Virtual Onboarding Learning Management System Provider Recruitment

PRESENTED BY

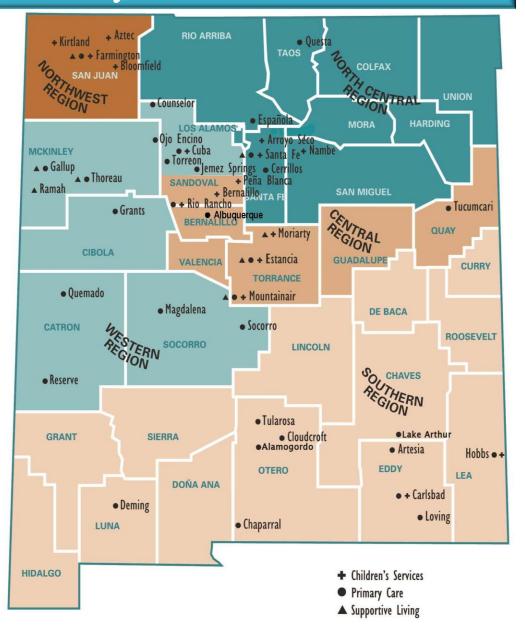
STEVEN C. HANSEN, PRESIDENT & CEO
DIANE MARTINEZ, VP OF HUMAN RESOURCES & ADMINISTRATION

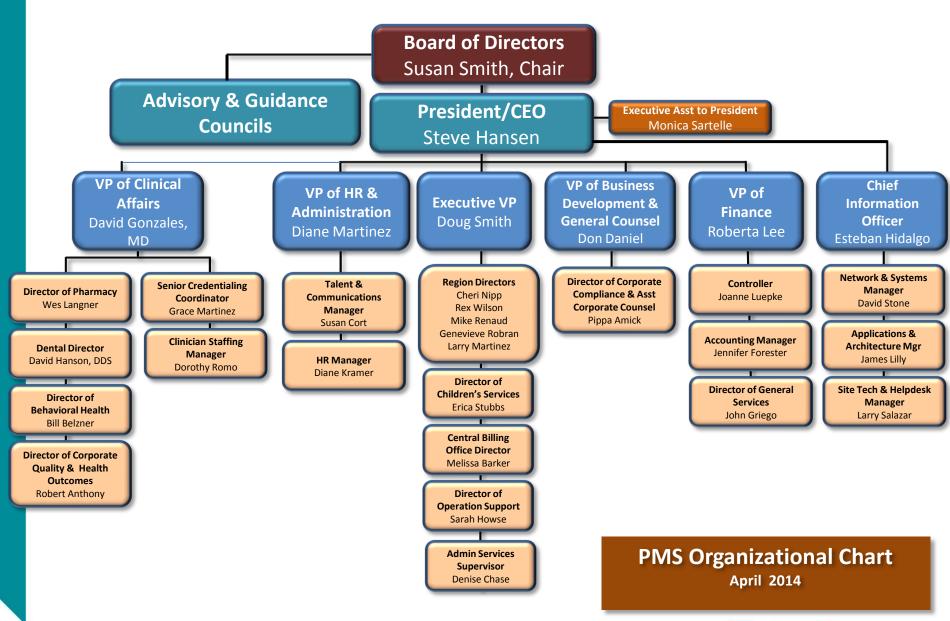


- Incorporated 1969
- 1,153 Employees
- 94 Facilities, 38 Communities
- Budget \$90 Million
- Lines of Business
 - Children's Services
 - Home Care and Hospice
 - Adult & Child Developmental
 Disabilities
 - Traditional Healing Program
 - Residential Treatment Center
 - Senior Centers
 - FQHC/CHC
 - Medical, Dental & Behavioral Health
 - 330 (e) & (h)
 - 65,000 Users
 - 300,000 Encounters
 - 50 Clinic Sites
- 500 Miles Between Furthest Sites
- 300 Miles From Central Office to Furthest Sites

SLIDE 2 | APRIL 25, 2014

Presbyterian Medical Services







VIRTUAL ONBOARDING BUSINESS OPPORTUNITIES

- Engage New Hires with Personalized
 Onboarding Experience to Decrease Turnover
- Reduce Onboarding Administration Costs
- Simplify Onboarding Management for all Key Stakeholders
- Extend Onboarding Past Day One



ENWISEN VIRTUAL ONBOARDING FEATURES & BENEFITS

Our robust, multi-faceted onboarding system allows us to better.

- Acclimate new hires to culture, policies, benefits
- Automate process workflow for key stakeholders
- Integrate all relevant data and systems
- Comply with policies, laws, and regulations



ROBUST FUNCTIONALITY

- Quickly engages new hires
- Decreases new employee turnover
- Reduces cost per new hire
- Streamlines processes time spent more efficiently
- Consistent onboarding experience
- Facilitates Regulatory requirements
- Data interface with Lawson HRIS, JOBS@PMS, PMS Intranet & LMS
- Accelerates productivity



VIRTUAL PREBOARDING & ONBOARDING TOURS

- Preboarding Tour Completed before hire date and includes welcome video, W-4, I-9, emergency contact info, direct deposit, first day expectations
- Onboarding Tour Completed during first week and includes company policies, introduction to organization structure and leadership, benefits information, regulatory requirements, completion of acknowledgements and forms with electronic signatures
- To ensure each employee sees the right step, tour groups are defined by meta-data, such as: FTE, status, job codes, and program, all of which place new hires in the correct tour.



