

# **Announcement for Grant Applications:**

## ***Expanding Telehealth Adoption In Ambulatory Practices***

A funding opportunity for State Designated Managed Service Organizations

# Aim

Fund one or more State Designated MSOs (MSOs) to diffuse telehealth in ambulatory practices statewide with emphasis on workflow redesign that supports use of telehealth technology to meet the increased need for virtual patient visits

# Grant Objectives

---

- Meet increased demand for virtual care to help mitigate the spread of COVID-19
- Enable a blend of virtual and in-person care following the COVID-19 State of Emergency
- Diffuse telehealth in ambulatory practices that have not adopted telehealth
- Develop a telehealth implementation framework unique to each practice consisting of vendor neutral technology, workflow redesign, and staff training on telehealth protocols
- Provide practices with guidance on telehealth policy, technical requirements, and clinical best practices

# Grant Funding

---

- An established fund of up to \$500K
- MSOs earn financial incentives based on their completion of specified milestones for each practice; \$2,700 maximum incentive per practice
- Practices receive a \$500 payment to offset administrative investment cost for adopting telehealth when they attest to its use
- A financial match is not required

# State Designated MSOs

---

- A 2009 Maryland law (Chapter 689) requires MHCC to designate one or more MSOs; State Designated MSOs include:
  - Children's IQ Network
  - MedTech Enginuity Corporation
  - Syndicus, Inc.
  - Zane Networks, LLC
- These MSOs are well-positioned to help practices adopt telehealth, especially those not affiliated with a hospital, in rural or underserved areas, and small practices



# Timeline

---

- Key Dates:
  - April 3<sup>rd</sup> – Release *Announcement for Grant Applications*
  - April 9<sup>th</sup> – Applications due
  - April 16<sup>th</sup> – Award one or more MSOs
- Up to a 24-month grant period

**The End**