

POND[®] Overview

West Virginia Rural Health Clinic Presentation
March 31, 2021



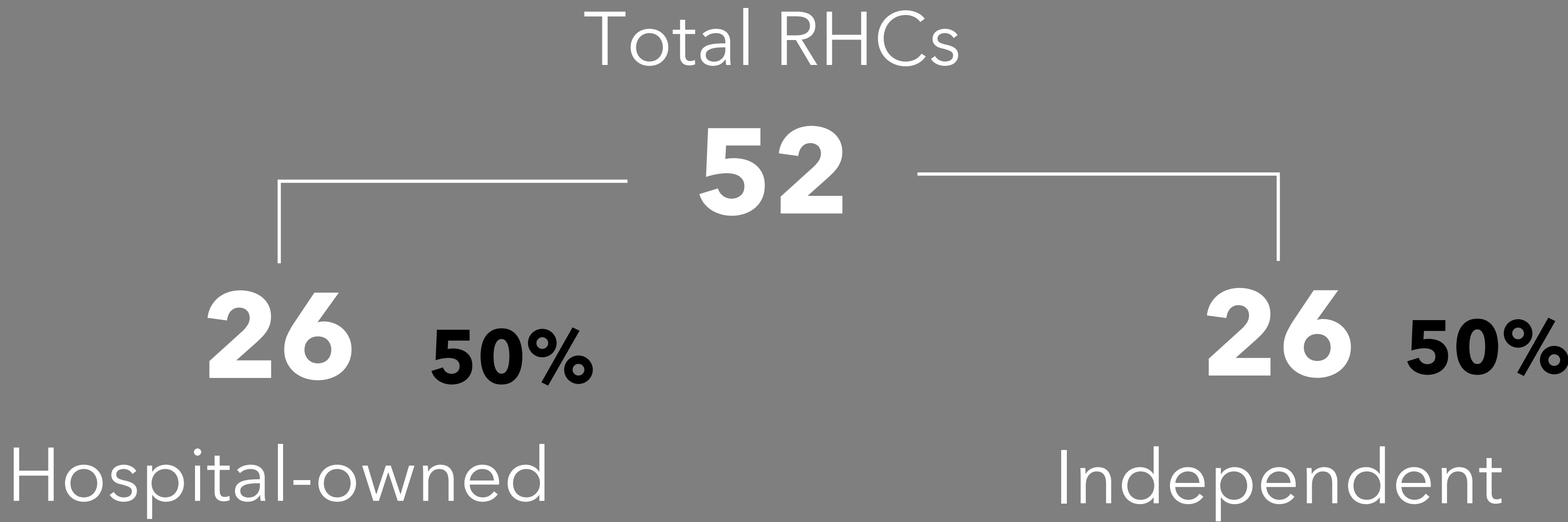
Rural Health Clinics are an essential part of the rural healthcare delivery system

The West Virginia Office of Rural Health and WVHA Healthcare Education Foundation see RHCs as a priority

