

Subsidies Available for Broadband and Internet Access for Rural Healthcare: FCC/ USAC Healthcare Connect Fund

NOSORH Annual Meeting

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Agenda

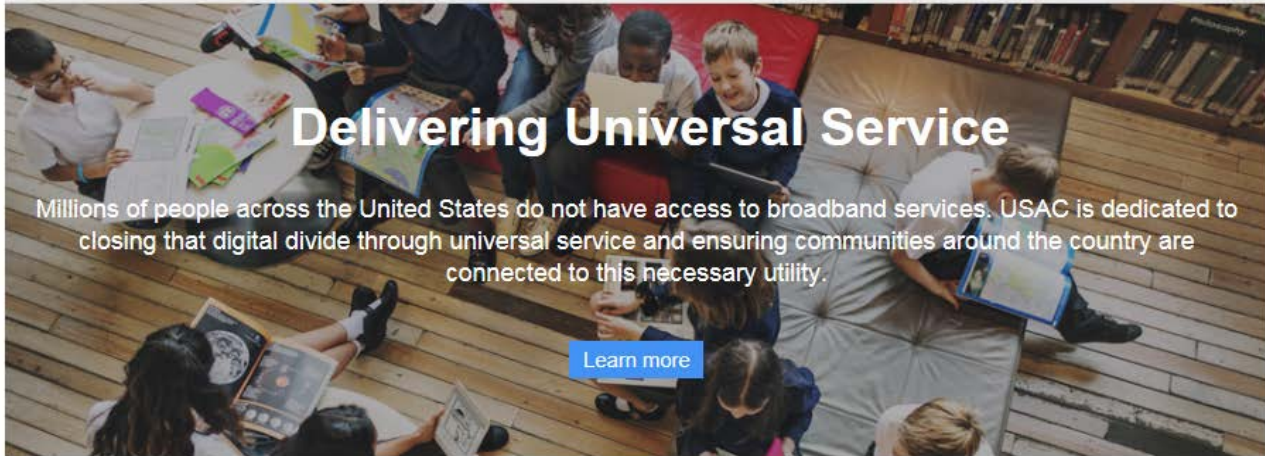
- History (FCC/ USAC/ Our Organization)
- Healthcare Connect Fund
- 4 Case Studies
- The Process
- What we can do for your State
- Q&A

FCC/ USAC History

- Communications Act of 1934
- Telecommunications Act of 1996

A monthly cell bill is \$0.62 of a FCC \$9B annual budget

Gigabyte Usage	<i>gigabytes</i>	30.000 (shared)	.210	--	--
Data Promo (11/14/16)	<i>gigabytes</i>	1.000 (shared)	.010	--	--
Data Promo (12/04/16)	<i>gigabytes</i>	1.000 (shared)	.001	--	--
Total Data					\$0.00
Total Usage and Purchase Charges					\$0.00
Surcharges +					
Fed Universal Service Charge					.62
Regulatory Charge					.21
Administrative Charge					1.23
Maine Univ Service Fund Charge					.35
ME Service Provider Tax Charge					1.67
ME School and Library Fund					.11
					\$4.19
Taxes, Governmental Surcharges and Fees +					
ME State 911 Surcharge					.45
					\$0.45



Delivering Universal Service

Millions of people across the United States do not have access to broadband services. USAC is dedicated to closing that digital divide through universal service and ensuring communities around the country are connected to this necessary utility.

[Learn more](#)

Ensuring that all people in the United States have access to quality, affordable connectivity services through these four universal service programs:



Schools and Libraries

Keeping students and library patrons connected to broadband and voice services

[Explore](#)



Rural Health Care

Supporting healthcare facilities in bringing world class medical care to rural areas through increased connectivity

[Explore](#)



Lifeline

Helping households obtain the communications services they need to participate and function in today's digital world

[Explore](#)



