

HELPING INDEPENDENT PHARMACIES NAVIGATE COMPLIANCE

A COLLABORATIVE PARTNERSHIP
FOR ATRIUM₂₄ MEMBERS

Compliance Support Built for Independent Pharmacy





For more than 20 years, R.J. Hedges & Associates (RJH) has helped independent pharmacies navigate the ever-changing world of compliance, accreditation, Medicare enrollment, and operational readiness.

What began as an accreditation preparation resource for independent pharmacy owners has evolved into a full suite of customizable compliance solutions designed to support pharmacies at every stage of growth.

Today, RJH supports pharmacies across the country with practical guidance, operational tools, ongoing support, and customizable compliance programs tailored to the real-world needs of independent pharmacy operations.

Through this partnership with Atrium24, members now have access to a trusted compliance resource designed to help simplify compliance management, support operational preparedness, and provide guidance through complex regulatory environments.



20+ Years Supporting Independent Pharmacy	100% DME POS Accreditation Success Track Record
 Nationwide Compliance Support	 Customized Compliance Solutions
 ACHC Product Certified Compounding Program	 On going Support and Updates

Atrium24 Member Benefits

Exclusive Compliance Benefits for Atrium24 Members

R.J. Hedges & Associates is proud to partner with Atrium24 to help support independent pharmacies with operational guidance, compliance resources, and long-term preparedness solutions designed specifically for pharmacy operations. With a wide range of compliance solutions, this pricing catalog outlines all services Atrium Members can purchase from R.J. Hedges & Associates. Atrium24 members who purchase Compliance Bundles will receive access to exclusive partnership benefits designed to provide additional operational support, educational resources, and strategic compliance guidance.

ATRIUM24 BASIC MEMBER BENEFITS

Included Annual Support Benefit

Choose one included operational support program annually with the purchase of any Compliance Bundle:

- Immunizations
- Long Term Care at Home
- Diabetic Shoes
- Completed Assessments of Risk

Discounted Consulting Access

Expert Consultant Rate: **\$300/hour**
(Standard Rate: \$400/hour)

Compliance Team Consulting: **\$175/hour**
(Standard Rate: \$200/hour)

Operational Guidance Access

Atrium members receive access to RJH's compliance support team for operational guidance and compliance-related discussions as needed.



Atrium24 Member Benefits

ATRIUM24 PRO & PLUS MEMBER BENEFITS

AVAILABLE TO MEMBERS PURCHASING ANY COMPLIANCE BUNDLE

Locked Pricing Through May 2028

Atrium24 Preferred members receive protected pricing on recurring services through May 2028.

Included First-Year Core Program Expansion

Add one additional core compliance program for the first year at no additional monthly cost:

- Pharmacy
- Compounding
- DMEPOS

After the first year, additional core programs continue at a reduced preferred rate of \$50/month

(Standard Add-On Rate: \$75/month)

Included Annual Support Benefit

Choose one included operational support program annually:

- Immunizations
- Long Term Care at Home
- Diabetic Shoes
- Completed Assessments of Risk

Priority Scheduling Access

Atrium24 Preferred members receive prioritized scheduling access for onboarding consultations, operational reviews, and compliance support discussions.

Annual Virtual Compliance Review

One annual virtual compliance touchpoint with RJH's pharmacy compliance team to review operational questions, compliance priorities, and ongoing support opportunities.

Quarterly Compliance Roundtables

Access to quarterly compliance education sessions featuring:

- Key operational compliance topics
- Regulatory updates
- Live Q&A opportunities
- Ongoing pharmacy compliance discussions

Discounted Consulting Access

Expert Consultant Rate: **\$300/hour**
(Standard Rate: \$400/hour)

Compliance Team Consulting: **\$150/hour**
(Standard Rate: \$200/hour)

Partnership-Focused Support

RJH's partnership with Atrium24 is designed to provide independent pharmacies with practical compliance support, operational guidance, and long-term preparedness resources, not simply policies and procedures.

Compliance Solutions Designed Around Your Pharmacy

Not every pharmacy needs the same level of compliance support.

Some pharmacies are looking for a complete compliance solution that centralizes multiple operational and regulatory requirements under one roof. Others may only need support in a few key areas.

RJH offers both compliance bundles and standalone compliance programs, allowing pharmacies to build a compliance structure that fits their operational needs, staffing, goals, and growth plans. We are here to support any option you choose.

COMPLIANCE SOLUTIONS

Core Compliance Programs available as Individual Solutions or Bundled & YES you can buy multiple core programs:



Pharmacy Compliance - ideal for:
Retail & Community Pharmacies



Compounding Compliance - ideal for:
Non-Sterile Compounding Pharmacies



DMEPOS Compliance - ideal for:
Pharmacies Billing Medicare for DMEPOS Items

Standalone Compliance Programs ready to meet the need of your pharmacy one program at a time:

DEA	Hazardous Drugs	Human Resources	OSHA
Diabetic Shoe	Assessments of Risk	Immunizations	Medicare App Prep
FWA	HIPAA	Long Term Care at Home	

Pharmacies Commonly Choose Bundles When:

- They want multiple compliance areas managed together
- They are preparing for inspections, accreditation, or operational growth
- They prefer centralized organization and ongoing support

Pharmacies Commonly Choose Standalone Programs When:

- They only need support in one operational area
- They already have some compliance systems in place
- They want to strengthen compliance gradually over time

RJH's core compliance programs can be bundled to provide a very robust, long term compliance solution with ongoing operational guidance, recurring compliance support, program updates, and long-term organizational structure for independent pharmacies.