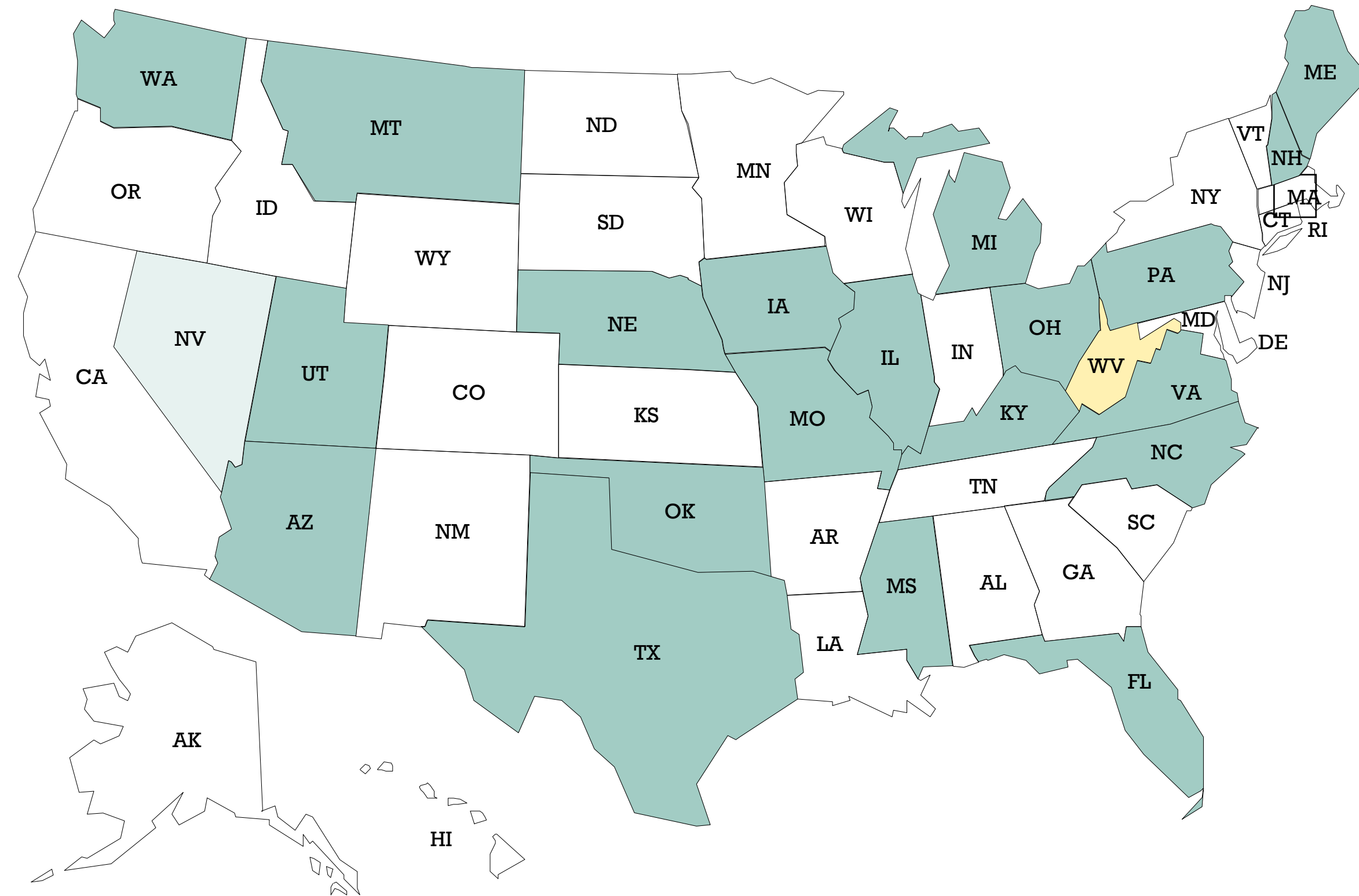
Your organization is being asked to participate in the RHC project to help develop a statewide performance improvement network

2020 West Virginia RHCs

RHC Counts



Our Current States



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

How Does It Work?

Cost Report Scorecards

POND Analytics

State Scorecards

2018 Lycopad Cost Report Scorecard
State of Oklahoma

Summary Statistics	2018	2017	2016	2015
Operational Expenses	1,812,142	1,712,142	1,612,142	1,512,142
Medical Services	1,200,000	1,100,000	1,000,000	900,000
Medical Supplies	600,000	600,000	600,000	600,000
Medical Personnel	1,000,000	950,000	900,000	850,000
Medical Equipment	200,000	200,000	200,000	200,000
Medical Facilities	1,000,000	1,000,000	1,000,000	1,000,000
Medical Information Systems	100,000	100,000	100,000	100,000
Medical Research	100,000	100,000	100,000	100,000
Medical Administration	100,000	100,000	100,000	100,000
Medical Compliance	100,000	100,000	100,000	100,000
Medical Quality Improvement	100,000	100,000	100,000	100,000
Medical Patient Safety	100,000	100,000	100,000	100,000
Medical Risk Management	100,000	100,000	100,000	100,000
Medical Legal	100,000	100,000	100,000	100,000
Medical Insurance	100,000	100,000	100,000	100,000
Medical Tax	100,000	100,000	100,000	100,000
Medical Other	100,000	100,000	100,000	100,000
Total	11,800,000	11,200,000	10,600,000	10,000,000

