Einheit Consulting

Developing People. Driving Results. Delivering Impact.

CAPABILITIES & SOLUTIONS OVERVIEW

Care Cycle™ - Loop Closure Training for Professionals

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About Einheit

(pronounced EIN-hite, rhymes with "mine-kite")

Einheit Consulting provides solutions for healthcare delivery systems that close critical process and service gaps impacting care delivery and community outcomes. We help organizations put compliance requirements into real-world context. Our approach combines operational expertise with a people-first mindset to cultivate a system shaped by the voices of those it is meant to serve.

Core Services

Our evolving healthcare system demands safety nets that are responsive and built to last. Einheit develops practical, people-centered training and workflows that strengthen compliance, reporting, and whole-person care.

Workforce Training & System Design

Our services are designed to equip teams with skills needed to close gaps, reduce administrative burden, and build confidence across clinical and community settings.

Data & Process Optimization

We work with organizations to reduce waste and align with regulatory, accreditation, and funding requirements.

Who We Serve

- Community-Based Organizations (CBOs)
- Community Health Organizations (CHOs)
- Federally Qualified Health Centers (FQHCs)
- Managed Care Organizations (MCOs)
- Payers & Administrative Leaders

Priority Solution

Care Cycle™ - Loop Closure Training for Professionals

Care Cycle™ - Loop Closure Training for Professionals is customized training and workflows that codify the process for referral data collection, intervention, and reporting. Care Cycle™ embeds processes that:

- ◊ Connect clinical and social supports.
- ◊ Support HIPAA-compliant, bi-directional communication.
- ◊ Operationalize improvement.
- ◊ Reduce system inefficiency & leakage.
- ◊ Support Value-Based & Advanced Primary Care (APC) models.

Where Care Cycle™ Adds Value

Strengthening the healthcare delivery ecosystem.

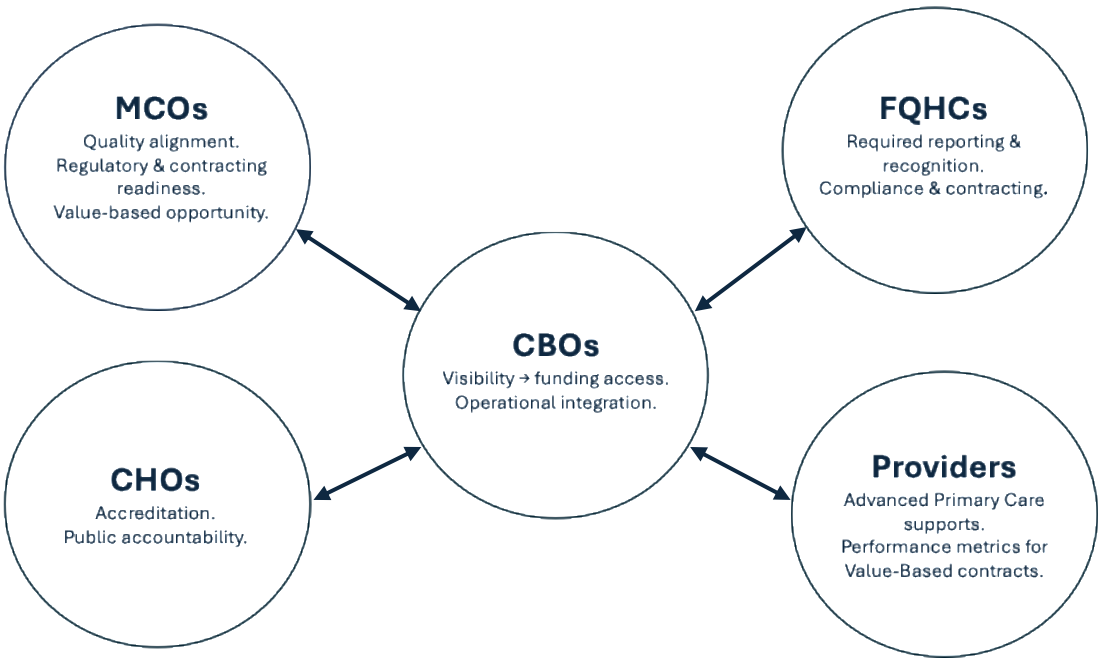
NCQA's first-year data on the Social Needs Screening and Intervention (SNS-E) measure shows that while most health plans can capture screening, the gap between referrals and loop closures is considerable. This gap reflects limited interoperability, inconsistent data standards, and the absence of reliable, structured data from community partners. Care Cycle™ closes the loop on SDOH referrals where administrative data falls short, allowing organizations to deliver intervention evidence that fortifies the system's weakest points.

