

Thank you for joining

Lilypad Webinar #9

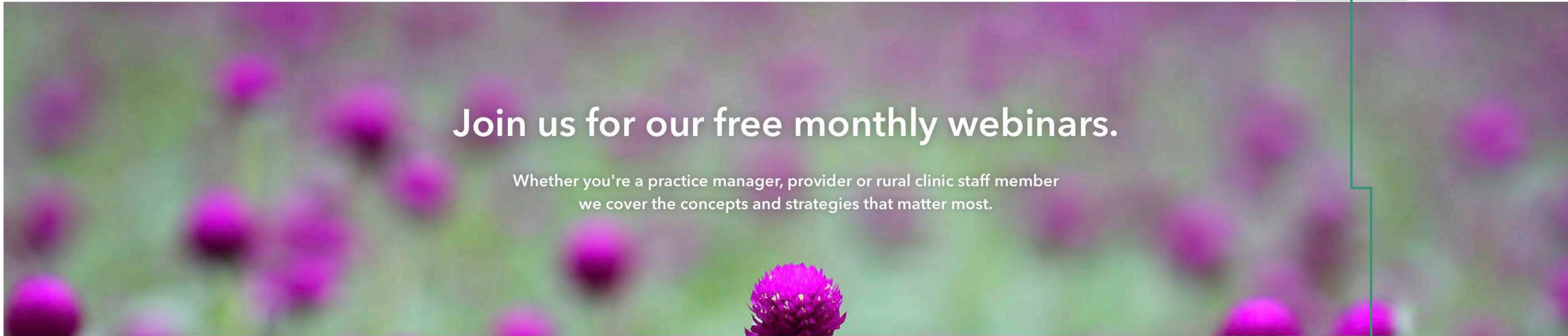
Clinic Spotlight A

Monday, September 21, 2020 3:00 EST

We will record this 30-minute webinar and post a link to the recording as well as the slides after the webinar on our website

All participants will be muted





Join us for our free monthly webinars.

Whether you're a practice manager, provider or rural clinic staff member we cover the concepts and strategies that matter most.

Lilypad® Webinars Are Free to Register, View or Download

Date	Webinar Topic	Registration	Video	Slides
October-16	Provider Productivity and Compensation		Watch	Download
November-21	Clinic Designations and Strategies		Watch	Download
December-16	Practice Management Best Practices		Watch	Download
January-20	Practice Alignment - Specialty Care		Watch	Download
February-17	National and State RHC Rankings		Watch	Download
June-22	Optimizing Cost Reports for RHCs		Watch	Download
July-20	Provider Contracting/Compliance		Watch	Download
August-24	340B Drug Program		Watch	Download
September 21	Clinic Spotlight B	Register		
October 19	Process and Outcomes Quality Measurement	Register		

What We'll Cover Today

Clinic Spotlight: Lexington Regional Health Care
2020 RHC Telemedicine Survey



Clinic Spotlight

RHC STRATEGIES AND CHALLENGES

LESLIE MARSH CEO, NICOLE THORELL CNO
LEXINGTON REGIONAL HEALTH CENTER
LEXINGTON, NE

KATE HILL VICE PRESIDENT CLINIC DIVISION
THE COMPLIANCE TEAM, INC.





BACKGROUND

- Lexington, Nebraska
- Critical Access Hospital
- 11 Average Daily Census

- Provider-based RHCs
- Elwood, Bertrand, and 2 locations in Lexington
- 4 MDs and 10 NPPs
- Extended hours with Walk-in Clinic availability

HOW WE VIEW AND PRIORITIZE PRIMARY CARE

- Relationship to CAH to provide services to community
- Wide array of services/specialties offered
 - tele-hospitalist, tele-neurology, tele-psych, tele-intensivist, 24/7 MD ER coverage
- Recruitment challenges and wins
- Cerner migration
- VBP opportunities with Medicaid and/or commercial payers
- Intermediate and long-term strategies
- Telemedicine

OUR STATS

Total Visits have increased in each of the past three years

Minimum Productivity thresholds have been met the past two years

Physician Cost per FTE Physician increased slightly in FY 2019

2019 Lilypad Cost Report Scorecard

Lexington Regional Health Center - F
(CCN: 288540)

Lexington Regional Health Center - F is a provider-based Rural Health Clinic (RHC) operated as a department of Lexington Regional Health Center, a Critical Access Hospital with 25 licensed beds. It is not subject to a CMS per visit capped rate of \$84.70 for 2019.