\$14,908,833 COST
\$14,485,419 REIMBURSEMENT
\$423,414 LOSS

Clinic Scorecards

2018 Lycopad Cost Report Scorecard
Theville Area High Physician Site

Summary Statistics	2018	2017	2016	2015
Operational Expenses	1,812,142	1,712,142	1,612,142	1,512,142
Medical Services	1,200,000	1,100,000	1,000,000	900,000
Medical Supplies	600,000	600,000	600,000	600,000
Medical Personnel	1,000,000	950,000	900,000	850,000
Medical Equipment	200,000	200,000	200,000	200,000
Medical Facilities	1,000,000	1,000,000	1,000,000	1,000,000
Medical Information Systems	100,000	100,000	100,000	100,000
Medical Research	100,000	100,000	100,000	100,000
Medical Administration	100,000	100,000	100,000	100,000
Medical Compliance	100,000	100,000	100,000	100,000
Medical Quality Improvement	100,000	100,000	100,000	100,000
Medical Patient Safety	100,000	100,000	100,000	100,000
Medical Risk Management	100,000	100,000	100,000	100,000
Medical Legal	100,000	100,000	100,000	100,000
Medical Insurance	100,000	100,000	100,000	100,000
Medical Tax	100,000	100,000	100,000	100,000
Medical Other	100,000	100,000	100,000	100,000
Total	11,800,000	11,200,000	10,600,000	10,000,000

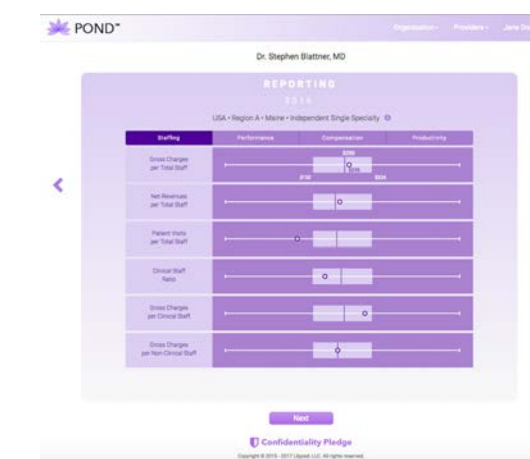
\$404,137 COST
\$366,799 REIMBURSEMENT
\$37,338 LOSS

Clinic Scorecard

POND
Practice Operations National Database
2017 Summary Report
Clinic Group

Summary Statistics	2017	2016	2015
Operational Expenses	1,812,142	1,712,142	1,612,142
Medical Services	1,200,000	1,100,000	1,000,000
Medical Supplies	600,000	600,000	600,000
Medical Personnel	1,000,000	950,000	900,000
Medical Equipment	200,000	200,000	200,000
Medical Facilities	1,000,000	1,000,000	1,000,000
Medical Information Systems	100,000	100,000	100,000
Medical Research	100,000	100,000	100,000
Medical Administration	100,000	100,000	100,000
Medical Compliance	100,000	100,000	100,000
Medical Quality Improvement	100,000	100,000	100,000
Medical Patient Safety	100,000	100,000	100,000
Medical Risk Management	100,000	100,000	100,000
Medical Legal	100,000	100,000	100,000
Medical Insurance	100,000	100,000	100,000
Medical Tax	100,000	100,000	100,000
Medical Other	100,000	100,000	100,000
Total	11,800,000	11,200,000	10,600,000

Interactive Tools



To gain access to these reports and tools the required data must be entered into the POND web application

Tutorial

POND® Tutorial 101
3 months ago | More
Lilypad, LLC PLUS + Follow

0 likes 0 shares 0 comments [Download](#)

30-minute tutorial showing how to enroll, enter data and access the reporting tools in the POND web application.

