Secure Funding for Telemedicine:
A guide to the RUS/DLT grant process

March 5, 2020

Topics Covered

- Understand fundamental components of the RUS DLT Grant

- Telemedicine applications and use cases

- Uncover key elements to writing the sustainability plan

- Discover free resources to make your application as competitive as possible

- Learn how to avoid the top three mistakes made when applying for this grant

- Hear from a customer who has successfully been awarded in prior years

- Find out what to expect and how to navigate the post award process

Featured Presenters

Ron Emerson, RN BSN
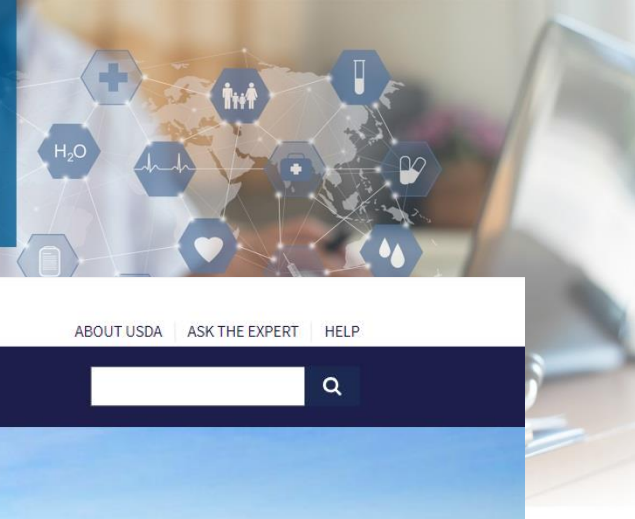*Global Director of Strategic Development*,
AMD Global Telemedicine

Kristin DeProspero
Vertical Market and Grant Program Director
Solutionz

RUS Distance Learning & Telemedicine Grant Basics

https://www.rd.usda.gov/programs-services/distance-learning-telemedicine-grants

Grant Application Online

Distance Learning & Telemedicine Grants

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FY 2020 Traditional Program Resources :

- **DLT FOA**
- **DLT Application Guide**
- **DLT Worksheets**
- **DLT Draft Grant Agreement**
- **Form SF424**
- **DLT Application Checklist**
- **SAIPE Summary**

Basics

Program Purpose

- To provide financial assistance to enable and improve Distance Learning and Telemedicine Services in Rural America

- To support the use of telecommunications-enabled information, audio and video equipment, and related advanced technologies by students, teachers, medical professionals, and rural residents

- To increase rural access to education, training, and health care resources that are otherwise unavailable or limited in scope

Important Note: requires <u>synchronous</u> <u>telecommunications</u>

Basics Continued

1) Capital Grant – pays for equipment, software, services, installation, and training for DL or TM
2) Match of 15% required
3) Maximum grant amount: $1,000,000
4) Special consideration for:
   a) STEM
   b) Substance Abuse Disorder (expanded from Opioid in prior years)
   c) Opportunity Zones
5) Due Date is April 10th – last year to submit paper applications
6) Financial Assistance certifications in SAM.gov
7) Rurality score change 40, 30, 20, and 10

Denotes changes from 2019

Telemedicine Applications

Facilities IT Facilities EHR Facilities PACS

Remote Medical Specialists

Patients at Home or Work

Healthcare System

Center of Excellence/ Remote Hospital

Nursing & Rehab Centers

Workplace Health

Urgent Care Clinic

School Based Clinic

Medical Specialties

Primary Care

Dermatology

Women's Health

Pediatrics

Cardiology

Radiology

Emergency

Ears, Nose, Throat

Ophthalmology

Behavioral/Mental Health

Sustainability

Telehealth Reimbursement

- Medicare
- Medicaid
- Private Payers

Increase Revenue

- Capture new patients
- Retain existing patients

Decrease Cost

- Increase efficiencies

Meet Mandates

- Capitated rates
- Accountable Care

Eligible Costs

Eligible Grant Purposes *(See DLT Application Guide for details)*

- Acquiring, by lease or purchase eligible equipment.
    - If leased, the cost of the lease during the 3-year life of the grant is eligible.
    - Broadband facilities must be applicant owned & are limited to 20% of grant

