Telemedicine Grants
Tips & Tricks to Win Them

March 22, 2017
Agenda

1. Welcome & Introductions
2. Developing a Winning Telemedicine Project
   Break (15 min)
3. What Makes a Strong Application
4. Where Can I find Funding?
   Break (30 min)
5. Grant Program Deep Dive
   - RUS DLT Grant
   Break (15 min)
   - How Can Avizia Help – Casey Dellinger
   - HRSA TGNP Grant
6. Summary & Questions
Why Grants?

• What grants can and can’t do for your organization
• Success stories
• Stories we’d rather forget
DEVELOPING A WINNING TELEMEDICINE PROJECT
Elements of a Strong Telemedicine Project

• Needs – what are the most pressing needs of your organization and your community
• Target groups – what groups face these needs
• Strategies – how will telemedicine address identified needs
• Evidence-based practices – what telemedicine strategies have been proven in other communities
Elements of a Strong Telemedicine Project

• Logistics – what do you need to make it happen
• Equipment selection – what is the right solution
• Collaboration – what partners do you have, who else do you need
• Data – do I have the data to support the project
• Team – do we have the team in place that can take the project from idea through evaluation and beyond
• Outcomes – how will you monitor impact or change
• Support – do we have commitment and support from the top down and bottom up
Formulate a Strong Project: Developing Solid Plans

- Feasibility of plans – can you reasonably achieve goals and objectives within the funding timeframe
- Are partners committed to the project’s implementation
- Are all of the right players at the table
- What elements are innovative
- Can you sustain and grow the project beyond the grant period
- Real costs – what will the project cost to get off the ground and keep going and growing
Formulate a Strong Project: Responding to Community Needs

• Assess internal needs and issues, such as:
  – Top diagnoses
  – Readmission rates
  – Payer mix
  – Appointment follow-ups and no-show rates
  – Wait times
  – Availability of specialty care

• Assess external needs and issues, including but not limited to:
  – Transportation barriers
  – Health access issues
  – Health status data
Formulate a Strong Project: Measuring Success

• Define measures of success
  – Number of visits
  – Number of patients served
  – Clinical outcomes
  – Reduced wait times
  – Increased access
  – Sustainability
• Gather baseline data
• Develop or confirm data collection and tracking processes and systems
Formulate a Strong Project: Building on Strengths

• Availability of specialists and other clinical partners
• Established access to targeted populations
• Previous telehealth experience
• Strength of community partnerships
• Grant writing and/or grants management experience
EXERCISE: IDENTIFY YOUR TELEMEDICINE PROJECT
Break: 15 Minutes

We’ll be back soon...
WHAT MAKES A STRONG APPLICATION?
Develop a Winning Proposal!

- Read the Guidance – read the guidance **AGAIN**
- Determine if you are a fit for the grant – **be honest**
- Engage key stakeholders
- Who’s in charge
- Develop a calendar for proposal development
- Determine equipment needs and build a strong budget
- Write narrative sections
- Secure letters and signatures on required forms and gather documentation and attachments
- Assemble your application and submit on time
Program Guidance

• Read it and read it again!
  – Does the grant fit your project
  – Do you have the capacity to complete the application and meet the deadline
  – Do you have the proper registrations

• Costs
  – Can you afford to take the time to submit
  – Is there a match requirement and you meet or exceed that requirement
  – If you are funded, can you get the project up and running
  – Can you sustain the project beyond the funding period
Engage key stakeholders

• Assemble a proposal development team that includes, but not limited to:
  – Medical professionals
  – Administrators and other decision makers
  – Information technology experts
  – Grant writers and/or development staff
  – Partners
  – Supporters
Who’s in Charge?