PROJECT PLAN

- Created project team from HR & IT one year project
- Reviewed current onboarding process and mapped out new process
- Designed tour steps (screens employees will see)
- Analyzed content of 290 job descriptions and created mapping documentation for each tour group – 90 unique groups created
- Developed "smart" forms and workflow processes
- Created interface with HRIS, LMS and other external systems
- Mapped out user roles and implemented systems security
- Created 20 virtual training modules to interface with system
- Developed and implemented training plan for HR staff and Supervisors – screencasts, newsletters, WebEx and email tips





COST

• On	e-tii	me	impl	lementa	tion fe	e	\$33
			1000	1.55			

Cost of additional "smart form"

Annual subscription fee

\$33,795

\$5,000

\$15,000

ROI ESTIMATE FOR PMS

5% reduction in turnover

✓ 55 new hires

Less New Hire & Admin costs

✓ 2 days/hire

Less travel

✓ 350 hires/yr

Compliance

\$475,000

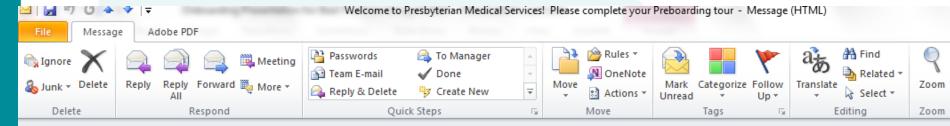
\$75,000

\$100,000

Priceless



WELCOME EMAIL



From: hr@donotreply.org
To: Diane Kramer

Cc:

Subject: Welcome to Presbyterian Medical Services! Please complete your Preboarding tour

Welcome to Presbyterian Medical Services! We are excited that you will be joining our organization. In order to prepare for your first day of work, we need you to complete the click on the link below to begin this process.

User ID: 88999

Password: Welcome1! (You will be prompted to change your password the first time you log into the system. Remember your User ID and password as you will need Organization: presbyterianmedicalservices

The online Preboarding tour must be completed no later than the Friday before your first day of work - if it is not completed on time, your start date may be delayed. A supervisor or Human Resources at (505) 820-3480.

Click here to Login

The information in this email contains information which may be confidential or legally privileged. It is intended solely for the addressee. Access to this email by anyone else is unauthorized, except for when approved by the recipient, any disclosure, copying, distribution or any action taken or omitted to be taken in reliance on it, is prohibited and may be unlawful. All personal messages express views solely of the sender, which are not to be at Services and may not be distributed without this disclaimer. If you received this message in error, please notify us immediately at 1-800-477-7633. To the extent the information disclosed along with this email concerns, so or drug and/or alcohol abuse or treatment, such information has been disclosed to you from records protected by State and Federal confidentiality rules (including, without limitation, 42 CFR Part 2 and NMSA 24-1-9.5). The from making further disclosure of this information unless expressly permitted by the written consent of the person to whom it pertains or as otherwise permitted by 42 CFR Part 2, and applicable New Mexico regulations, medical or other information is NOT sufficient for this purpose. The Federal rules restrict any use of the information to criminally investigate or prosecute any alcohol or drug abuse patient. Under New Mexico law, a personal message express views solely of the sender, which are not to exceed six months or the payment of a fine of not more both.



HOW IT WORKS LAUNCH PAGE

RESBYTERIAN MEDICAL SERVICES Building a Healthier State*

Welcome to Presbyterian Medical Services





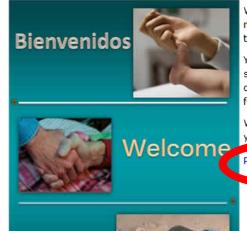
Welcome to Presbyterian Medical Services, a not-for-profit organization founded in 1969 based on a mission to provide integrated healthcare, education and human services to underserved communities throughout New Mexico.

You are joining a team of dedicated individuals that is committed to fulfilling the PMS mission. Employed skills, professionalism and engagement have made our programs exceptionally successful and your contributions can help bring greater success in the future. We at Presbyterian Medical Services look forward to working with you and anticipate that you will have a challenging and rewarding experience.

We invite you to view a welcome message from Steven C. Hansen, President/CEO of PMS. Then, begin your onboarding tour. We're glad you're here!

PMS Welcome Video





Preboarding Tour 0 of 9 Status: In Progress Due By: 05/02/2014 Next Step:Introduction to Get Started

© 2014 Enwisen



YÁ'ÁT'ÉÉH

HOW IT WORKS PREBOARDING - TOUR STEP

PMS'

Presbyterian Medical Services

Building a Healthier State*

Preboarding Tour

Welcome: Timothy Tester

Hire Date:

05/05/2014

Job Title:

Medical Assistant II

Supervisor:

DIANE MARTINEZ

Program:

Farmington Community

Health Center

Program Phone:

505-327-4796

Tour Steps

Ready

Preboarding Tour

Personal Information

Emergency Contact

Direct Deposit

W-4

Preparing for Your First Day

Thank you

Introduction to Onboarding









Timothy Tester |

Employee Onboarding

During your first few weeks of employment, you will participate in Employee Onboarding, a sequence of activities that acclimates you to your position and program, captures documentation, and provides needed training. Employee Onboarding is comprised of: Virtual Preboarding & Onboarding tours, Program Orientation, New Employee Orientation, and program-specific regulatory training.

ing & Onboarding Tours

rding & Onboarding tours are completed before hire and during your first day, respectively. Tours are comprised of a series of steps (screens) that you will navigate, which provide information about PMS, policies & procedures, benefits, position specifics, and other important processes. In addition, you will be asked to complete, acknowledge and electronically sign various forms, all of which will be used to complete your personnel file.

