Telehealth Grant Announcement Q&A

On July 11, 2018, the Maryland Health Care Commission (MHCC) released two announcements for grant applications entitled *School-Based Teletherapy for Special Education Services* (Grant ID MHCC19-007) and, *Enhancing School-Based Health Care Services via Telehealth* (Grant ID MHCC 19-008).[1] The MHCC is making available some common questions and answers that pertain to these announcements. This document is organized first with general questions that apply to both grants, followed by questions pertaining to each specific grant. This document will be updated as we receive additional questions from potential applicants.

General Questions

1. **Question:** Is the applicant responsible for seeking and finding a school to partner with to pilot this project?

   Answer: Yes, it is the responsibility of the applicant to find all partnering organizations for this project.

2. **Question:** Does the project only allow for public schools – can private schools be considered?

   Answer: There is no prohibition on the type of school, public vs. private that can be considered.

3. **Question:** Does MHCC require specific grades to be included within the project (e.g., Elementary School, Middle School, or High School level)?

   Answer: The MHCC does not require any specific grades to be included in this project. The applicant should specify which grades will be included in the project and provide an explanation/reasoning for the selection.

4. **Question:** Is the MHCC looking for a vendor to supply telehealth or teletherapy technology that includes its own distant site providers, or a vendor to only supply the telehealth or teletherapy technology that can be used to connect any provider, school, etc.?

   Answer: The applicant can propose a model in which medical or special education services can be delivered by the provider group using telehealth or through a third party vendor.

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[1] The announcement can be found here:
http://mhcc.maryland.gov/mhcc/pages/home/procurement/procurement.aspx

5. **Question:** Do the partner schools need to be identified within the letter of intent, application, or after award?

   Answer: The intended partner schools should be identified within the application.

6. **Question:** Does the MHCC know of any schools or systems that have reached out looking for a provider/technology partner?

   Answer: As the grant-making entity, MHCC must remain neutral and is unable to recommend interested partnering organizations (i.e., schools or technology vendors).

7. **Question:** Can the grant funds be used to purchase items to facilitate the use of telehealth or teletherapy, such as carts, and peripheral devices, or can grant funds only be used to purchase software?

   Answer: Grant dollars can be used to pay for software, licensing fees, or other items, such as carts, peripherals, etc., which could support the software.

8. **Question**: Is this grant for Independent School Districts as well?

   Answer: There is no prohibition on independent schools to participate.

9. **Question:** What would be the easiest way to share our information in a non-bias way to those physicians/providers applying for the grant?

   Answer: Vendors can contact Maryland schools and school districts' local education agencies to determine if there is alignment in partnering for a grant opportunity.

10. **Question:** Is mental health therapy included in the scope of the grants?

    Answer: Yes, mental health therapy may be included in the scope of either grant. Mental health therapy must be provided to students eligible for special education services under the scope of grant MHCC 19-007. If mental health therapy is proposed under grant MHCC 19-008, services could be provided to any student.

11. **Question:** Is Attachment A the letter of intent (LOI) or is the LOI created by the applicant with all the required information outlined in the grant announcement?

    Answer: The LOI is created by the applicant with all the required information as outlined in V. Application Request of the grant announcement.

12. **Question**: How many schools is MHCC looking for the applicant to serve?

Answer: The MHCC does not have any requirements on the number of schools it is seeking to be serviced by applicants. Applicants can propose a number of schools that meet the needs of their project.

13. **Question:** What are MHCC's guidelines around indirect cost rates that can be included as part of the financial proposal for the grants?

    Answer: The MHCC does not have a defined indirect cost rate for projects funded under its grants. Applicants may include an indirect cost proposal as part of its application. The MHCC reserves the right to negotiate an indirect cost rate with the applicant and approve or disallow an indirect cost rate at their discretion. Please note, MHCC would not likely accept an indirect costs of more than 10 percent.

14. **Question:** Can an application organization oversee the grant activities, implement the technology, oversee all technical components, and also provide medical care via telehealth?

    Answer: Yes, an application organization must demonstrate that they are able to meet the requirements in the announcement either themselves or through established partnerships.

15. **Question:** Can the application organization that provides medical care bill student's insurance for medical services rendered?

    Answer: An application organization can bill third party payors consistent with a student's medical coverage for services rendered. Services where clinicians are reimbursed, either through billing or other third-party funds, should not be billed to the grant.

16. **Question:** Can an out-of-state for profit company apply for the grants?

    Answer: Yes, out-of-state for profit companies may apply for the grants as long as they meet all the requirements of the grant announcements.

MHCC 19-007 - *School-Based Teletherapy for Special Education Services*

No questions on this grant received as of the date of this document.

MHCC 19-008 - *Enhancing School-Based Health Care Services via Telehealth*

1. **Question:** Can applicants propose a project where students could have a telehealth encounter with a Maryland licensed provider that he/she has not seen before?

   Answer: The MHCC and the Maryland Department of Health (MDH) believe that continuity of care within a pediatric medical home improves patient outcomes.

   Applicants are encouraged to propose projects that fosters use of pediatric medical homes where established patient and provider relationships exist. MDH and its partners may be available to the grantees to facilitate development or processes to achieve this.

2. **Question:** Can a privately owned LLC physician group qualify to apply for this grant?

   Answer: Yes, as long as the physician group and their partnering organizations demonstrate an ability to meet the requirements and qualifications outlined in the announcement.

   A privately owned practice group may not provide services as a school-based health center. Therefore, a private group (LLC, corporation, partnership, etc.) may not be the prime applicant. However, the prime applicant may partner with private vendors as part of their proposed model for telehealth service delivery in a school.

3. **Clarification regarding participation in Maryland Medicaid**

   Schools and school-based health centers (SBHCs) are allowable telehealth originating sites under the Maryland Medicaid Telehealth Program. They may partner with registered distant site providers who may bill Medicaid for telehealth services. Applicants are encouraged to include details on their proposed billing model, if applicable, including whether they or their telehealth partner plans to bill for services. Please review the Maryland Medicaid Telehealth Program policies available at: mmcp.health.maryland.gov/Pages/telehealth.aspx.