• Determine your application team hierarchy and commit to supporting that team
  – No one person should be running around trying to pull together a grant application without support
  – Build the team, determine your leadership and make assignments that have realistic due dates attached to them
  – Meet regularly – it is essential for the right hand to always know what the left hand is doing throughout the grant writing process
Develop a plan and calendar for proposal development

- Work backwards from the application due date to assign interim due dates for individual sections
- Use an electronic tracker (e.g. an Excel spreadsheet) to update progress and share with the group
- Schedule regular meetings to assess progress

TIP for Success:
Plan to submit three to five days early!
Determine Your Equipment Needs

- Meet with your technology team and know what your network can handle and what you have in place that you can build on
- Meet with vendors and learn what is new
- Don’t forget about maintenance
- Make sure that the equipment you propose meets the needs stated in your narratives
- Complete your budget forms and double check them for accuracy
- Build a budget narrative that supports your proposed budget AND your needs and benefits
Write Your Narrative Sections

• Read the guidance again and take each narrative section piece by piece
• Follow the formatting instructions
• Answer the questions posed in the guidance
• State your needs and back them up with data
• Be creative but be realistic – do not promise world peace
• Proofread
• Get a second opinion
You’re not done yet…

• Secure letters and signatures on required forms
  – Make sure that forms requiring signatures are signed in blue ink
  – Whenever possible – sign 2 sets or required forms

• Gather documentation and attachments
  – Review the guidance and make sure that you are providing all the support documents that are required

• Assemble your application and review everything twice

• Submit on time
One last thing…

- Federal grants require the following registrations:
  - SAMS (System for Award Management) – [www.sam.gov](http://www.sam.gov)
  - DUNS - [www.sba.gov/contracting/getting-started-contractor/get-d-u-n-s-number](http://www.sba.gov/contracting/getting-started-contractor/get-d-u-n-s-number)
- If you are not registered – get registered as quickly as possible.
- If you are registered – make sure your registration is up to date (you should update all registrations annually)
- Now your are done and can breathe again…
EXERCISE: WHAT MAKES A STRONG APPLICATION
Where Can I Find Funding

Grants.gov
www.grants.gov
www.grants.gov/web/grants/search-grants.html

U.S. Department of Agriculture
www.usda.gov

U.S. Department of Health & Human Services
www.hhs.gov
www.acf.hhs.gov
www.hhs.gov/grant/index.html
Continued…

Heath Resources & Services Administration
www.hrsa.gov
www.hrsa.gov/grants/index.html

The Foundation Directory
www.fconlin.foundationcenter.org

The Chronicle of Philanthropy
www.philanthropy.com

The Grantsmanship Center
www.tgci.com
www.tgci.com/funding-sources/georgia
www.tgci.com/funding-sources/GA/community
Additional Resources

• https://www.hrsa.gov/ruralhealth/telehealth/directory1314.pdf
• https://www.everycrsreport.com/files/20160329_R44437_e0a414c94134ce07c37e38f73ff7ffdecc5ffdf.pdf
• https://datawarehouse.hrsa.gov/

Finally – don’t forget to use your political clout.

Congressional Directed Funding
Break: 30 Minutes

We’ll be back soon...
GRANT PROGRAM DEEP DIVE: RUS-DLT HRSA TGNP
US Department of Agriculture: Distance Learning & Telemedicine Program
US Department of Agriculture Distance Learning & Telemedicine Grant Overview

“The Distance Learning and Telemedicine (DLT) Grant Program is specifically designed to assist rural communities in acquiring distance learning and telemedical technologies so that local teachers, and medical service providers who serve rural residents can link to other teachers, medical professionals, and other needed expertise located at distances too far to access otherwise.” Source: RUS DLT Guidance, 2016
US Department of Agriculture Distance Learning & Telemedicine Grant Overview

- **Overall Intent:** The intent of the DLT program is to benefit rural areas (populations of 20,000 or less)
- **Total funding available for 2017:** $19 million (estimated)
- **Timing:** Guidance released early 2017; 60-day application period
- **Funding:** $50,000 - $500,000
- **Match:** Required, with points awarded based on percentage
Who is eligible for DLT funding?

The following types of organizations are eligible to apply:

- Corporations or partnerships
- Indian tribes or tribal organizations
- State or local units of government
- Consortiums
- Private for-profit or not-for-profit organizations
What can DLT funding be used for?

