Medicaid Visit: \$150

\$805/month

5.4 MCD Visits/month

(Improved compliance, increased efficiency)

Pricing Structure-Tools

Contract	Monthly Charge	Cost/12 months
Month-to-Month	\$1900	\$22,800/yr
1-Year Contract	\$1600	\$19,200/yr
2-Year Contract	\$1200	\$14,400/yr
3-Year Contract (Best Value)	\$1000	\$12,000/yr
3-Year Contract (After Discounts*)	\$805	\$9,660/yr

Discounts

- *\$500 initial start-up fee; waived for 3-year Contract customers.
- *\$6000 discount off if paying 3-years upfront
- *\$500 discount if place logo and link on webpage
- *\$500 discount if serve as a reference

Additional Discounts

- State Discount
- NACHC Discount

Pricing Structure-Services (With Discounts)

Service	Cost
Document Review/Report (Mock Site Survey)	\$9000
Bundled Discount (If Purchased with 3-yr contract)	-\$1000
	\$8000

Details

- Affordable – *Done remotely*
- Thorough – *Based off documentation*
- Expert – *Use consultants who are actively doing OSVs in their areas of expertise*

NACHC Elevate Complementary Period

Details	3/22	4/22	5/22	6/22	7/22	8/22	Year 1 9/22- 8/23	Year 2 9/22- 8/23	Year 3 9/23- 8/24
Complimentary RegPathway Access	X	X	X	X	X	X			
Subscriber Access							X	X	X
NACHC Elevate Discount Available		-\$1500*	-\$1000*	-\$500*					

*In order to receive each discount, 3-year contracts must be signed by the end of each month.



Next Steps

- **Complete 3 Value Transformation Framework (VTF) Assessments if interested (email: support@reglantern.com):**
 - Complementary 6-month trial period (\$6000 value)
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UPCOMING EVENTS

March 2022

SUN	MON	TUE	WED	THU	FRI	SAT
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		



08. Elevate *Learning Forum*:

Annual Wellness Visits (AWVs)
AWV Billing & Coding



24. Elevate *Connect*:

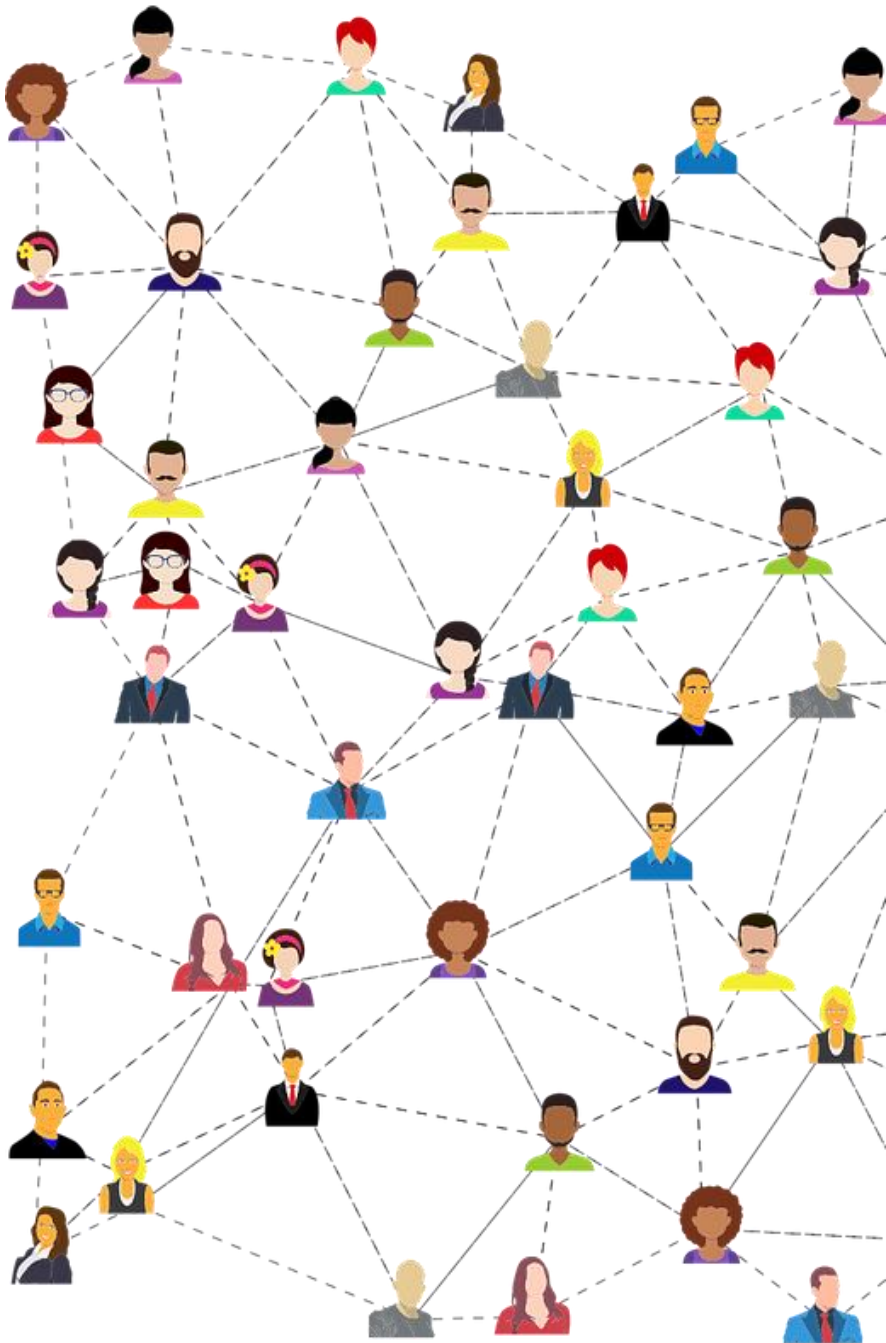
AWV Peer-to-Peer Exchange
Q&A & Resource Sharing

Register for Elevate 2022 to receive sign-up links for all upcoming learning forums:



Online VTF Learning Community Docebo

- Slides and recordings
- Microlearnings
- Self-paced modules
- Videos
- Transformation tools and resources



FEEDBACK

Don't forget! Let us know what you thought about today's session.

FOR MORE INFORMATION CONTACT:

qualitycenter@nachc.org

Cheryl Modica

Director, Quality Center

National Association of Community
Health Centers

cmodica@nachc.org

301.310.2250

March *Learning Forum*:

March 8, 2022

1-2 pm ET

March *Connect*:

March 24, 2022

1-1:45 pm ET



elevate°

**Together, our
voices elevate° all.**

The Quality Center Team

Cheryl Modica, Cassie Lindholm, & Addison Gwinner

qualitycenter@nachc.org