Program Orientation

On your first day, before you complete the onboarding tour, you will receive a tour of the facility, be introduced to other employees, and meet with your supervisor to review your job description. You will need a copy of your job description to complete your onboarding tour. The program orientation will continue throughout your first several weeks of employment.

New Employee Orientation

Within the next two weeks, you will attend PMS' one-day new employee orientation at Central Office in Santa Fe, NM. At this session, you will participate in a variety of training, including: customer service, valuing diversity, teambuilding, and other important topics that will help you succeed at PMS. Your supervisor will schedule you for the next available session.

Program-Specific/Regulatory Training

Based on your position, you may be required to complete additional training during your first two weeks. Your supervisor will explain these training requirements

ONBOARDING - TOUR STEP

Tester Test I L

PMS

PRESBYTERIAN MEDICAL SERVICES

Building a Healthier State*

Onboarding Tour

Welcome: Tester Test



Hire Date:

04/23/2014

Job Title:

MEDICAL DIRECTOR

Supervisor:

DIANE KRAMER

Program:

ESPERANZA MEDICAL

CENTER

Program Phone:

505-384-2777

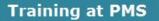
Completed 14 of 17

Tour Steps

- Onboarding Tour
- Mission, Vision, and Values
- Corporate Leadership
- Lines of Business
- Employment Expectations
- TB Testing Requirements
- Hepatitis B & Pertussis
- Human Resources Training
- Outside Employment
- Policies & Procedures
- Radiation Standards
- Your Benefits at PMS
- Malpractice Insurance
- When is Payday?

Employees Make the Difference

Next Steps in Onboarding









Training at PMS

Training is an essential part of working at PMS. Depending on your position, you may need to complete required trainings such as HIPAA, safety, abuse & neglect detection & reporting, or modules specific to your position, such as: Comprehensive Community Support Services. Training related to Nextgen, PMS' electronic medical record system, is provided by the Patient Care & Training Application Team located at the Central Billing Office. You may also participate in soft-skill training opportunities during your employment, PMS utilizes a variety of training delivery methodologies, including virtual training, self-paced modules, and in-person training. The HR training staff is ready to help you with your training needs, including requests for training, accessing resources, and using the PMS Employee Learning Center. Call the Learning & Development Department at 505-954-2331 if you have any questions.

Management Training

New managers must complete the Management Training Curriculum during the first six months of employment. These courses center on fundamental PMS procedure and supervisory skills. The curriculum includes modules located on the PMS Employee Learning Center, and an Accounting for Managers training presented at the Central Billing Office. New managers will receive an invitation to participate in the Management Training Program from the Learning & Development Department. In addition to the required curriculum, managers are also encouraged to review the Leadership Excellence training resources posted to the PMS Employee Learning Center.

Following completion of this onboarding tour, you will be reminded to return to the PMS Employee Learning Center to complete any remaining required online training, if applicable to your position.



@ 2014 Enwise

HOW IT WORKS SMART FORM -

Onboarding Tour Welcome: Tester Test



«	Malpractice Insurance							
Hire Date: 04/23/2014 lob Title:	Upon employment, all licensed professionals are provided with occurrence-based professional malpractice insurance in the amounts of \$1 million / \$9 million in coverage, paid for by PMS. In order for your coverage to begin, we need the following information which will be submitted on your application for malpractice insurance coverage.							
MEDICAL DIRECTOR Supervisor:	Please verify or complete the information below:							
DIANE KRAMER	First Name:	Tester						
Program: ESPERANZA MEDICAL	Middle Name:							
CENTER	Last Name:	Test						
Program Phone:	Lust Hume.	Test .						
505-384-2777	Hire Date:	04/23/2014						
Completed 14 of 17	Date of Birth:	08/25/1963						
our Steps Onboarding Tour	Provider Type:	MD Y						
Mission, Vision, and Values	NM Licensure Information:							
Corporate Leadership	State:	MM ~						
Lines of Business	License Type (e.g. *physician, RN):	Physician Physician						
Employment Expectations								
TB Testing Requirements	License Number:	MM123456789						
Hepatitis B & Pertussis	Current Status:	Active - Permanent						
Human Resources Training								
Outside Employment	For Prescribing Providers	s:						
Policies & Procedures	License Type:	Federal DEA Y						
Radiation Standards	Federal DEA License	* 123456						
✓ Your Benefits at PMS	Number:							
✓ Malpractice Insurance	Current Status:	Active - Permanent						
✓ When is Payday?	For Prescribing Providers	s:						
Training at PMS	Licence Types	NM Controlled Substance License						
Employees Make the Difference	License Type: Ready	INFI CONTROLLED SUbstance License						
Next Stene in Onhogoding	reday							