- Computer hardware and software
- Audio and video equipment
- Computer network components
- Telecommunications terminal equipment
- Data terminal equipment
- Interactive audio/video equipment
- Inside wiring

**TIP for Success:**
All equipment must be new. All equipment must be predominantly used for DLT grant defined distance learning or telemedicine (50% or more of use).
How are DLT applications scored?

**Objective Scoring:**
- Rurality
- National School Lunch Program (a measure of economic need)
- Leverage (match)

**Subjective Scoring:**
- Needs for and Benefits of the Project
- Cost Effectiveness
- Innovation
- StrikeForce Zone or Tribal Site inclusion
Individual sites participating in the project are scored based on **US Census data**, with scores awarded on the average rurality of sites based in the following:

- **EXCEPTIONALLY RURAL AREA** – 5,000 inhabitants and under: 45 Points
- **RURAL AREA** – 5,001-10,000 inhabitants: 30 Points
- **MID-RURAL AREA** – 10,001-20,000 inhabitants: 15 Points
- **URBAN AREA** - Over 20,000 inhabitants: 0 Points

**TIP for Success:**
Up to 45 points are available for the project’s overall rurality score, although the threshold for consideration is 20 points.
Calculating Rurality: An Example

A site in the project is located in Rose Hill, North Carolina. In order to find the population of Rose Hill for rurality scoring:

- **STEP ONE**: Go to the US Census Bureau’s American Fact Finder page at: http://factfinder.census.gov
- **STEP TWO**: Select Advanced Search (see right)
Calculating Rurality: An Example

• **STEP THREE:** In the box labeled “Topic or Table Name,” insert P1 (this is the table for “Total Population”)

• **STEP FOUR:** In the box labeled “State, county or place,” insert our example, *Rose Hill, North Carolina* – options should pop up as you type, so be careful here!

• **STEP FIVE:** Click “Go”
Calculating Rurality: An Example

- **STEP SIX:** Click “TOTAL POPULATION”
Calculating Rurality: An Example

- **RESULTS:** Rose Hill, North Carolina has a total population of 1,626 per the 2010 US Census.

- **SITE CORING:** The site in Rose Hill, North Carolina is scored at 45 points.

- **REPEAT FOR EACH SITE:** Repeat these steps for each of your sites and then use the **average of all rurality scores** to determine your Rurality Objective Score. **Note:** Hub only sites are not included!
Calculating Rurality: An Example

<table>
<thead>
<tr>
<th>Site Name</th>
<th>Rurality Score²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Memorial Hospital</td>
<td>0</td>
</tr>
<tr>
<td>Rose Hill High School</td>
<td>45</td>
</tr>
<tr>
<td>Kennedy Middle School</td>
<td>30</td>
</tr>
<tr>
<td>Washington Elementary School*</td>
<td>45</td>
</tr>
<tr>
<td>Professional Medical Center</td>
<td>45</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>41.25</td>
</tr>
</tbody>
</table>

*Located in StrikeForce County
What is the Project Area’s Economic Need?

Economic need is determined using National School Lunch Program (NSLP, or free/reduced lunch rate) or Community Eligibility Provision (CEP) data.

Up to 35 points are available based on the average percentage of all sites:

<table>
<thead>
<tr>
<th>NSLP/CEP Percentage</th>
<th>Points Awarded</th>
</tr>
</thead>
<tbody>
<tr>
<td>NSLP/CEP &lt; 25%</td>
<td>0 points</td>
</tr>
<tr>
<td>25% ≤ NSLP/CEP &lt; 50%</td>
<td>15 points</td>
</tr>
<tr>
<td>50% ≤ NSLP/CEP &lt; 75%</td>
<td>25 points</td>
</tr>
<tr>
<td>75% ≤ NSLP/CEP</td>
<td>35 points</td>
</tr>
</tbody>
</table>

TIP for Success:
If your site average NSLP score is under 50%, you may make a case for additional Economic Need points under Subjective Scoring Criteria.
Calculating Economic Need: An Example