High Cost

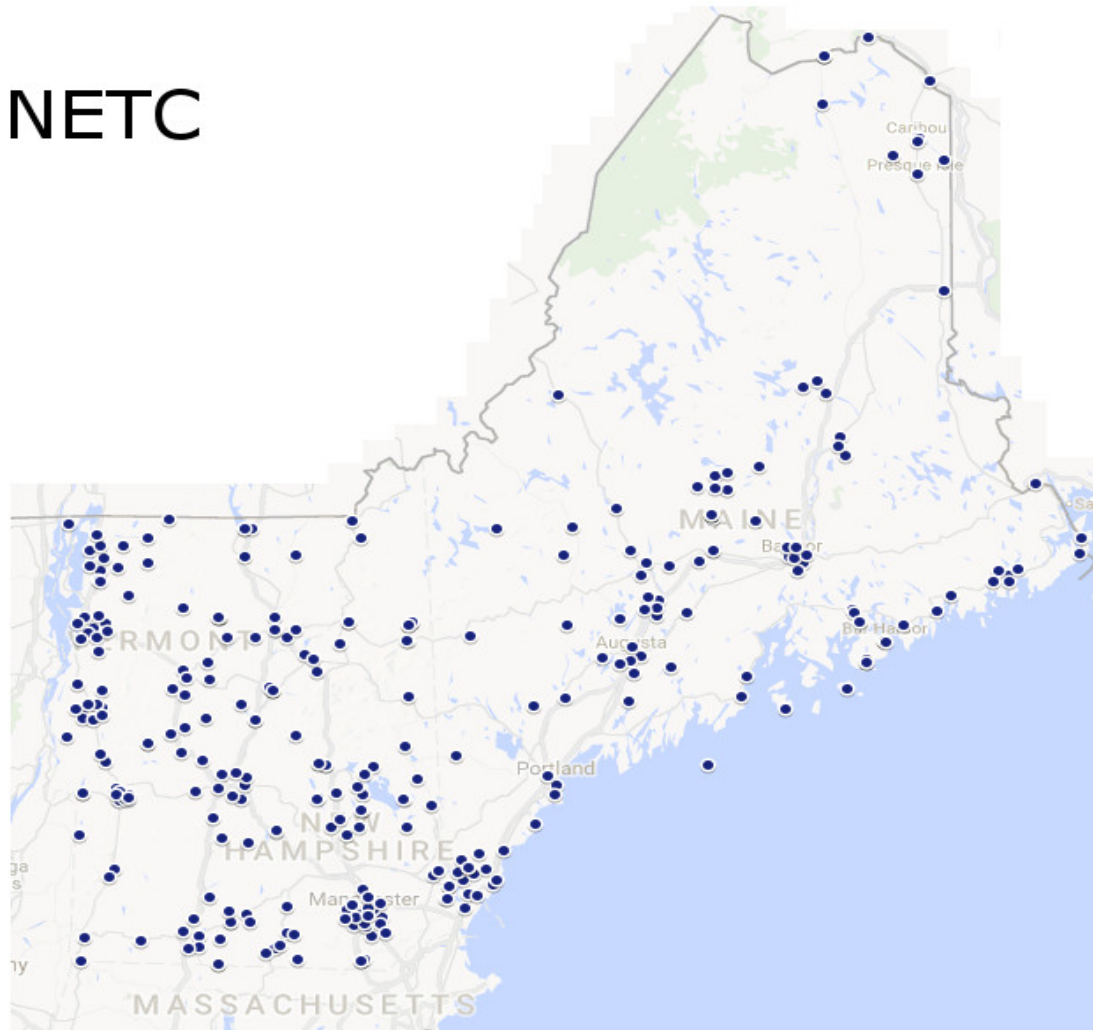
Providing funding to companies working to expand connectivity infrastructures in unserved or underserved areas

[Explore](#)

HealthConnect Networks Background

- The FCC/ Universal Service Fund allocates \$400M/ year to help subsidize Healthcare Networks and Internet Access.
- In November 2007, we were awarded over \$24 million and designed and built one of the largest healthcare telehealth networks in America.
- With over 800 Healthcare providers participating in the New England Telehealth Consortium, collectively they'll save over \$170 million in Network and Internet costs over 10 years.

NETC



Map Created 7/25/2017

HealthConnect Networks Background cont.