SNS-E Gaps (NCQA Findings)*	Care Cycle™ Solutions
Most plans capture screening, not intervention.	Captures referral acceptance, intervention, and resolution.
Low intervention reporting rates.	Transforms anecdotal information into auditable, supplemental evidence.
CBO outcomes not visible in reporting.	Equips smaller organizations with structured HIPAA-compliant tools to collect data.
Interoperability gaps block data flow.	Standardized formats ensure CBO data is compatible to larger systems.

**Source: NCQA & Academy Health. Social Needs Screening & Intervention (SNS-E) Data Review, 2025.*

Outcomes

Care Cycle™ data-sharing protocols turn SDOH interventions into proof points for providers, payers, and community organizations.



Bridging the Divide: Rural Partners in Whole-Person Care

Big systems win when small partners succeed.

Care Cycle™ expands the reach of national improvement efforts to rural providers, community organizations, and patients. It closes the communication gap between rural health centers and larger systems, equipping organizations with light-lift, HIPAA-compliant tools and training.

Equipping rural stakeholders with tools to capture structured supplemental data ensures that the voices of rural populations are visible in quality reporting. Integration of these data into larger health system frameworks could fundamentally shift how barriers to care and patient risk factors are understood and, more importantly, how they are addressed.

Rural Opportunity Snapshot

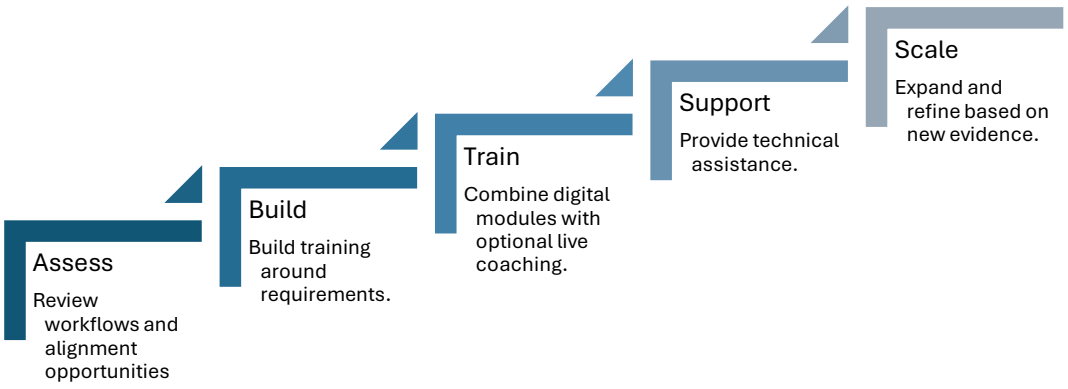
Sources: U.S. Census Bureau, USDA ERS, MACPAC; Georgetown CCF; (NACHC)

Training & Implementation Pathways

Care Cycle™ - Loop Closure Training for Professionals combines digital-first access with tailored support for seamless adoption and expansion.

Engagement Phases

Care Cycle™ prioritizes rapid deployment while maintaining flexibility, enabling organizations to move from readiness to execution with confidence.



Scalability & Customization

Flexible Engagement Model

Einheit's approach adapts across settings. From small, resource-constrained community-based organizations (CBOs)s to large health systems. Care Cycle™ uses a phased approach to embed meaningful participation in the referral process:

Supporting Advanced Primary Care (APC)

Closed-loop referrals as the backbone of integrated, accountable care

Advanced Primary Care practices work as wellness hubs, coordinating specialty care and social supports for vulnerable populations. Success depends on whether referrals are completed, tracked, and fed back into the patient's care plan.

Reliable referral workflows are essential. APC requires measurable outcomes, shared accountability, and the ability to demonstrate coordination across multiple care partners. These are the strengths Care Cycle™ delivers.

The Care Cycle™ approach positions modern providers for success by operationalizing improvement and strategic collaboration.