HOW IT WORKS SMART FORM -



CPG ADD HEALTH CARE PROVIDER FORM

Presbyterian Medical Services

	Name o	f Clinic/Organi	zation (please p	rint)	Policy Number			
ooli		ks section if yoυ			orsed onto the clinic's/organization's NORCAL ages as necessary. Please ensure that you sign and			
nfil	tration) or performir	ng deliveries, at	ortions and/or an		esia (other than topical or by means of local intermediate procedure or surgery, oral surgery or ider Application.			
Please identify the effective date of the addition:								
	04 23		2014	12:01 a.m. Local Time				
	Month	Day	Year	_				
2. Please complete the following regarding the health care provider:								
	Name:	Test		Tester				
		Last		First	Middle			
	Date of Birth (mm	/dd/yy): 08/25	5/1963					
		MD DO Certified Nurse Perfusionist	Midwife Dire	D Certified Registered ect-Entry/Licensed Midwife stant Podiatrist				
2	If the health provide	dor ie a nhveicia	n nloseo idontify	oach modical enocialty/fiold	of modicing in which the physician will practice and			



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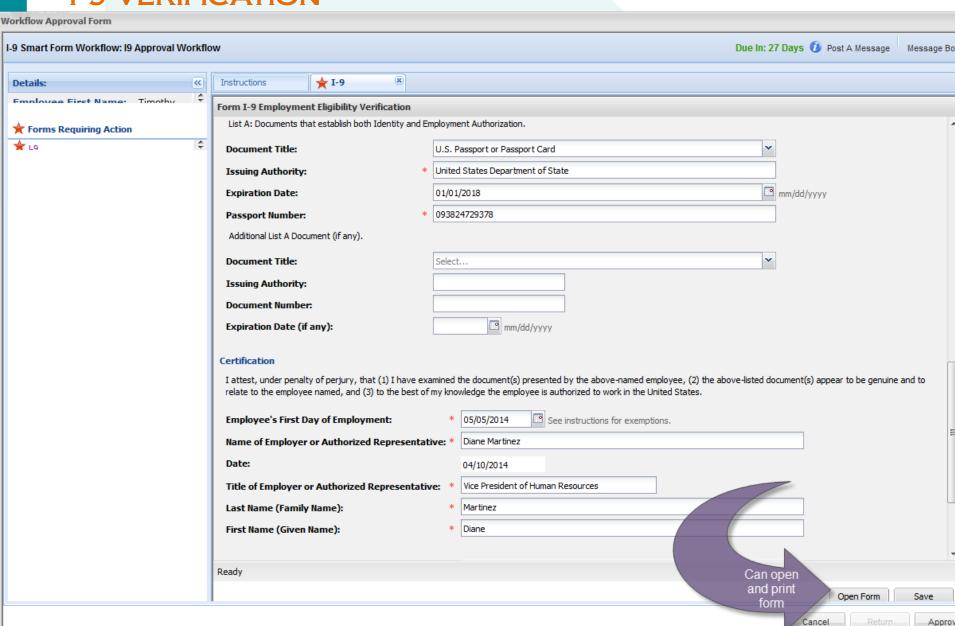
Diane Kramer | Logout



ADMIN CONSOLE

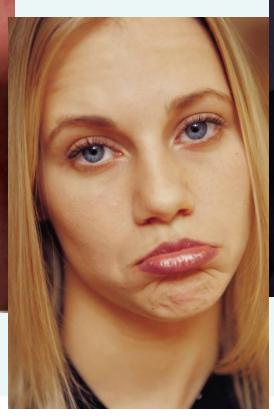
Diane Kramer | L PMS Presbyterian Medical Services Building a Healthier State* \mathbf{v} Time Home Onboarding - << Admin Dash Admin Console **Navigation Menu** ,o × Tour Schedule... Y Workflow Status... Name First Last All Tours... Tour Status... Group... ■ Views Admin Dash ✓ Select All Delete Deselect All Archive Refresh Admin Console Name Tour Ver | Tour Status Progress % Tour Due Date Workflow Status Data Status Actions My Inbox 📝 🛶 Tester Test Onboarding Tour Completed 14 of 17 82% 04/25/2014 In Process Not Started Pending Manager Console GREGORY MAT .. Completed 0 of 9 04/25/2014 Preboarding Tour Not Started 0% Not Started Pending Manager Dash 📝 🛶 ANNAVIE PESH... Preboarding Tour Not Started Completed 0 of 9 0% 04/25/2014 Not Started Pending Archives CLAUDINE BOYD Preboarding Tour Not Started Completed 0 of 9 0% 04/25/2014 Not Started Pending Analytics & Reports ■ Settings JANINE MCKENNA Preboarding Tour Not Started Completed 0 of 9 0% 04/25/2014 Not Started Pending Admin Inbox BRENT SCHRA. Completed 9 of 9 04/25/2014 Not Started Preboarding Tour Complete 100% Pending My Inbox Proxies 📝 🖂 BRADI WESTON Preboarding Tour Complete Completed 9 of 9 100% 04/25/2014 Not Started Pending Proxy Administration 🕜 😼 BRENDA MARIS. Preboarding Tour Completed 9 of 9 100% 04/25/2014 Not Started Pending Complete Template Editor 🤽 Manage New Hires JIM SISNEROS Preboarding Tour Completed 9 of 9 100% 04/25/2014 Not Started Pending Complete KRISTA SCORS. Preboarding Tour Complete Completed 9 of 9 100% 04/25/2014 Not Started Pending 📝 😼 KAIYA UPTON Completed 17 of 17 🔀 😼 Onboarding Tour Complete 100% 04/23/2014 Not Started Sent Page 1 of 12 Displaying 1 -Tour Steps: 9 Workflows: 1 Messages: 1 User Details BRENT SCHRADER - Preboarding Tour Step Status Date Time Spent Step **4** Introduction to Onboarding 04/03/2014 03:27 \checkmark Preboarding Tour 04/03/2014 00:36 4 Personal Information 04/03/2014 03:11 **4 Emergency Contact** 04/03/2014 05:28 **4** \blacksquare Direct Deposit 04/03/2014 04:53 \blacksquare W-4 04/03/2014 01:07