- HealthConnect Networks moved beyond New England to help Healthcare Providers across the U.S. navigate the **Healthcare Connect Fund**.
- We works with consortia in ME, NH, VT, CT, RI, KY, WI, WY, SC, AK, CA, and PA.
- In the most recent **HCF** filing window (June 30), our process enabled 364 NEW sites to receive subsidy.
- To date, we support over 1,300 Healthcare Sites

Healthcare Connect Fund

- Healthcare Connect Fund is a Subsidy Program for non-profit Health Care Providers
- Eligible Health Care Provider types, for purposes of this subsidy, can be a:
 1. Non-profit hospital,
 2. Skilled nursing facility,
 3. Local health department,
 4. Rural health clinic,
 5. Community mental health center,
 6. Post-secondary educational institution offering health care instruction,
 7. Community health center, or
 8. Consortium of the above

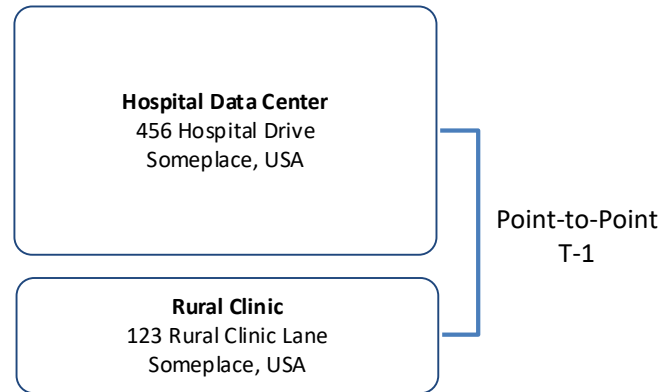
Benefits of the Consortium Model

- The Healthcare Connect Fund consortium model applies to both Rural and Urban Healthcare Providers.
- Provides up to 3-years of subsidies at a time for a healthcare provider.
- One-stop-shopping

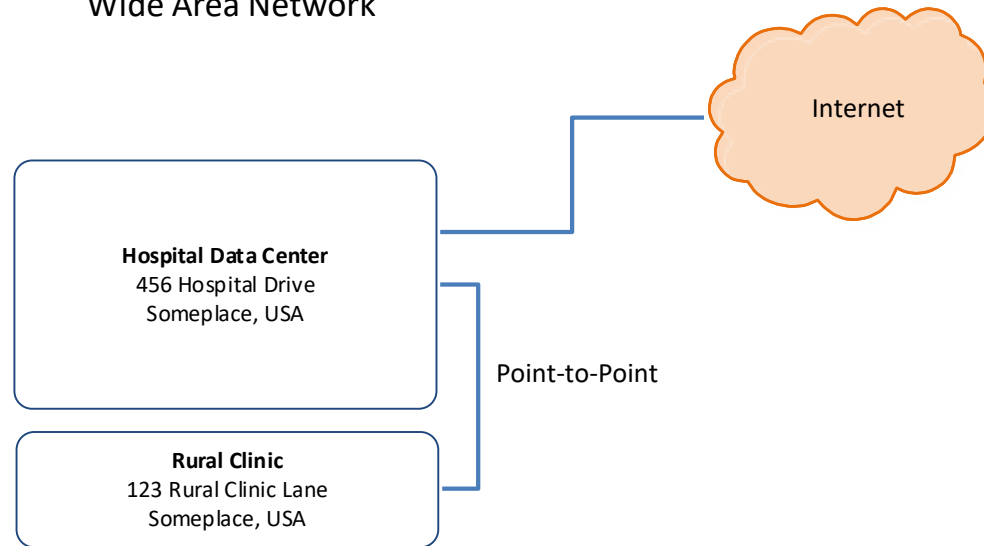
Healthcare Connect Fund – cont.

