thinqpoint

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Friends, Partners, and Stakeholders,

Community Health Centers (CHCs) are navigating unprecedented uncertainty. Federal funding expires, again, in January 2026, and the One Big Beautiful Bill Act (OBBB) will significantly reduce Medicaid reimbursements, which represent nearly half of CHC revenues. Many health centers are critically approaching break-even.

At the same time, healthcare is experiencing its AI moment. Kaiser Permanente deployed ambient AI across hundreds of facilities in their fastest technology rollout in two decades. Mayo committed over $1B to AI initiatives. Health systems are compressing procurement cycles, racing to capture advantages from AI.

The gap is widening. Organizations with the greatest need for analytical capacity: to compete for grants, demonstrate impact, understand performance; face the highest barriers to accessing it. Sixty to seventy percent of CHCs cite cost as the primary obstacle to adopting emerging technologies.

This disconnect drove me to found Thinqpoint. Not to build AI products *for* CHCs, but to build *with* CHCs, embedding the lived experience of the safety net into every major design decision.

Our 2025

In Q2, we launched CARTA on the Public Health Atlas – a free, community benefit product, democratizing access to comprehensive public health data.

Over the summer, we provided detailed comments to NIH on their AI strategy, advocating for community participatory design, investing in modern data governance tailored to safety-net realities, and trust frameworks that extend beyond technical performance. You can [read our full submission here](#).

In October, we launched Atlas AI, the first conversational analyst AI agent built specifically for CHCs. Purpose-built for resource-constrained organizations, not adapted from enterprise tools. We integrated datasets spanning ACS, CDC, HRSA, CMS, and others, creating a unified analytical foundation accessible through natural conversation.

We're actively engaged with multiple health centers to serve as anchor pilots, iterating alongside the teams who ultimately use these tools.

The moment everything clicked: **our system generated accurate, impactful narratives with thoughtful visualizations, in mere minutes**. Analysis that would have taken consultants weeks and cost tens of thousands. Analysis that understands context and tells real data stories about community health needs.

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Our Fundamentals

While industry analysts report strong ROI from healthcare AI, those metrics miss the point for our communities. In analytics, CHCs aren't choosing between AI platforms, they're choosing between hiring consultants, stretching internal teams, or making decisions based on instinct rather than intelligence.

We compete against labor. Against the impossible tradeoffs that under-resourced teams face every day. This insight shapes and clarifies our fundamentals – the core elements that define our work regardless of technology or partner.

1. **Participatory Design**. We're on a mission to give health centers more than just a voice. We give them a seat at the table. Our tools evolve through continuous engagement with the teams who use them, shaped by the realities they navigate daily.
2. **Lived Experience.** We built Atlas informed by years working inside CHCs and living the realities and tradeoffs of resource constrained analytics teams.
3. **Design Thinking & Relentless Execution**. Context is the keystone to the shared vision we build with our partners. We iterate based on real use and build every feature against actual need.

There's a story from intelligence work that resonates here. When the CIA's most sophisticated technology failed to deliver results, they succeeded by returning to fundamentals – "sticks and bricks." Strategic thinking, disciplined execution, deep human understanding. The basics that matter when sophistication isn't enough.

For us, sticks and bricks are participatory design, maximizing lived experience, and relentless execution. These fundamentals guide us through everything we build.

Crucially: **we're not replacing expertise. We're amplifying it**. As I wrote in September, strategic advantage for organizations won't come from having better AI – it'll come from leveraging AI to maximize what makes each organization distinctive. The institutional knowledge, stakeholder relationships, and hard-won understanding of what works. We're building capacity that will amplify the impact teams can make with data.

The Next Chapter

If 2025 was about proving this works, 2026 will be about making advanced intelligence genuinely accessible.

We'll continue embedding intelligence into workflows, meeting users where they work. We'll expand the foundations that allow health centers to tell compelling stories about community needs. We'll evolve capabilities based on what we learn from our partners.

Every CHC in America, regardless of size or budget, should have access to advanced intelligence that helps them compete, demonstrate impact, and serve their communities more effectively. That is what we're building toward.

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Making the Correct Turn

Healthcare is at a crossroads.

One path: the AI revolution benefits large, well-resourced organizations. The gap between large health systems and safety-net providers widens. Not through malice, but market dynamics and resource constraints.

The other path: AI becomes the great equalizer. Purpose-built tools developed alongside communities help level the playing field. Community health centers don't need billion-dollar investments. They need the right partners.

We believe the second path is possible. And 2026 is about making it real.

To Our Communities

For Community Health Centers. The tools we're building are for you, with you. Not enterprise software adapted down to fit your budget. Not complexity dressed up as innovation. We understand your constraints because we lived them.

For partners and investors. We're positioned where urgent need meets practical solution. The healthcare AI market isn't just about large health systems – it's about the thousands of CHCs serving millions of patients, who need advanced intelligence but have been systematically excluded from accessing it.

For foundations and funders. Your support enables more than just product development. It enables access to capabilities that help safety-net providers survive, compete, and thrive. Every impact dollar in technology access will amplify every other investment in community health.

Intelligence is power. Data-informed decision making. The ability to demonstrate impact. Competitive positioning for grants and partnerships. Understanding community needs and organizational performance. This power should be universally accessible to the organizations serving our most vulnerable.

That is our mission. It guided us in 2025 and will drive us forward.

Thank you for being part of our journey.

Bogdan Rau, MPH
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