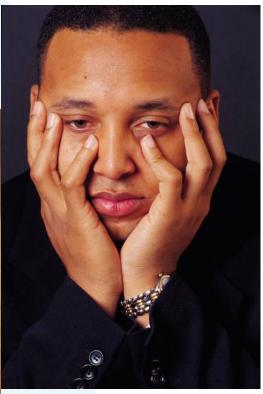
I-9 VERIFICATION



SUPERVISORS BEFORE ONBOARDING









SUPERVISORS AFTER ONBOARDING





RESULTS & LESSONS LEARNED

Positive Outcomes

- Hours of time previously spent by managers saved
- More engaged new hires
- Consistent Orientation
- Corporate Orientation reduced to one day
- Elimination of data entry and printing of forms
- Compliance

Lessons Learned

- Large investment in project up front leads to great outcomes
- Does not necessarily save HR staff time data systems need management



LEARNING MANAGEMENT SYSTEM







Welcome to the Presbyterian Medical Services Employee Learning Center

Powered by eLogic eSSential LMS 9.2



PMS – eLogic Learning Management System (LMS)

An industry-leading online tool for managing our eLearning and overall training program across the entire organization.



QUALITY

- Creates and promotes a high performance culture
- Aligns learning with PMS's immediate and long-term needs
- Helps PMS stay competitive in a rapidly changing healthcare environment

COMPLIANCE

- Helps satisfy regulatory training requirements
- Saves time by facilitating tracking & reporting for audits
 - → We anticipate 75% time savings for 10-15 audits per year once systems are fully implemented.
- Reduces risks of funding loss, penalties and/or fines



ROBUST FUNCTIONALITY

- Ability to manage statewide training delivery
- User-friendly interface
- Required training enrollments for example, single modules such as annual safety training or groups of modules (Learning Paths & Compliance Paths)
- Blended Learning for instructor-led sessions, online modules, & library items
- Automated email reminders
- Robust Reporting Engine (Standard & Adhoc)
- External training certificate uploads
- Data Integration with Lawson HRIS
- Accessible from any computer with Internet access
- Training Calendar



PROJECT PLAN

- Created project team from IT, HR & Accounting
- Established list of needed & desired features
- Selected LMS (from 6) based on features and cost factors
- Performed HRIS data review to create the organizational and geographic hierarchies
- Designed the "look" and built the LMS screens
- Analyzed content of current LMS & prioritized modules for gradual transfer to new LMS
- Created User Manual
- Announced changes to employees by email, newsletter, live presentations, WebEx's and ongoing weekly tips



COSTS

- One-time implementation fee
- Annual cost per user
- Annual cost for 1,200 users

\$15,000

\$20

\$24,000





RETURN ON INVESTMENT

Decreases:

- Need for costly in-person training which carries high travel and time-lost costs
- Likelihood of regulatory fines & funding loss related to training non-compliance
- 3. Turnover costs through employee development and support
- 4. Total costs of training materials

Increases:

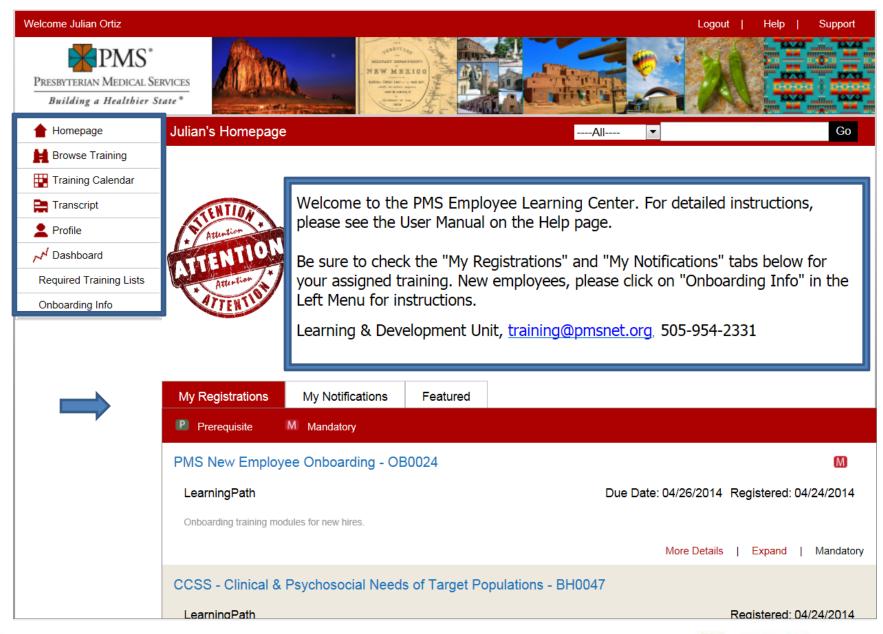
- 1. Employee productivity & engagement
- 2. Employee professional development & career opportunities
- 3. Patient/client satisfaction (better informed workforce)