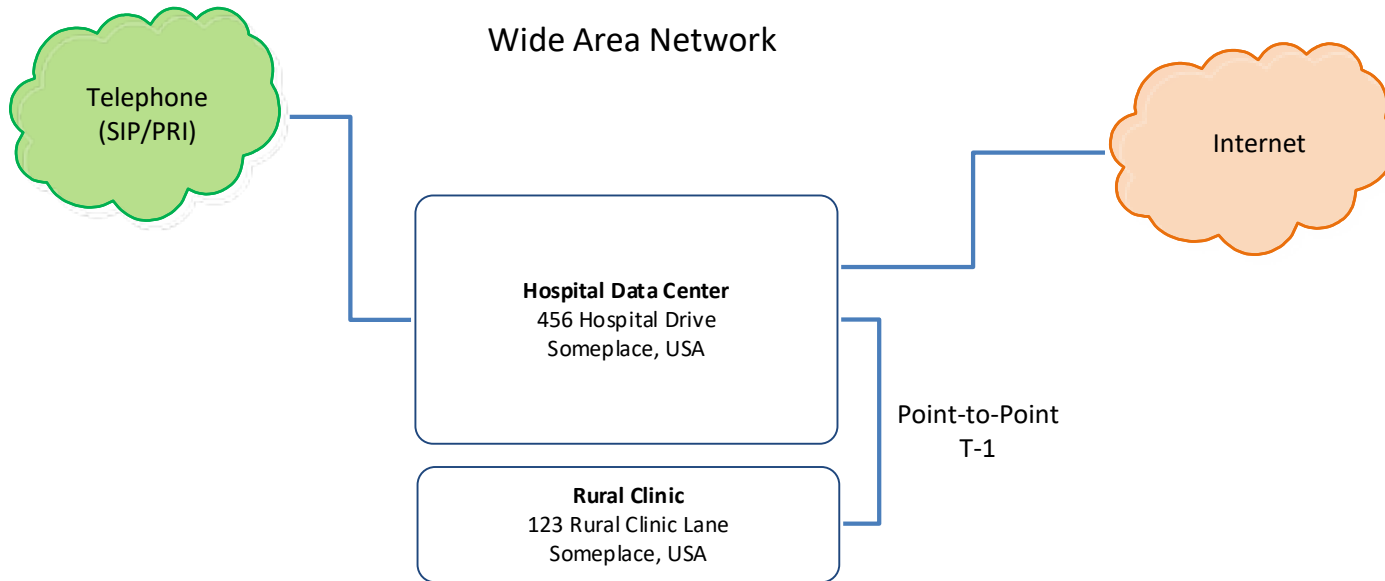
- **Eligible subsidies in the consortium model include:**
 - Monthly Recurring Costs
 - Private network connections
 - Internet connections
 - Edge network equipment (i.e. routers, switches, firewalls) as well as installation, configuration and service contracts.
 - Network Operation Centers (NOCs)
 - Administrative Sites
 - Data Center Sites
 - Primary and Backup Circuits
- **The Vendor of the Services is left up to the healthcare provider through competitive bid or through state contract.**