- Use NSLP data from an official state or school district source
- For K-12 school sites, use that school’s NSLP data
- For non-K-12 locations, use district-level NSLP data
- No rounding
- Hub only sites are not included
- Provide appropriate documentation

<table>
<thead>
<tr>
<th>Site Name</th>
<th>Economic Need</th>
</tr>
</thead>
<tbody>
<tr>
<td>Memorial Hospital</td>
<td>65.40%</td>
</tr>
<tr>
<td>Rose Hill High School</td>
<td>68.29%</td>
</tr>
<tr>
<td>Kennedy Middle School</td>
<td>54.50%</td>
</tr>
<tr>
<td>Washington Elementary School*</td>
<td>60.73%</td>
</tr>
<tr>
<td>Professional Medical Center</td>
<td>60.73%</td>
</tr>
</tbody>
</table>
Leverage: What are you bringing to the table?

- 15% matching funds are required, but you don’t get points for that!
- Match is calculated based on the amount of funding you request, not based on the total cost of the project.
- Match can come from various sources, but Federal dollars are NOT eligible for use as match.
- Documentation of match is required!
- Be creative!

<table>
<thead>
<tr>
<th>Percentage of Eligible Match Compared to Grant Request</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>15% &gt; Match% ≤ 30%</td>
<td>0</td>
</tr>
<tr>
<td>30% &lt; Match% ≤ 50%</td>
<td>15</td>
</tr>
<tr>
<td>50% &lt; Match% ≤ 75%</td>
<td>25</td>
</tr>
<tr>
<td>75% &lt; Match% ≤ 100%</td>
<td>30</td>
</tr>
<tr>
<td>Match &gt; 100%</td>
<td>35</td>
</tr>
</tbody>
</table>
Budget and Match

- Provide match details on the provided **Leveraging Worksheet**
- Document match commitments in **letters** signed by individuals with authority to obligate the organization providing match
- Provide budget details for the entire project (both funding request and match) on the provided **Budget Worksheet**
- Attach **vendor quotes** and **equipment information** to document validity of budget information

**TIP for Success:**
Use EXACT dollar amounts on Budget and Leveraging worksheets, and on match commitment letters.
Calculating Leverage: An Example

- Grant request: $400,000
- Match provided: $225,000
- $225,000 divided by $400,000 = .5625 or 56.25% cash match
- Leverage Objective Score = 25 points
### Calculating Objective Score

<table>
<thead>
<tr>
<th>Site Name</th>
<th>Site Designation (Hub Only, Hub/End-User or End-User Only)</th>
<th>Economic Need 1</th>
<th>Rurality Score 2</th>
<th>Leverage Score 3</th>
<th>Special Consideration 4</th>
<th>Total Objective Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Memorial Hospital</td>
<td>Hub Only</td>
<td>65.40%</td>
<td>0</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rose Hill High School</td>
<td>Hub/End-User</td>
<td>68.29%</td>
<td></td>
<td>45</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kennedy Middle School</td>
<td>Hub/End-User</td>
<td>54.50%</td>
<td></td>
<td>30</td>
<td></td>
<td>15</td>
</tr>
<tr>
<td>Washington Elementary School*</td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

*Located in StrikeForce County

Score: 25, 41.25, 25, 15, Total Objective Score: 106.25
Calculate Your Objective Score

• **DO THE MATH!**
  - In order to be competitive in this grant program your objective score should be 100 or above
  - Remember that your HUB sites do not count in your rurality score
  - You can manipulate your score based on your sites and your match – be smart
  - This grant is highly competitive and paperwork heavy so finding out if you are competitive before you get too deep into the work can save you time, energy and heartbreak
Now let's look into the Subjective side of this grant...