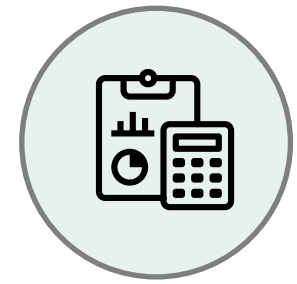
Jump directly to topics in the video:

- Overview [0:01](#)
- Enrollment [2:50](#)
- Data Entry [12:46](#)
- Reporting [25:47](#)

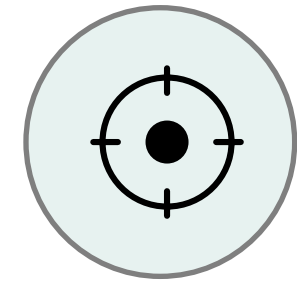
<https://vimeo.com/466246995/0ebde8b506>

RHC Network Checklist

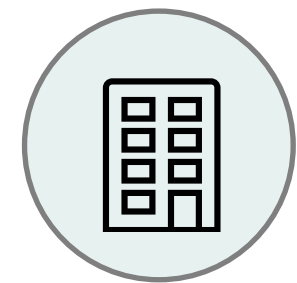
10-Point Checkup



Cost Report Consolidation



Productivity Standards



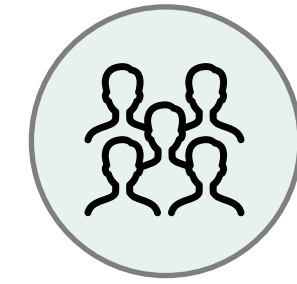
Optimal Hospital Linkage



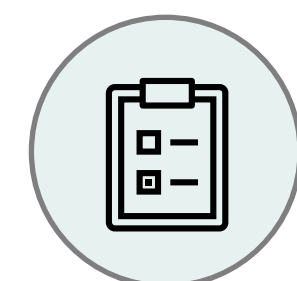
340B Optimization



Specialty Care Integration



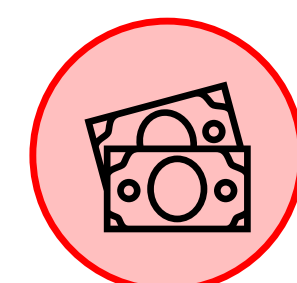
Patient Panel Development



HCC Education and Monitoring



CCM, TCM and BHI Implementation



Contracts and Compliance



Quality Measurement/Benchmarks

2021 Lilyypad Awards

Elevating Rural Primary Care

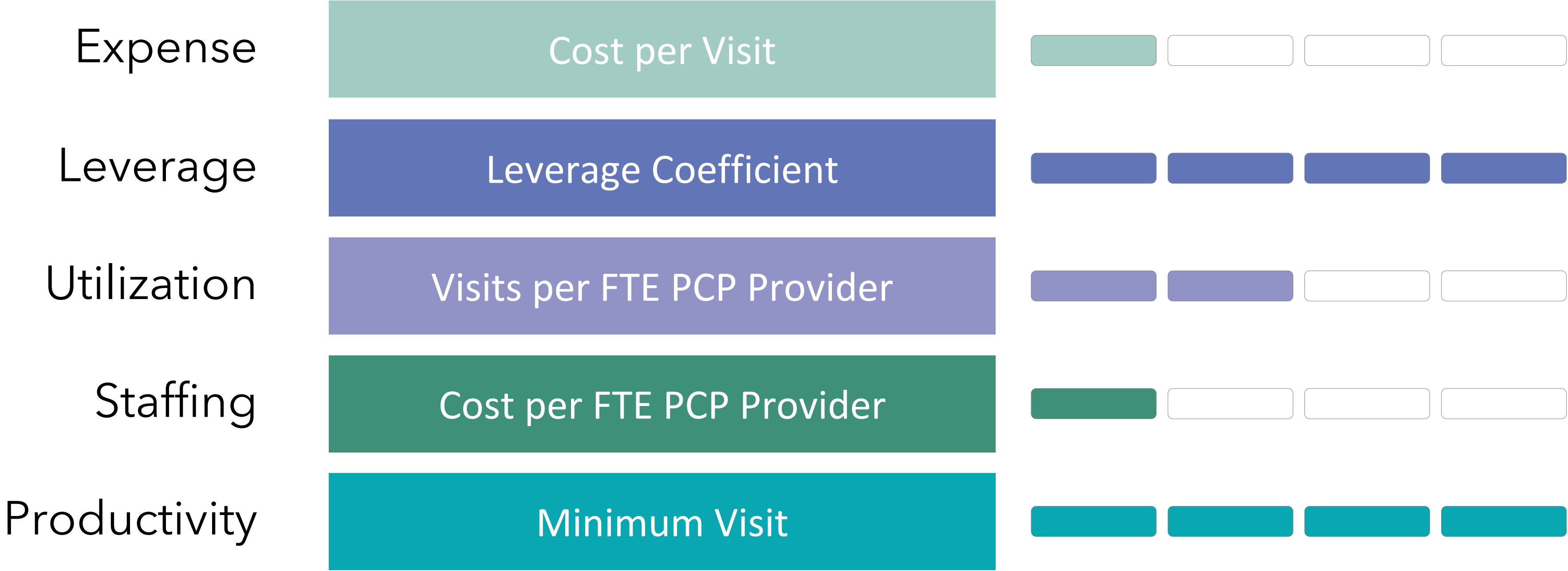
Lilypad® provides data, analytics and performance measurement tools for rural practices