Strategic Partnerships & Care Cycle™ Fit

CBO Reference Guide & HCO Toolkit NCQA, 2024–2025	Care Cycle™ Fit
Pilots as On-Ramps NCQA recommends pilots as safe entry points to build trust, test workflows, and scale what works.	**Pilot, Partnership, Enterprise** The Care Cycle™ model is designed to start small, prove results, and scale.
Payment Tied to Outcomes Value-based contracts and Medicaid waivers increasingly reward organizations that document completed referrals and disparities addressed.	**Funding Alignment** Care Cycle™ processes are tailored to client-specific data needs for reporting and awards.
Cross-Sector Partnerships Health care organizations (HCOs) and community-based organizations (CBOs) must collaborate to address SDOH needs.	**Responsive Design** Our workflows intentionally strengthen relationships between stakeholders, ensuring timely collaboration and communication.

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Capability Statement

Einheit Consulting LLC

DUNS: 136501765

UEI: QLSUWAA1NDF4

Company Overview

Einheit Consulting LLC offers agile, data-informed management consulting services to healthcare systems. With a focus on organizational change, compliance, workforce training, and digital transformation, Einheit delivers scalable solutions tailored to improvement efforts and compliance requirements.

Led by Lori Payne, MHA, CSM—a results-driven professional with a decade of strategic and regulatory leadership in Managed Care, Einheit provides remote-first consulting reinforced by subject matter expertise and a commitment to measurable outcomes.

Core Competencies

- ◊ Change Management & Strategic Planning – Agile-based frameworks to manage transitions, optimize processes, and align stakeholders.
- ◊ Compliance & Regulatory Advisory – Expertise in programming and oversight that adheres to state and national regulations.
- ◊ Workforce Training & Upskilling – Design, development, and delivery of compliance-focused and skills-based training programs.
- ◊ E-Learning & LMS Deployment – Custom SCORM-compliant content, LMS configuration, and instructional design services.
- ◊ Public & Internal Communication Strategy – Stakeholder engagement plans, outreach campaigns, and messaging frameworks.

Differentiators

- ◊ Certified ScrumMaster® with advanced Agile training
- ◊ Professional Liability insured
- ◊ Rapid start onboarding within 24 hours of award
- ◊ Remote delivery model for scalable U.S. reach
- ◊ Past success with government-funded health initiatives
- ◊ Access to expert subcontractors and niche consultants

NAICS & PSC Codes

NAICS Codes:

- ◊ 541611 – Administrative & General Management Consulting Services
- ◊ 611430 – Professional & Management Development Training

- 541618 – Other Management Consulting Services
- 541690 – Other Scientific & Technical Consulting Services

PSC Codes:

- R408 – Support – Professional: Program Management/Support
- R499 – Support – Professional: Other
- U008 – Education/Training – Training/Curriculum Development

Past Performance Highlights

- Healthcare Quality Improvement: Delivered HEDIS improvement programs with measurable gains in targeted populations.
- Stakeholder Coordination: Managed cohorts with over 40 community organizations to chart improvements in referral coordination.
- Training Deployment: Led enterprise training strategy for over 300 associates in compliance and service delivery.
- Regulatory Reporting: Led recurring cross-departmental accreditation projects that achieved a score of 100%.

Company Data

EIN: 33-3657980
UEI: QLSUWAA1NDF4
Registered In: System for Award Management (SAM.gov)
Business Type: LLC –
Founded: 2025
Location: New Orleans, Louisiana
Business Model: Remote/Virtual + Onsite (as required)

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Founder

Lori Payne, MHA, CSM

Trusted advisor and strategist guiding organizations through compliance improvement and people-first system design.

Organizations in healthcare delivery systems face a constant balancing act: meeting regulatory demands, engaging communities, and aligning teams around change. Too often, compliance becomes a checklist, communication breaks down, and the very people the system is meant to serve are left behind. This can translate into reputational risk, missed performance targets, and wasted investment in initiatives that struggle to take root.

Lori Payne built Einheit Consulting to close that gap. With a track record of success in managed care, quality management, health equity and communications, Lori has led multi-million-dollar annual initiatives that not only passed accreditation audits but created lasting improvements in compliance and outcomes. She led a multi-market project that secured required training and implementation of a data collection system, ensuring leaders and staff had the tools they needed to sustain accreditation readiness. Her leadership in managed care has led to successful accreditation projects state and enterprise levels. She led and facilitated annual statewide cohorts that engaged community organizations and resulted in a redesigned referral system that strengthened coordination and impact for service populations.

Her leadership style combines empathy, clarity, and purpose. She integrates approaches that keep people engaged and ensures every individual understands their value and role in the mission. By applying organizational expertise, Agile methodology, and human behavioral insights, she translates requirements into results-oriented action. Lori partners with leaders ready to turn vision into impact that endures.

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