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A) Overview

Centene Corporation (Centene) is partnering with the National Association of Community Health Centers (NACHC) to help Federally Qualified Health Centers (FQHCs) develop, increase and/or improve their capacity to provide telehealth solutions to meet the needs created by the COVID-19 pandemic and to ensure continual/long-term sustainability.

Centene, as a part of our partnership, is providing funding for grants to assist FQHCs in a range of short-term and long-term efforts to increase access via telehealth visits to ensure care continuity during and after this healthcare crisis.

B) Grants will be provided in two categories

Category 1: Short Term/Entry Level Projects

Category 1 requests should support solutions that can be implemented quickly and result in telehealth access within 30 – 60 days. Category 1 requests are intended to fund implementation or expansion of existing FQHC telehealth efforts/programs.

Examples include, but are not limited to, purchasing services and equipment such as licenses, remote access monitoring equipment for patients (such as tablets to access telehealth appointments, thermometers and other equipment/devices for taking vital signs), and equipment for clinicians to use at home to facilitate telehealth appointments.

Awards for Category 1 funding requests are limited to a maximum $25,000.

It is anticipated that approximately 60 awards will be made for Category 1 projects.

Category 2: Larger Scope Projects

Category 2 requests should include an initial application that will serve to provide an overview and cost estimates for projects that are anticipated to require more thorough investigation and development work.

Examples include, but are not limited to, staff engagement on new platforms, embedding telehealth into existing operations, developing telehealth in specialty areas such as dentistry or behavioral health, and developing telehealth access in areas already underserved by limits on traditional healthcare access.

Awards for Category 2 projects will range from $75,000 to $150,000 each.

It is anticipated that 25 awards will be made for Category 2 projects.

C) Guidelines for Successful Applications

1. Must be submitted by and for a FQHC in AZ, FL, GA, HI, IA, IL, IN, KS, KY, LA, MO, MS, NC, NE, NM, NV, OH, OR, PA, SC, TX, WA, and WI.
2. Respond to all sections of the application completely.
3. Submit applications in .pdf format, using Calibri or Times New Roman 11.5 font.
4. Stay within the page limits noted for each section of the application.
5. Clearly indicate whether the application is for Category 1 or Category 2 funding. *Indicating "both" or "either" is not acceptable*.
6. Selections will be made through a blinded review of Section III. Therefore, **Section III must be on *separate* pages from Sections I and II and *MAY NOT INCLUDE ORGANIZATIONAL NAME OR IDENTIFYING INFORMATION*– failure to comply with this requirement may result in the disqualification of your application.**
7. Submit the application by email, no later than **Friday, Sept 18, 2020 at 8pm EST** to: TelehealthProposals_2020@centene.com (include the underscore before 2020)

D) Award Schedule

Notification of award for Category 1 grants will occur within 45 days of the submission deadline.

Notification of selection for further development of Category 2 proposals will occur within 60 days of submission deadline. Applicants will then have 45 days from notice of selection to develop and submit full proposals. Notification of award for Category 2 proposals will occur within 45 days of full proposal submission deadline.

-- Proposal Components and Evaluation Criteria on next pages --

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E) Application Components

I. Cover Sheet (page 1), include:
1. Date
2. Name and full street address of organization
3. Contact person(s) and title(s)
4. E-mail address and telephone of organization and contact person(s)
   a. Must include CEO Name/E-mail
5. Clearly indicate whether you are applying for Category 1 Funding (Short Term/Entry Level Projects) or Category 2 Funding (Larger Scope Projects). See the **Grant Application Instructions** for more detail on these categories. **YOU MUST CHOOSE ONE CATEGORY; YOU MAY NOT INDICATE "BOTH" OR "EITHER"**
6. Purpose of funding request (brief description – one paragraph overview)
7. Period the funding request will cover
8. Number of individuals, geographic area, and target population benefiting from this proposal
9. Total current organizational budget and fiscal year (e.g., $2.5M, September – August)
10. Total project budget (what additional resources will the FQHC provide to ensure the success of this project (one-two paragraph(s)))
11. Dollar amount requested
12. Signature of CEO/Executive Director or designee.

II. Organizational Background (page 2)
1. Brief description of organization's history, mission, and telehealth goals
2. Description of any existing telehealth programs, activities, and accomplishments (one-two paragraphs or brief list of bullets).

III. Narrative Proposal (pages 3-5)
Ensure that this section is on separate pages from Sections I and II and _DO NOT INCLUDE ORGANIZATIONAL NAME OR IDENTIFYING INFORMATION_– failure to comply with this requirement may result in the disqualification of your application.

Please provide adequate detail to demonstrate the value of your project while being concise.
1. How will you use the funds requested to purchase or support telehealth capacity? Include:
   a) Equipment to be purchased to be used by the FQHC; please specify the number of items to be purchased
   b) Equipment to be purchased for patients to use, e.g., smart phones, tablets to receive transmission; patient remote monitoring devices (BP cuffs, pulse ox, thermometers, Fitbits, etc); please specify the number of items to be purchased and the intended number of patients to utilize the equipment
   c) Services to be purchased
   d) How additional telehealth services will be staffed
   e) Whether telehealth services will be connected to your patient management system and/or electronic health record system
   f) If/how you will sustain the expanded telehealth capacity beyond the term of the grant.

2. Define how you will know if you are successful in increasing telehealth capacity.
    a) What metrics will you use?
    b) How will you define your baseline?
    c) How will you gather & analyze your data?
    d) What kind of data from Centene and/or a Centene Health Plan would help in your reporting?

3. Attach a budget proposal that demonstrates how requested funds will be allocated.
    a) Must identify % allocated for administration and % for services/products
    b) NOTE: Funding will not be awarded to pay for direct services that a Centene Health Plan is contracted to provide.

F) Evaluation & Scoring

A maximum of 100 points may be awarded to each application.

Sections I and II of the application will be deemed acceptable/nonacceptable based on completeness and compliance with the relevant guidelines for successful applications as outlined above.

Section III- Questions 1 and 2, are each eligible for scores up to 50 points.

Section III- Question 1 (SIII Q1) will be scored on:
- Significance/relevance
- Completeness
- Innovation
- Impact

However, reviewers may award higher scores for SIII Q1 for:
- Demonstrated potential for sustainability
- Impact on an *at-risk population*
- Additional or matching funding
- Community stakeholder engagement in the project

Section III- Question 2 will be scored on:
- Appropriateness of metrics
- Ability to define baseline
- Demonstration of key component for data collection and analysis plan

The budget proposal requested in Section III- Question 3, will be deemed acceptable/nonacceptable based on completeness, viability, and compliance with the relevant guidelines for successful applications, outlined above. For Category 2 applications chosen for further development and consideration, the reviewers may request additional budget detail be included in the full proposal.