[Grants Available](#)

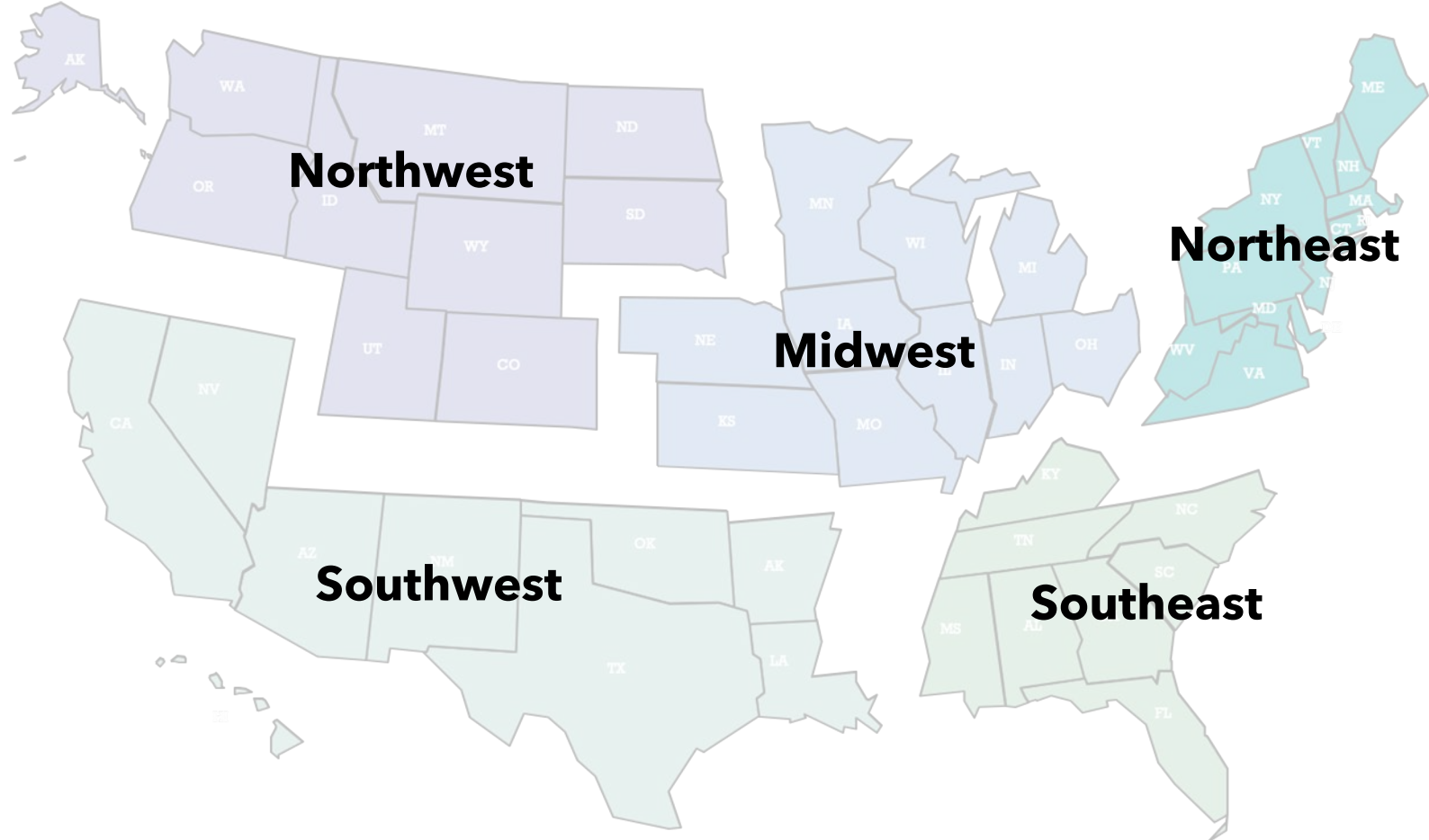
[Learn about POND®](#)