INCLUDED PROGRAMS & FEATURES	PHARMACY BUNDLE	COMPOUNDING BUNDLE	DMEPOS BUNDLE
BEST FIT FOR	Retail & Community Pharmacies	Non-Sterile Compounding Pharmacies	Pharmacies Billing Medicare for DMEPOS Items
Hazardous Drugs	✓	✓	
DEA	✓		
OSHA	✓	✓	✓
HR	✓	✓	✓
Fraud, Waste & Abuse	✓	✓	✓
Diabetic Shoe Program			✓
Medicare Application Support	855B or 855S Included	Available as Needed	855S Included
HIPAA Option Available	✓	✓	✓
Add-On Enhancements Available	✓	✓	✓

INCLUDED IN ALL CORE COMPLIANCE BUNDLES

- Compliance Binders
- Personnel Folders
- Compliance Portal Access
- Newsletter Communications
- Monthly Task Lists
- Regulatory Updates
- OIG/SAM Exclusion Verification
- Project Manager Support
- License Verification Tool
- Background Check Tool
- SDS Management Tool

Compliance Support Should Feel Organized – Not Overwhelming

RJH's compliance solutions are designed to help pharmacies create manageable operational structures that support long-term preparedness, organization, and ongoing compliance confidence.

Compliance Bundle Pricing

All Bundles are available with or without HIPAA depending on the operational needs of the pharmacy.

BUNDLE PRICING TABLE

	ONE-TIME IMPLEMENTATION FEE	MONTHLY SERVICE FEE
Compliance Bundle + HIPAA	\$3600	\$350/ month
Compliance Bundle No HIPAA	\$2400	\$300/ month

WHAT DOES THE IMPLEMENTATION FEE COVER?

Implementation fees help support the operational work required to customize, organize, prepare, and launch your compliance program.

This includes:

- Questionnaire review
- Program customization
- Compliance Portal setup
- Compliance binder preparation
- Project manager onboarding
- Initial implementation support
- Operational guidance during setup

Implementation fees are a one-time startup cost associated with launching larger compliance structures.

ONGOING SUPPORT & UPDATES

RJH's monthly pricing supports ongoing operational guidance and recurring compliance support, including:

- Regulatory updates
- Monthly task lists
- Newsletter communications
- Project manager access
- Compliance Portal access
- Ongoing program support and guidance

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"The value they provide for our pharmacy cannot be overstated. They have streamlined every aspect of compliance and our on-site Medicare inspections have been 100% perfect. By the way, we just had our state board inspection yesterday, and the inspector was very impressed with our immunization and compounding policies and procedures!"

Lori Kearney, RPh | Rivergate Pharmacy

What Working with RJH Looks Like

RJH's implementation process is designed to help pharmacies feel organized, supported, and guided throughout onboarding and ongoing compliance management.

Standalone programs are generally activated quickly once agreements and questionnaires are completed.

Larger compliance bundles require additional support and we will work with multiple staff members during their onboarding. Once fully integrated, pharmacies will get a dedicated project manager to guide them through their compliance programs.

GENERAL IMPLEMENTATION FLOW

1. Initial Consultation
2. Agreement & Questionnaire
3. Integration Review
4. Project Manager Assignment
5. Program Customization
6. Portal Setup & Binder Preparation
7. Training & Ongoing Support



Our goal is not simply to provide policies and procedures; it's to help pharmacies feel more organized, prepared, and supported while navigating complex operational and regulatory environments.

Sometimes the Right First Step Is a Smaller One

Not every pharmacy needs a complete compliance bundle immediately. Many pharmacies begin by strengthening one operational area at a time while building a long-term compliance strategy that fits their workflow, staffing, and growth plans.

Standalone Compliance Programs

RJH's standalone compliance programs allow pharmacies to strengthen specific operational areas while receiving practical guidance, recurring updates, and implementation support tailored to independent pharmacy operations.

These programs are ideal for pharmacies seeking focused compliance support, supplemental operational resources, or phased implementation strategies while building long-term operational preparedness.

DEA PROGRAM

Helps pharmacies organize operational processes associated with DEA compliance, controlled substance handling, inventories, documentation, and inspection preparedness.

The Program Includes:

- Drug Diversion Due Diligence
- Background Investigations
- DEA Reporting
- Pseudoephedrine
- POA's

Annual Program Fee: **\$600**

OSHA PROGRAM

Helps pharmacies organize workplace safety requirements, employee safety procedures, training expectations, and recurring OSHA-related compliance activities.