Wide Area Network

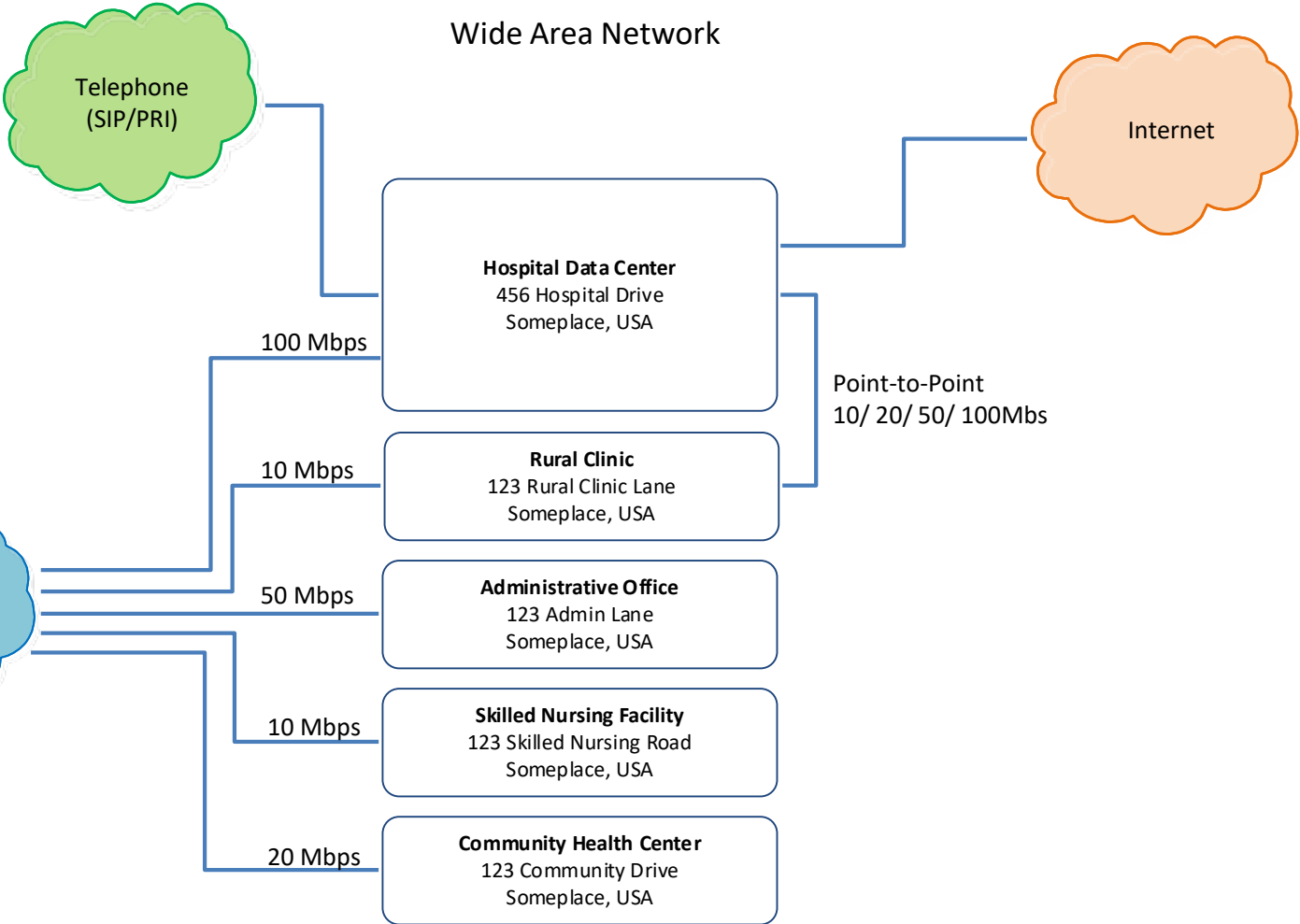


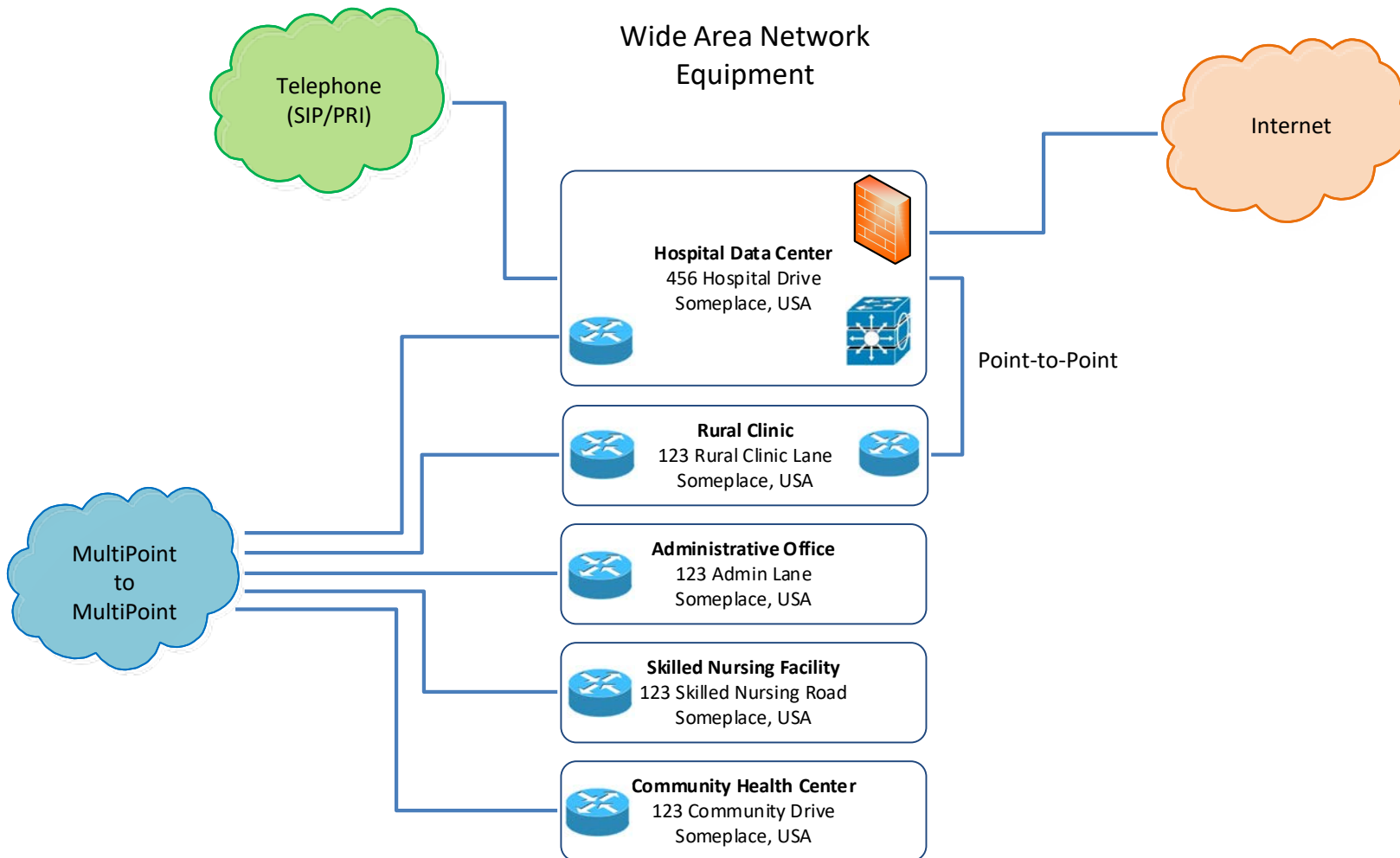