Clinic and Provider Metrics	CCN: 288540			2019 PBC Benchmarks		
	2017	2018	2019	Nebraska	Region C	USA
Total Visits	13,443	13,551	15,223	559,648	8,322,562	18,953,888
Total Adjusted Visits	14,820	13,551	15,223	577,341	8,802,270	19,903,581
Variance	(1,377)	0	0	(17,693)	(479,708)	(949,693)
Cost per Visit	\$213.34	\$229.66	\$226.66	\$256.61	\$244.31	\$229.52
Cost per Adjusted Visit	\$193.52	\$229.66	\$226.66	\$248.75	\$231.00	\$218.57
Variance	\$19.82	0	0	\$7.86	\$13.31	\$10.95

\$543,763 COST for 2019 Medicare Patients	\$543,763 REIMBURSEMENT for 2019 Medicare Patients	0 LOSS in Medicare Reimbursements
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Provider Metrics	CCN: 288540			2019 PBC Benchmarks		
	2017	2018	2019	Nebraska	Region C	USA
Physician Visits per FTE Physician	3,525	3,921	4,631	3,817	3,874	4,041
NP Visits per FTE NP	2,378	2,474	2,183	2,448	2,741	2,890
PA Visits per FTE PA	-	-	-	2,803	3,149	3,161
APP Leverage Coefficient	1.7	2.2	3.8	1.1	1.1	1.2
Physician Cost per Physician Visit	\$92.32	\$93.73	\$89.44	\$117.57	\$113.41	\$105.36
Nurse Practitioner Cost per NP Visit	\$47.63	\$48.45	\$47.16	\$61.62	\$56.06	\$52.69
Physician Assistant Cost per PA Visit	-	-	-	\$66.27	\$57.31	\$55.78
Physician Cost per FTE Physician	\$325,380	\$367,482	\$414,174	\$448,766	\$439,337	\$425,745
Nurse Practitioner Cost per FTE NP	\$113,271	\$119,872	\$102,957	\$150,880	\$153,674	\$152,287
Physician Assistant Cost per FTE PA	-	-	-	\$185,798	\$180,470	\$176,295

Produced exclusively for Gregory Wolf on Saturday, Sep 19, 2020
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BENCHMARKS

Physician Visits per FTE Physician now above state benchmark

APP Leverage Coefficient above the state, regional and national benchmarks

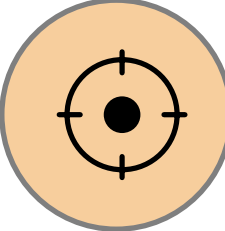
Physician Cost per Physician Visit below the state benchmark



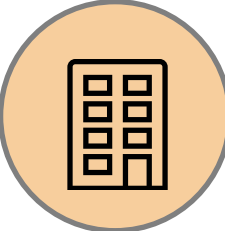
CHECKLIST



Cost Report Consolidation



Productivity Standards



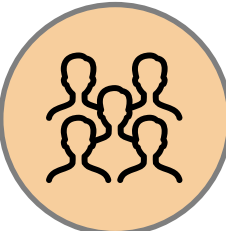
Optimal Hospital Linkage



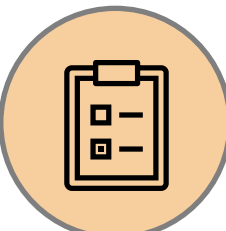
340B Optimization



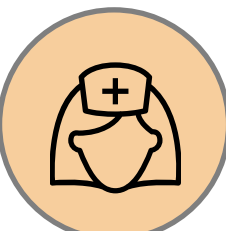
Specialty Care Integration



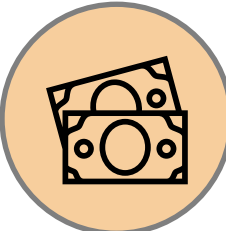
Patient Panel Development



HCC Education and Monitoring



CCM, TCM and BHI Implementation



Contracts and Compliance



Quality Measurement/Benchmarks

9 REASONS TO BECOME A PATIENT CENTERED MEDICAL HOME

1. Patient Engagement
2. Improve Outcomes
3. Decrease ED use
4. Increase Revenue
5. Decrease Hospital Re-admissions
6. Increase Market Share. *Be the provider of choice in your neighborhood.*
7. Increase Staff Satisfaction
8. Increase Patient Satisfaction
9. It's the right thing to do! *It's why we went into this work.*