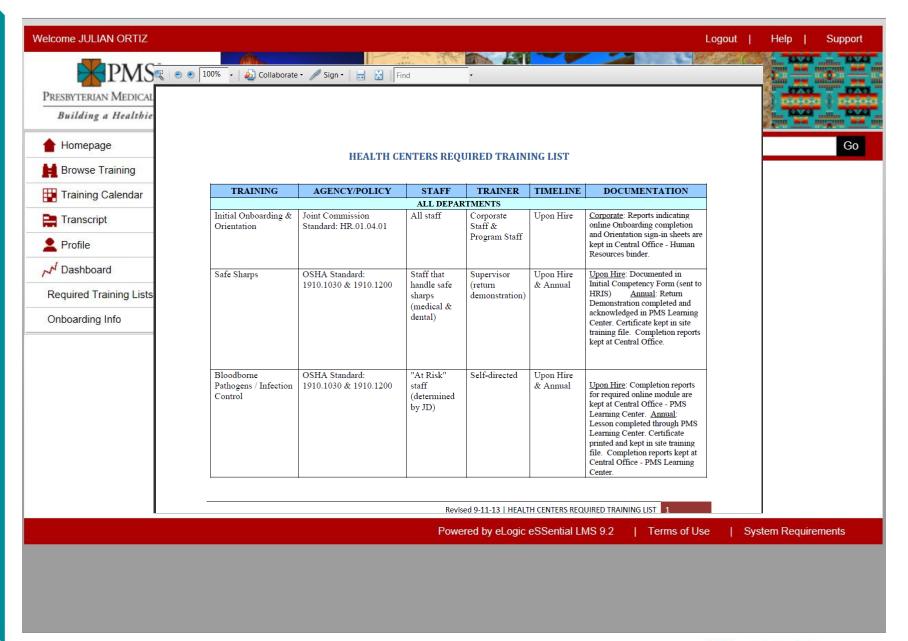


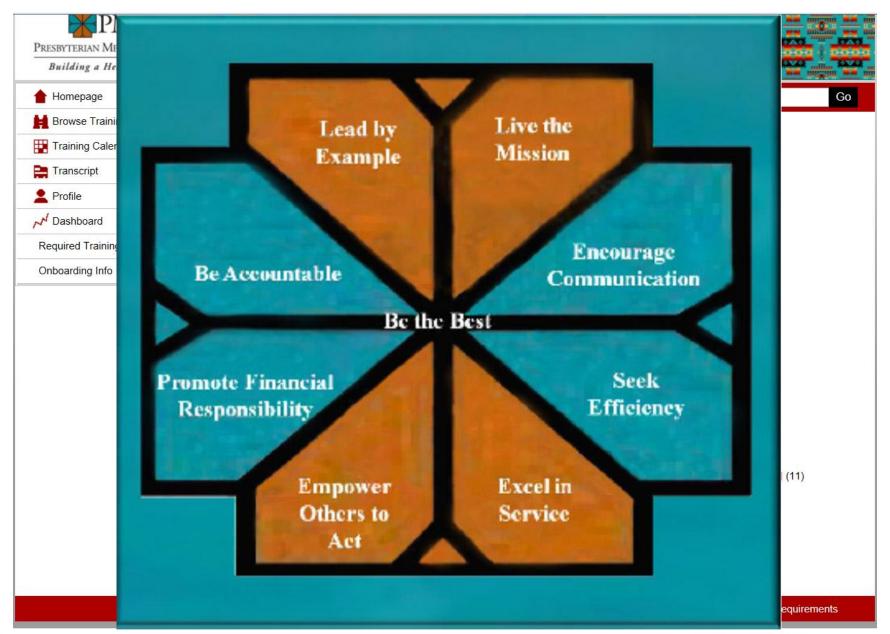
DEMO

http://pmstraining.elogiclearning.com















Live the Mission - Multi-cultural Healthcare Tips - LE0050

Courses

Slide presentation of tips for multi-culturally sensitive healthcare service delivery

More Det ils | Register





Live the Mission - Multicultural Principles for Head Start - LE0056

Library - Electronic

80-page booklet describing Multicultural Principles for Head Start

More Deta S | Check-Out





Promote Financial Responisbility - The Thrifty Manager - Cutting Costs Article -LE0067

Library - Electronic

Article about how to cut program costs.

More Details | Check-Out





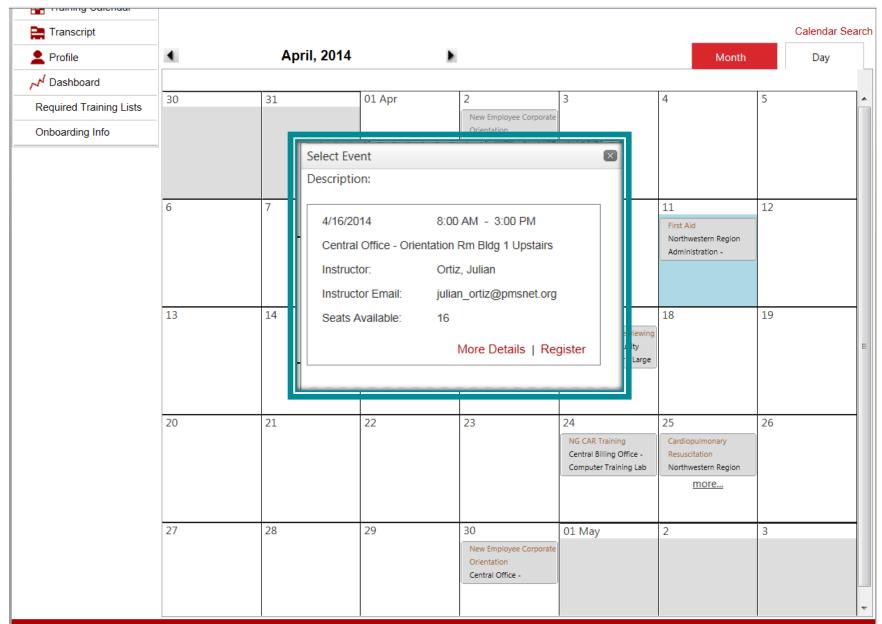
Promote Financial Responsibility - Basic Finance for Non-Financial Managers - LE0065