<table>
<thead>
<tr>
<th>Subjective Criteria</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Additional NSLP</td>
<td>An applicant with NSLP eligibility below 50% may request additional points, and could receive additional points if they can document that the NSLP percentage is not an accurate indicator of the economic need of the area. (up to 10 Points)</td>
</tr>
<tr>
<td>Need for Services and Project Benefits (Needs &amp; Benefits)</td>
<td>This criterion compares the specific need for the technology in the proposed service territory, and how the proposed project will address those needs and benefit the residents of the area affected. (up to 45 Points)</td>
</tr>
<tr>
<td>Innovativeness</td>
<td>This criterion assesses how the objectives of the proposed project are met in new and creative ways. (up to 15 Points)</td>
</tr>
<tr>
<td>Cost Effectiveness</td>
<td>This criterion evaluates the efficiency with which the proposed project and its technology deliver educational and/or medical benefits to beneficiaries. (up to 35 Points)</td>
</tr>
<tr>
<td>Special Consideration</td>
<td>RUS will offer special consideration to applications that contain at least one end-user site within a trust area or a tribal jurisdictional area; Strike Force Area; or Promise Zone. Such applications will be awarded 15 points.</td>
</tr>
</tbody>
</table>

**TIP for Success:**
There are NO page or formatting requirements for DLT narrative sections. Make your narratives readable and provide details. Tell your story but don’t write a book.
More on the Subjective Side

Scored narrative sections:

- *Need for Services and Benefits*: tell your story
- *Innovativeness of the Project*: provide reviewers with details about what makes your project unique
- *Cost Effectiveness of the Project*: describe how your project, and the equipment you selected is the best fit for your community and will meet identified needs
Not Scored, but Required!

Narratives that are required, but not scored:

- *Executive Summary*: write this last
- *Scope of Work*: details are important here!
- *Financial Information and Sustainability*: cover all points, but keep it short
- *Statement of Experience*: again, hit all necessary points, but it doesn’t need to be lengthy
- *Telecommunications System Plan*: details, details, details!
- *Environmental Impact and Historic Preservation Statement*: short and sweet

**TIP for Success:**

Note that the Scope of Work includes the **Budget Worksheets** for your project!
Not Scored, but Required!

In addition to scored sections, the following sections are required as part of a complete application:

- **Scope of Work** – a work plan for your project

- **Budget** – must include items covered by grant funds, and by leveraged funds; use provided Excel worksheet

- **Financial Information & Sustainability** – short and sweet!

- **Statement of Experience** – another section that can be brief and to the point!

- **Telecommunications System Plan** – a critical component of your application – be sure to answer all questions, and include maps/diagrams as requested in the guidance. Take your time here!
Not Scored, but Required!

- **Compliance with other Federal Statutes** – Forms that require signatures; provided in the guidance

- **Environmental Impact and Historic Preservation** – Use the “Environmental Impact of the Project” questionnaire provided in the guidance to develop this narrative

- **Evidence of Legal Existence and Legal Authority to Contract with the Federal Government** – A form that requires a signature; provided in the guidance

- **Consultation with USDA State Director and State Strategic Plan Conformity** – Required; make contact with your state USDA office early to request documentation of this consultation!

- **Supplemental Information** – Optional, but a good opportunity to provide documentation supporting your proposal
Narrative Writing Tips

- Read the guidance carefully, and provide a response to all points included
- Appropriately label each section and sub-section
- Edit, edit, edit! Ask your team for feedback, and if possible, solicit feedback from someone not associated with the project
- Proofread

TIP for Success:
The USDA does not provide formatting guidelines (e.g. page limits, font size). Provide detail and format your documents to make the reviewer’s job easy!
Needs for and Benefits: Tell Your Story

• The heart of your application, so start here
• Hit on all of the key points outlined in the guidance
• Focus on your community and use local data
• Highlight ways the project will benefit rural residents and solve local problems
• Attach letters of participation from sites, and letters of support from community members
• 45 points – the most points of all subjective sections
Needs and Benefits: A Detailed Look

In addition to the budget, the Needs and Benefits narrative is the foundation of your proposal. The following items MUST be addressed to maximize your score:

– Overview of the Project: one to two pages
– Discussion of Other Projects: Other USDA RUS Funding, ARC, etc. in the past three years
– Description of Community Targeted: keep it local!
– Need: what local needs will the proposed project address?
– Approach: how do you intend to address identified needs.
Needs and Benefits: A Detailed Look