[2021 Lilypad® Awards](#)

2020 Lilyypad® Award Metrics



2021 Lilypad Clinic Awards



Based on each individual clinic’s ranking, the top five Provider-Based RHCs and the top five Independent RHCs earn “Lilies”

25	Top 5 Provider-Based RHCs in 5 Regions	
+	25	Top 5 Independent RHCs in 5 Regions
<hr/>		
50	2021 Clinic Lilies	

For a full list of 2021 Lilypad Award RHC Lily winners, visit:

<https://www.lilypad207.com/awards>

West Virginia Performance

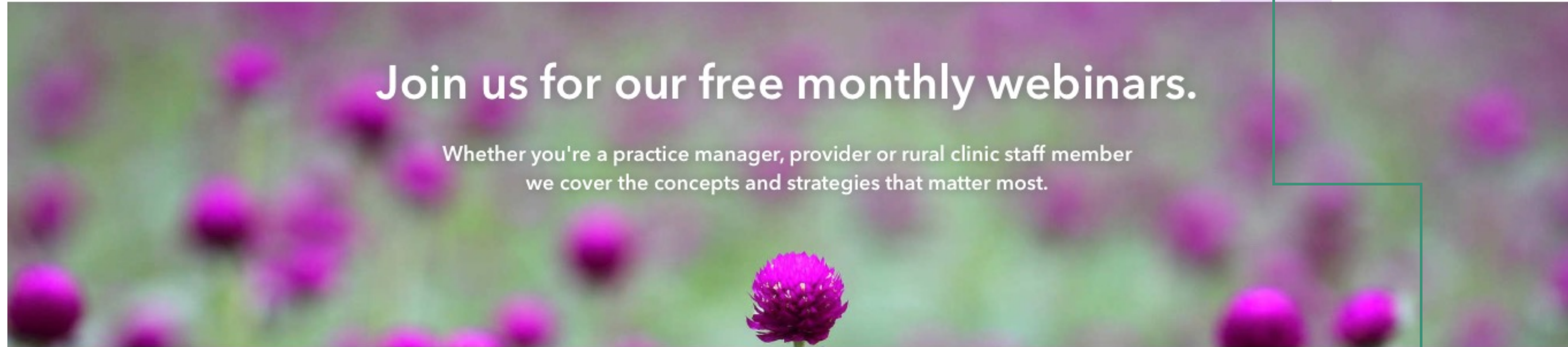
Northeast Award Winners

Provider-Based RHCs

Clinic	Location
Family Health Clinic of Barnes-Kasson	Susquehanna, Pennsylvania
Moshannon Valley Rural Health Center	Brookville, Pennsylvania
New Bethlehem Rural Health Center	Brookville, Pennsylvania
Penobscot Valley Primary Care	Lincoln, Maine
Summers County ARH Family Care Clinic	Hinton, West Virginia

Independent RHCs

Clinic	Location
Abingdon Family Healthcare	Abingdon, Virginia
Family Healthcare Associates	Pineville, West Virginia
Love Memorial Clinic	Moorefield, West Virginia
Merit Medical Group Richlands	Richlands, Virginia
Saco River Medical Group	Conway, New Hampshire