The Program Includes:

- Bloodborne Pathogens
- Hazardous Communications Plan
- Facility Safety Program
- Workplace safety guidance
- Training support

Annual Program Fee: **\$600**

HR PROGRAM

Helps pharmacies organize employee documentation management, personnel organization, and recurring HR-related compliance activities.

The Program Includes:

- Personnel folder resources
- Workforce Member Handbook
- Job Descriptions
- HR resources for FMLA, Terminations, Employee Acknowledgements

Annual Program Fee: **\$600**

FRAUD, WASTE & ABUSE PROGRAM

Helps pharmacies comply with Medicare Parts B, C, and D, Medicaid and third party payers, employee education requirements, and exclusion verification processes.

The Program Includes:

- Anti-Kickback, Conflict of Interest, False Claims Submission
- Whistleblower Protection
- General Compliance Training
- Employee training resources
- OIG/SAM exclusion verification

Annual Program Fee: **\$600**

IMMUNIZATION PROGRAM

Helps pharmacies organize immunization compliance activities to service patients in pharmacy or at community clinics with documentation requirements, training expectations, and recurring vaccine-related operational processes.

The Program Includes:

- Standing Orders
- Emergency Protocols
- Dispensing Procedures
- Travel Vaccines
- Immunization Workflow Management

Annual Program Fee: **\$600**

HAZARDOUS DRUGS PROGRAM

Designed for retail pharmacies to organize operational processes associated with USP <800>, hazardous drug handling, employee safety expectations, and USP-related operational requirements.

The Program Includes:

- Assessment of Risk
- Hazard Communication Plan
- Hazardous Drug Inventory
- Hazardous Drug Training
- Policies & Procedures including Final Dosage and Best Practices

Annual Program Fee: **\$600**

LTC AT HOME PROGRAM

Helps pharmacies organize operational processes associated with serving qualifying patients in their home setting.

The Program Includes:

- Follows CMS LTC Guidance
- Documentation guidance
- Delivery support resources
- LTC operational guidance

Annual Program Fee: **\$600**

DIABETIC SHOE PROGRAM

Helps pharmacies organize forms and processes needed to dispense shoes and insoles and prepare to pass audits.

The Program Includes:

- Initial and final assessments
- Documentation guidance
- Dispensing Processes
- Medicare supplier standard support

Annual Program Fee: **\$600**

COMPLETED ASSESSMENTS OF RISK

Helps pharmacies comply with retail requirements for USP <800> for storage and dispensing of HDs.

The Program Includes:

- 265+ completed Assessment of Risk forms
- Updated forms based on the 2024 NIOSH hazardous drug list
- Digital access through the Compliance Portal

Annual Program Fee: **\$300**



Medicare Enrollment & Application Support

RJH provides Medicare enrollment preparation support for pharmacies wishing to bill for immunizations, clinical services such as Diabetic Education, Non-Accredited Drugs, and DMEPOS Products.

Medicare application preparation services are available as standalone support services and maybe included in bundles. Our staff is available to help prepare applications for the first time, reactivations, and revalidations.

855 B SUPPORT

Pharmacies may enroll as Pharmacy Supplier OR Mass Immunizer

Medicare Application Preparation Fee:

\$750/application

855 S SUPPORT

Pharmacies may enroll for Non-Accredited Drugs OR DMEPOS Product Categories

Medicare Application Preparation Fee:

\$750/application



Billing, Renewals & Program Expectations



ANNUAL AGREEMENTS

RJH agreements are structured as annual agreements and automatically renew on the agreement anniversary unless cancellation notice is provided.



CANCELLATION NOTICE

A 60-day cancellation notice is required prior to renewal.



ANNUAL BILLING PROGRAMS

Standalone programs are generally billed annually.



MONTHLY BILLING PROGRAMS

Core compliance bundles and larger compliance support programs are generally billed monthly.

Invoices are typically issued on the first of the month with payment expected around the 15th of the month.



AVAILABLE PAYMENT METHODS

- ACH
- Credit Card
- Check Payments

Guidance Matters

Compliance requirements will continue to evolve. Having a trusted resource to help navigate operational questions, regulatory expectations, and ongoing preparedness can help pharmacies feel more confident moving forward.

Not Sure Where to Start?

Every pharmacy operates differently. You do not need to figure everything out on your own.

RJH's team works with pharmacies every day to help identify practical compliance solutions based on operational goals, staffing structures, existing resources, and future growth plans.

WHAT HAPPENS NEXT?

1. Schedule an Initial Conversation
2. Review Operational Goals & Compliance Needs
3. Receive Agreement & Questionnaire
4. Program Customization & Setup
5. Portal Activation & Binder Preparation
6. Training & Ongoing Support

Schedule a conversation with our team to learn more about the compliance solutions available through the RJH + Atrium24 partnership.

Visit www.rjhedges.com or scan the QR code below to connect with our team.



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