Library - Electronic

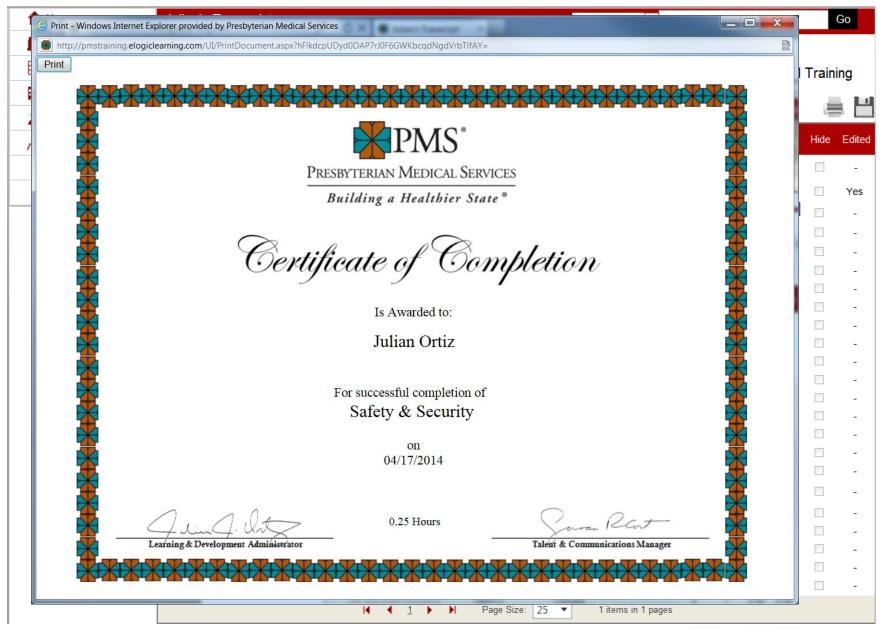
10-page article describing basic financial concepts and terms for non-financial managers.

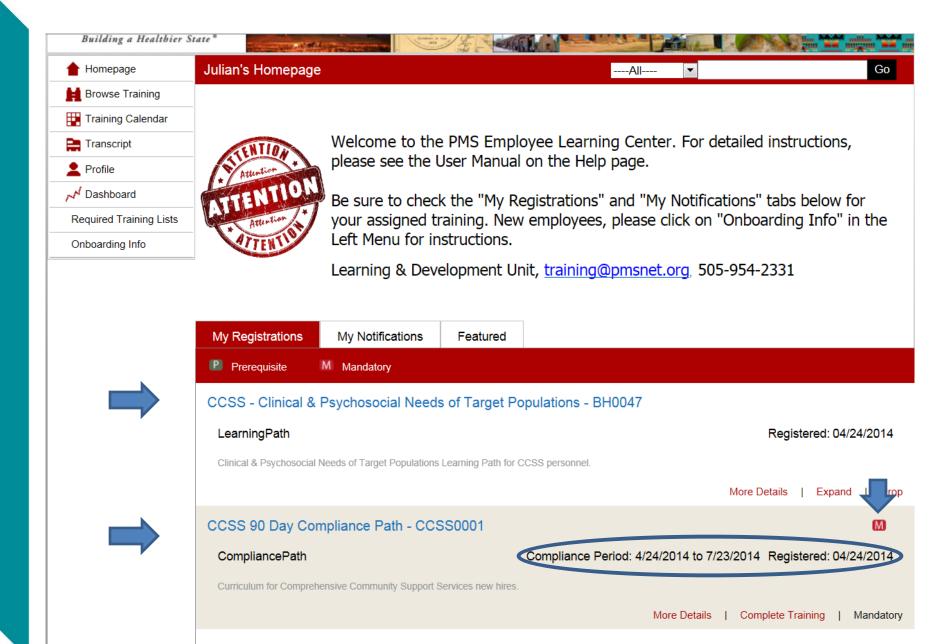
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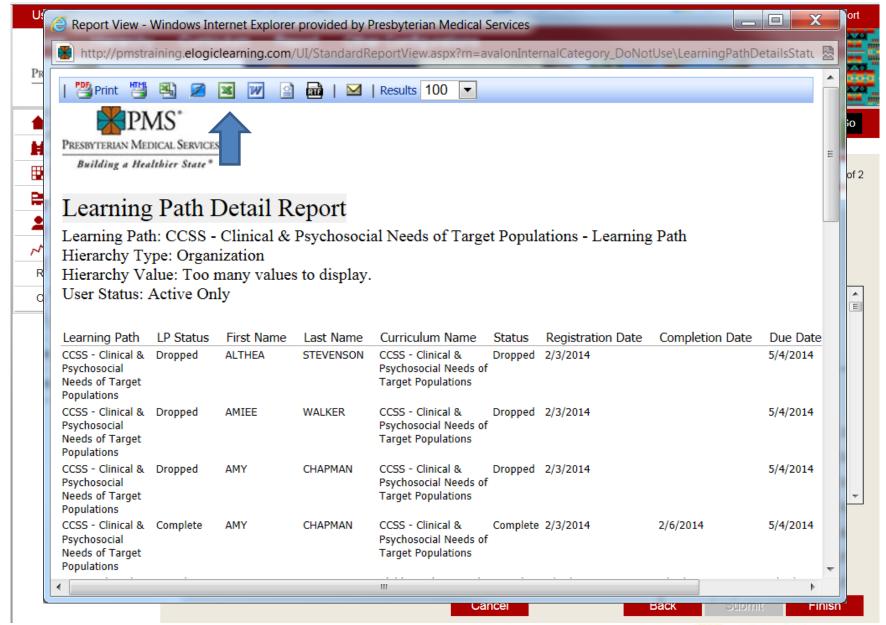