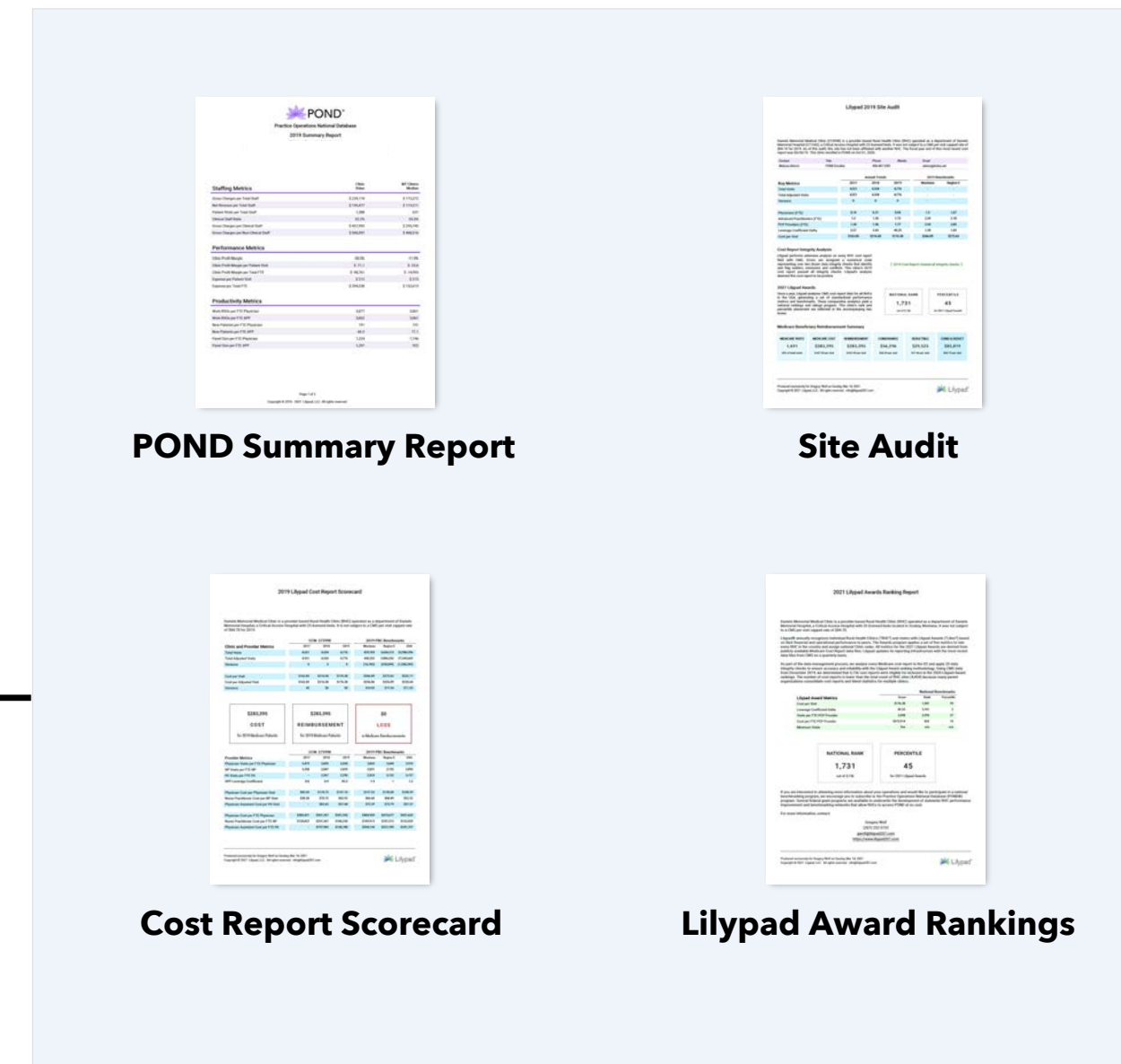
Lily pad® Webinars Are
Free to Register, View or
Download

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 A		Watch	Download
October-19	Process and Outcomes Quality Measurement		Watch	Download

What's Next?

If you have not already used POND:

1. View the Online Tutorial
2. Enroll your RHC
3. Enter data
4. Generate reports
5. Spread findings





Lily pad is a Maine-based analytics firm that provides mobile and web-based applications for rural primary care practices. We adhere to a core business principle that accountable physicians/clinical leaders and administrators require sound data and simple, innovative tools to be successful in their roles within the emerging value-based care delivery environment.

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