The
Compliance
Team

OUR EXPERIENCE WITH COVID

- Sick vs Well Clinic
- Tele-health
- Testing strategies

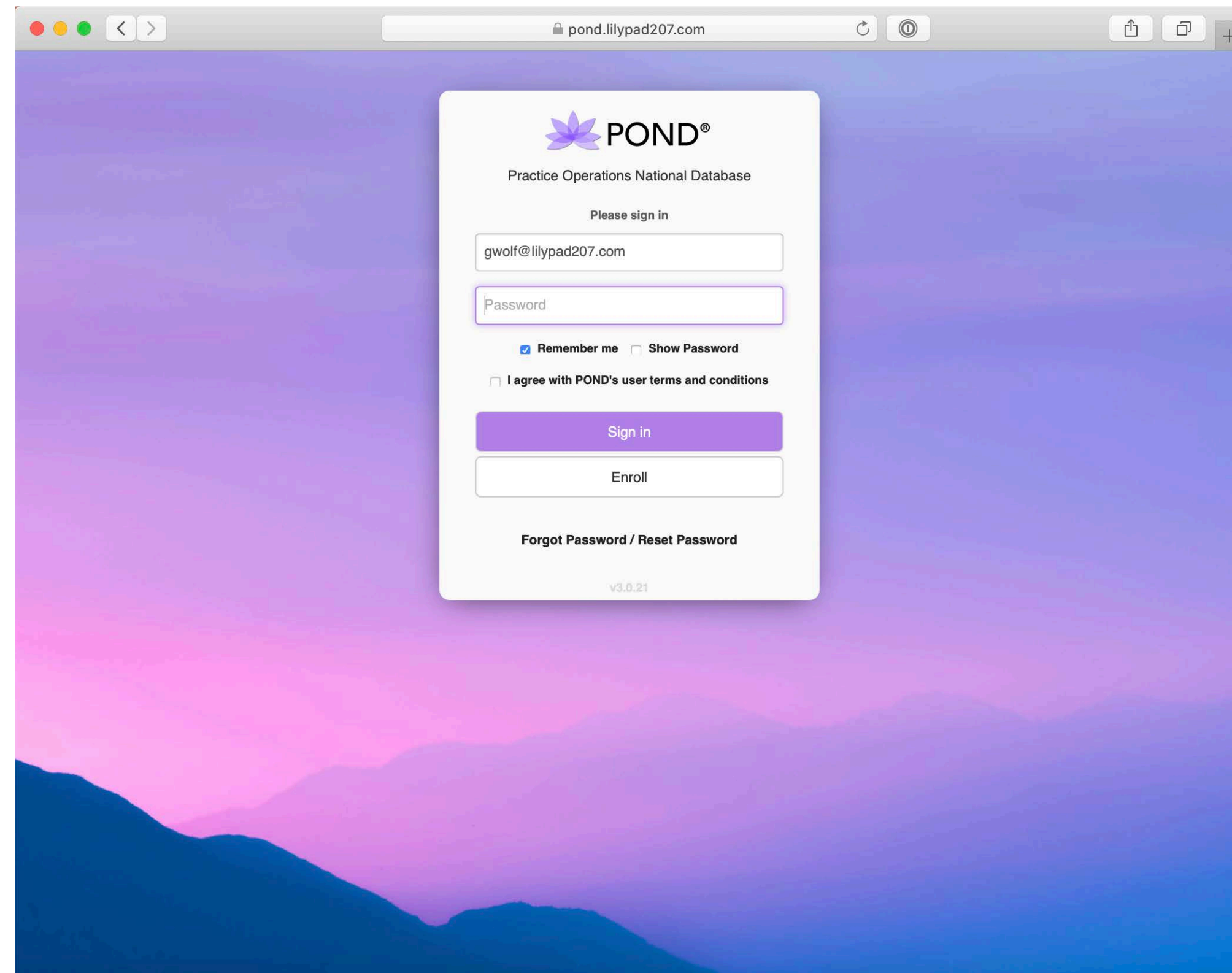
OUR BIGGEST CHALLENGES AND OPPORTUNITIES

- Continuing Wellness Care during a Pandemic
- Obtaining Data and Data Migration
- Benchmarking
- Enhanced Value Based Relationships with Payers
- OB Patient Centered Medical Home