– Anticipated Outcomes and Benefits: quantify the benefits to rural end users
– Secondary Benefits/Benefits to the Community: be creative here!
– Support from Community Members/Leaders and Experts
– Participation of Local Residents and Organizations in Planning and Developing the Project
– Inability to Afford Project without RUS Funds
– Project Alignment with State Strategic Plan of USDA Rural Development State Director
Innovation: Standing Out

• How is your project new, innovative or different
• Hit on all of the key points outlined in the guidance
• Innovation can include new strategies, or strategies that are new to your community
• **15 points** – the most difficult subjective section to achieve a high score in
Innovation: A Detailed Look

Sections to include:

• Project Overview

• Technology Innovation

• Innovation of Medical Programmatic Use

• Unique Adaptations of Technology to Meet Special Needs or Circumstances

• Potential to Influence or Promote Change in how Telemedicine can be Delivered in Other Areas

• The Use of Existing Resources in New Ways
Cost Effectiveness: The Right Project and Equipment to Address Local Needs

• Do your homework
• Document, document, document
• Hit on all of the key points outlined in the guidance
• The most cost effective solution is not necessarily the cheapest solution
• **35 points** – maximize by providing details
Sections to include:

• Consideration of Alternate Technologies – show the reviewers that you’ve examined alternatives before making a final decision

• Use of Existing Telecommunications Transmission Facilities – demonstrate how the project will use existing transmission paths

• Use of Existing Networks
Cost Effectiveness: A Detailed Look

Sections to include:

• Extent to which Requested Financial Assistance will Enhance Project Benefits*

• Justification for Purchase versus Lease of Equipment

• Benefits beyond Primary Objective*

• Demonstration of Project’s Creation of Capability to Meet Community Needs*

*You should have already developed this content for your Needs & Benefits section – reuse that to save time and ensure consistency!
Special Consideration:

An extra **15 points** may be awarded to sites located in:

- A trust area
- A tribal jurisdictional area
- A StrikeForce Area, or
- A Promise Zone

**TIP for Success:**
Only ONE site in the project must be eligible for Special Consideration in order to receive 15 points. You must provide documentation.
Additional NSLP: An Opportunity

- Only applicable if your average NSLP percentage for all sites is below 50%
- Up to 10 points may be awarded
- Demonstrate why NSLP is not an accurate reflection of economic need in the region
- Be specific and provide verifiable data

TIP for Success:
Examples of what to highlight include recent business closures, outmigration, declining industries and other indicators of economic stress. Provide documentation of these claims.
Gather required documents and forms

<table>
<thead>
<tr>
<th>Signed Documents</th>
</tr>
</thead>
<tbody>
<tr>
<td>SF424</td>
</tr>
<tr>
<td>Match letters</td>
</tr>
<tr>
<td>Participation letters</td>
</tr>
<tr>
<td>Support letters</td>
</tr>
<tr>
<td>Expert letters</td>
</tr>
<tr>
<td>Telecom provider consultation letter</td>
</tr>
<tr>
<td>MOUs (if applicable)</td>
</tr>
<tr>
<td>Letter from State Rural Development Director</td>
</tr>
<tr>
<td>Compliance with Federal Statutes</td>
</tr>
<tr>
<td>Environmental Impact and Historic Preservation Certification</td>
</tr>
<tr>
<td>Evidence of Legal Existence and Legal Authority to Contract with the Federal Government</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Documents that Do NOT Require a Signature:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Resumes from key team members (recommended)</td>
</tr>
<tr>
<td>Flood plain insurance information (if applicable)</td>
</tr>
<tr>
<td>Organizational Financial Audit (recommended)</td>
</tr>
</tbody>
</table>
Assemble your application

• Assemble in order per the Distance Learning and Telemedicine Grant Application Guide

• For electronic submissions:
  – Use coversheets to delineate sections
  – Confirm www.grants.gov credentials EARLY
  – Submit 3 to 5 days early, in case of technical difficulties

• For paper submissions:
  – Submit in a three-ring binder.
  – Be sure to provide the appropriate number of copies.
  – Follow mailing instructions precisely!