- Acquiring instructional programming that is a capital asset (including the purchase or lease of instructional programming already on the market)

- Providing technical assistance and instruction for using eligible equipment. (category limited to 10% of grant)

Project Examples

Examples of eligible equipment

- Computer hardware and software
- Computer network components
- Data terminal equipment
- Inside wiring

- Audio and video equipment
- Telecommunications terminal equipment
- Interactive audio/video equipment
- Broadband facilities, **if applicant-owned**

✓ The application must demonstrate that the predominant purpose (50% or more of use) of every line-item in the grant and match budget meets the DLT Grant definition of distance learning or telemedicine.

✓ All equipment must be new and non-depreciated

Ineligible Costs

Ineligible Grant Purposes *(See DLT Application Guide for details)*

- Medical or educational equipment not having telemedicine or distance learning as its essential function

- Electronic Medical Record Systems

- Salaries, administrative, operating, or recurring expenses (including recurring broadband connection fees)

- Application preparation costs

- Purchase of land, buildings, building construction, site development, or destruction or alteration of buildings.

- Any purpose not specifically contained in 7 CFR 1734.21

15% Match Required

Cash is king

In-kind only if purchased after April 10th

Must be for an eligible purpose and integral to the project

Look at existing budgets for DL or TM equipment

Non-federal funds

85% DISCOUNT

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Scoring

Scoring – Maximum possible is 110 points

- **Objective Criteria (80 points)**
  - Rurality (40 points)
  - Economic Need (30 points)
  - Special Consideration (10 points)

    1. STEM education 2. Opioid or other Substance Use Disorder (SUD) treatment 3. Opportunity Zone

- **Subjective Criteria (30 points)**
  - Needs and Benefits

Needs & Benefits

Subjective Criteria: Needs & Benefits (30 points max)

1. **Need for Services**: the economic, geographic, educational, or health care challenges facing the communities in the project. Documentation should support the claims.

2. **Benefits Derived from Services**: how the proposed project will help resolve the problems identified. Identification of benefits should include quantifiable goals (e.g. # students projected to take new courses, # patients to receive care, time saved seeking medical treatment)

3. **Local Community Involvement**: participation in the planning and development of project by local residents and organizations. Documentation of meetings, support, including contributions.

Application Sections

Completing the Grant Application

A. Standard Form 424 w/Site Worksheet

B. An Executive Summary of the Project

C. Scoring Criteria Documentation

D. Matching Requirements

E. Scope of Work

F. Financial Information and Sustainability

G. Statement of Experience

H. Telecommunications Systems Plan

I. Compliance with other Federal Statutes

J. Evidence of Legal Authority and Existence

K. Environmental Impact & Historic Preservation

L. Consultation w/ USDA State Director & State Strategic Plan Conformity

M. Supplemental Information

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Toronto City School District

Maureen Taggart, Superintendent

Post-Award Process

- Work with USDA GFR to understand any changes to original budget (if any)
- Sign and return grant agreement
- Follow internal procurement processes and comply with competitive bidding grant requirements
- Procure and implement solution

- Submit Project Activity Report annually in March
- Submit Federal Financial Report – Form 425
- If grantee project exceeds $750,000 in a calendar year a CPA audit may be required

Top Three Mistakes

- Missing signatures or forms
- Fail to act early!
  - www.sam.gov (12-15 days to activate)
  - Financial Assistance Certifications
  - Support Letters
  - DUNS number
- Submit to close to deadline

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  — www

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- Subr   e to deadline

Guides on the side to help! 20+ years of experience behind you

Contact Us

Ron Emerson, RN BSN
Global Director of Strategic Development,
AMD Global Telemedicine
remerson@amdtelemedicine.com

Kristin DeProspero
Vertical Market and Grant Program Director
Solutionz
kdeprospero@amdtelemedicine.com

Thank you!