2020 RHC Telemedicine Survey

RHC Telemedicine Survey

Deadline: September 30



WHAT YOU'LL NEED

1. 5 minutes
2. Internet connection and Web browser
3. Clinic NPI and CCN

WHAT YOU'LL GET

1. Telemedicine Industry Report
2. Access to dedicated webinar
3. Clinic Lilypad Award[®] scorecard

About POND®

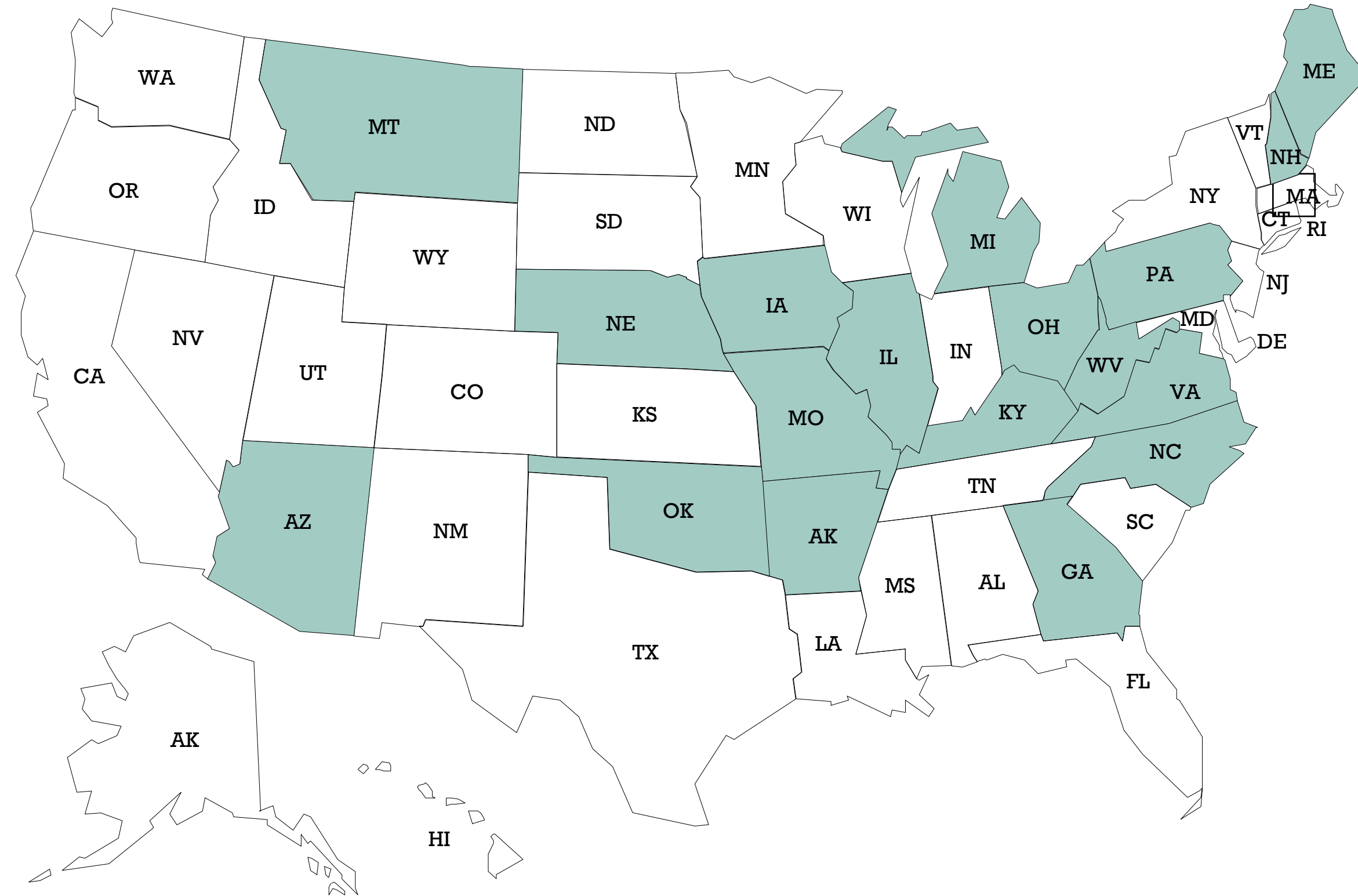


Practice Operations National Database[®]



Developed by Lilypad, POND[®] is the only analytics and benchmarking system dedicated specifically to rural primary care practices

Our Current States



If you are located in one of these states you have access to the POND program right now



Join Us Next Month

Process and Outcomes Quality Measures

Monday, October 19th at 3:00 EST



Thanks for Joining

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