TIP for Success:
Don’t be afraid of redundancy! For example, pricing quotes are required in two sections, so provide them twice.
Top Tips: A Summary

- Shoot for an objective score of 100 or more
- Provide details in the narrative sections of the grant – tell your story, but don’t write a book!
- Include a site that provides 15 Special Consideration points, if possible
- Make sure your application is complete – include all sections requested, including those that are not scored!
Submission: Pulling it Together!

- Paper or www.grants.gov
- Label **EVERYTHING** clearly
- Make sure that all application components are included
- Submit on time, or if possible, submit **EARLY**
Break: 15 Minutes

We’ll be back soon...
Who is Avizia?

Avizia offers the only enterprise grade end-to-end telehealth platform to enable virtual care and collaboration across the entire care continuum – connecting ANY provider to ANY patient in ANY place.

• Success
  – 400+ healthcare customers throughout 37 countries
  – Found in 8 of the top 10 IDNs, and 1/3 of top 100
  – 100,000+ consults using Avizia ONE in 2016
  – FDA Class 1 registered medical devices

“Avizia is transforming healthcare through telemedicine.”
Avizia’s Product Portfolio

**Software**
- Avizia ONE™

**Hardware**
- Touch Screen Tablet (Cart, Wall, Kiosk, Carry)

**Mobile Apps**
- OnePass™
- myCare®

**Infrastructure**
- AviziaCloud

**Fleet Monitoring**
- Remote Tracking & Alerts

**Integrations**
- API
- HL7
- SSO
- DICOM
- EDI
- Mobile SDK

**Disruptive Technologies**
- Touch Screen Tablet (Cart, Wall, Kiosk, Carry)

Confidential – January 2017
How can Avizia help?

• Identify and seek funds to develop/expand your telemedicine projects
• Consultations with our grant & public funding experts at no cost to you
• Grant writing support services
• Grant training, education and workshops
• Post-award support; implementation assistance

For More Information on Avizia Grant & Public Funding Services
Contact Kerrie Hora, Director of Business Development
kerrie@avizia.com
910.986.2493
US Department of Health and Human Services:

Telehealth Network Grant Program
US Department of Health and Human Services Telehealth Network Grant Program Overview

- **Overall Intent:** "The purpose of this program is to demonstrate how telehealth networks are used to: (a) expand access to, coordinate, and improve the quality of health care services; (b) improve and expand the training of health care providers; and/or (c) expand and improve the quality of health information available to health care providers, and patients and their families, for decision-making. In particular, we wish to encourage telehealth services delivered through school-based health centers/clinics (SBHC), particularly those serving high-poverty populations.” *Source: HRSA TNGP Guidance, 2016*

- **Total funding available for 2017:** $6,000,000 (estimated)
- **Timing:** Spring 2017
- **Funding:** Up to $300,000 per year for four years
- **Match:** Not required.
What is a telehealth network?

Per the 2016 guidance, the telehealth network must include **at least two** of the following entities (at least one of which shall be a community-based health care provider):

- school-based health centers;
- community health centers or other Federally qualified health centers;
- health care providers, including pharmacists, in private practice;
- entities operating clinics, including rural health clinics;
- local health departments;
- nonprofit hospitals, including community access hospitals;
- other publicly funded health or social service agencies;
- long-term care providers;
- providers of health care services in the home;
- providers of outpatient mental health services and entities operating outpatient mental health facilities;
- local or regional emergency health care providers;
- institutions of higher education; or
- entities operating dental clinics.
What can TNGP Funding be Used For?