Biggest challenges:

- Data analysis, mapping & management to create the organizational and geographic hierarchies
- Educating staff that ALL internal training now needs to "go through" the LMS
- Reminding staff to upload external training certificates

Lessons Learned:

 While audits are more efficient, a robust LMS still requires significant HR staff time for set up and ongoing maintenance functions

Positive Outcomes:

- Employees and supervisors have better understanding of training expectations
- Data is there when we need it less last minute activity preparing for audits

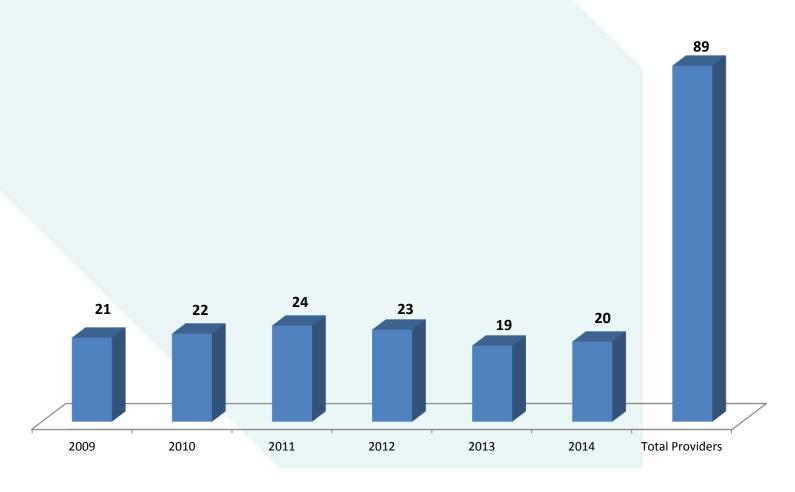


Provider Recruitment





CLINICIANS RECRUITED 2009 - 2014





PMS – RECRUITMENT CORNERSTONES

*RELATIONSHIPS *PIPELINE *PREPARE *APPRECIATE

"BARRIERS" "HURDLES" AND "CLEARING THE FENCE"

- Economics Practitioner indebtedness, compensation, fishing in a shallow pond, rural practices & local delivery system
- Language & Culture "Outsider" mistrust, conflicting expectations
- Proximity of Services Geographic isolation, Provider Resources

"Clearing the Fence"

- Advocate Loan Repayment Programs
- Be Competitive
- Know your communities and engage
- Communicate provider needs to your leaders



RELATIONSHIPS

IN 2013 - PMS RECRUITMENT WORKED WITH NHSC TO IMPROVE HPSA SCORES COMPANYWIDE TO: MEDICAL 18, BH 21, AND DDS 22 ENSURING ALL SITES QUALIFY FOR LOAN REPAYMENT PROGRAM

- **Engage** in statewide dialogue regarding clinician shortages, and lead in coordinating healthcare workforce recruitment across the state with educators, state funded agencies, colleagues, 3 R-Net, NHSC
- <u>Develop</u> relationships with training programs and residencies within your
 "Wheel States" by, site visit, email needs monthly
- Research current clinical environments in your state communities be aware of provider movement and opportunities
- **Enhance** provider experience by providing individual consultation on issues such as employment for spouses, housing, access to education
- <u>Create</u> visibility within your DOH on issues such as NHSC, State LRP, J1 visa Waivers



PIPELINE

Today's "No" is Tomorrow's "Yes"

- Developed pipeline tracking for all referrals and applicants by discipline
- Established jobsites with National not-for-profit partners, 3 R Net,
 NHSC, Career MD
- Keep job sites fresh
- Created a share drive for templates, candidates, Matrices for timely response to interested candidates
- Keep pipeline "Hot" email pipeline 4 times annually with current needs



PREPARE

"Hard to overcome a bad first impression"

- Timeliness; e-contact within 24 hours directing candidate to PMS website, Facebook, Y-Tube video, and setting date for telephonic,
 Skype or Face time meeting with recruiter. Sell!
- **Evaluations** go both ways; be prepared to answer questions about the position, the site, the company and community
- Interview on-site within 3 weeks; know your candidates needs,
 prepare your site team and tailor visit
- Review of impressions and interest within 48 hours and Close!
- End date all offers



APPRECIATE

"Stay in Touch"

- Your current providers are your best recruiters
- Follow up new hires within 60 days of employment & annually
- Notify all clinicians of loan repayment opportunities and remember to appreciate their service in your emails
- Notify all clinicians of Statewide CME or CEU opportunities
- Attend all Statewide functions for Clinicians