- Personnel/Fringe Benefits
- Travel
- Equipment
- Supplies
- Subcontracts
- Other (items that do not fit in the above categories but are essential to the project)
- Indirect Costs

**TIP for Success:**
Equipment cannot exceed 40% of the total grant funds requested. Use your contracts strategically.
HRSA TNGP Application Components

• 80-page maximum (typically 35 to 40 pages of narrative), including the following:
  • Project Abstract
  • Project Narrative
  • Budget
  • Budget Justification Narrative
  • Attachments
HRSA TNGP Narrative

- Introduction
- Needs Assessment
- Methodology
- Work Plan
- Resolution Of Challenges
- Evaluation And Technical Support Capacity
- Organizational Information

**TIP for Success:**
Always refer back to the guidance and be sure to cover **ALL** required points in order to maximize your score!
Introduction: Set the Stage

- An overview of the project and the network
- Succinct but comprehensive
- Use the Introduction to set the stage for the reviewer!
Needs Assessment: Make the Case

• Details
• Quantify, quantify, quantify!
• Local data when possible
• Identify gaps
Methodology

• Describe your plans
  – What exactly are you going to do

• Tied directly to the Needs Assessment
  – How do your plans directly connect to the target population and problem

• Provide details on technology
  – Why this technology in this situation
Work Plan

Be sure to cover:

• Who

• What

• Where

• When

TIP for Success:
Make the connection between the narrative and the work plan – cover the details.
Attach a work plan in table format – see sample.
Resolution of Challenges

• Every project has challenges, don’t shy away from them:
  – Be honest
  – Be concise
  – Never bring up a challenge without a solution
Evaluation And Technical Support Capacity

• Understand required measures
• Describe systems and processes for tracking data
• Assure reviewers that your network can self-assess and participate in HRSA-led evaluations, if requested to do so
Organizational Information

• Experience – your chance to shine!
• Ability to carry out the project
• Network governance
• Roles of network partners
### Scoring the TNGP Application

<table>
<thead>
<tr>
<th>Narrative Section</th>
<th>Review Criteria</th>
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<tbody>
<tr>
<td>Introduction</td>
<td>(1) Need</td>
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<tr>
<td>Needs Assessment</td>
<td>(1) Need (2) Response</td>
</tr>
<tr>
<td>Methodology</td>
<td>(2) Response (4) Impact (6) Support Requested</td>
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<td></td>
<td>(7) Assessing Technology and Integrating Administrative and Clinical Systems</td>
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<tr>
<td>Work Plan</td>
<td>(4) Impact (5) Resources/Capabilities (6) Support Requested</td>
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<tr>
<td>Resolution of Challenges</td>
<td>(3) Evaluative Measures (4) Impact (5) Resources and Capabilities (7) Assessing</td>
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<td>Technology and Integrating Administrative and Clinical Systems</td>
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<td>Evaluation and Technical</td>
<td>(3) Evaluative Measures (5) Resources/Capabilities (6) Support Requested</td>
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<tr>
<td>Support Capacity</td>
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<tr>
<td>Organizational Information</td>
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<td></td>
<td>(7) Assessing Technology and Integrating Administrative and Clinical Systems</td>
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</tbody>
</table>

**TIP for Success:**
Funding preferences are typical.
In 2016, a funding priority was given to projects including school-based health centers.
HRSA TNGP Attachments

Attachment 1: Rural ID Eligibility

Attachment 2: Detailed Budget Information

Attachment 3: Work Plan

Attachment 4: Network Identification Information

Attachment 5: Memorandum of Agreement and/or Description(s) of Proposed/Existing Contracts:

Attachment 6: Position Descriptions for Key Personnel.

Attachment 7: Biographical Sketches

Attachment 8: Project Organizational Chart

Attachment 9: Letters of Support

Attachment 10: Request for Funding Preference

Attachment 11: Proof of Non-profit Status

Attachment 12: Indirect Cost Rate Agreement (if applicable)

Attachment 13: Other documents, as necessary (i.e. Maps)
First things last…the abstract

• One page that covers:
  a) Funding Preferences
  b) Service Area
  c) Needs, Objectives, and Projected Outcomes
  e) Clinical Services to be Provided
  f) Actual Patients/Persons Served
  g) Self-Assessment
  h) Outcomes - Telehealth Services
  i) Additional Activities
  j) Sustainability
EXERCISE: 
ROUND PEG 
IN A ROUND HOLE
QUESTIONS?