Wide Area Network



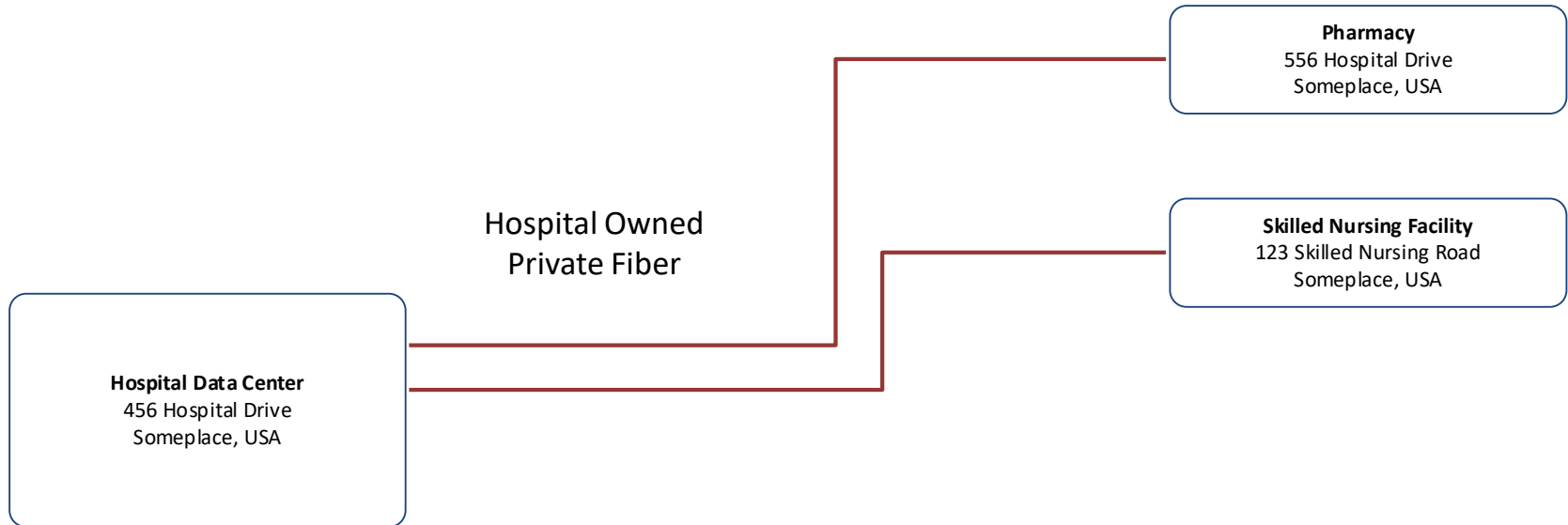


Wide Area Network

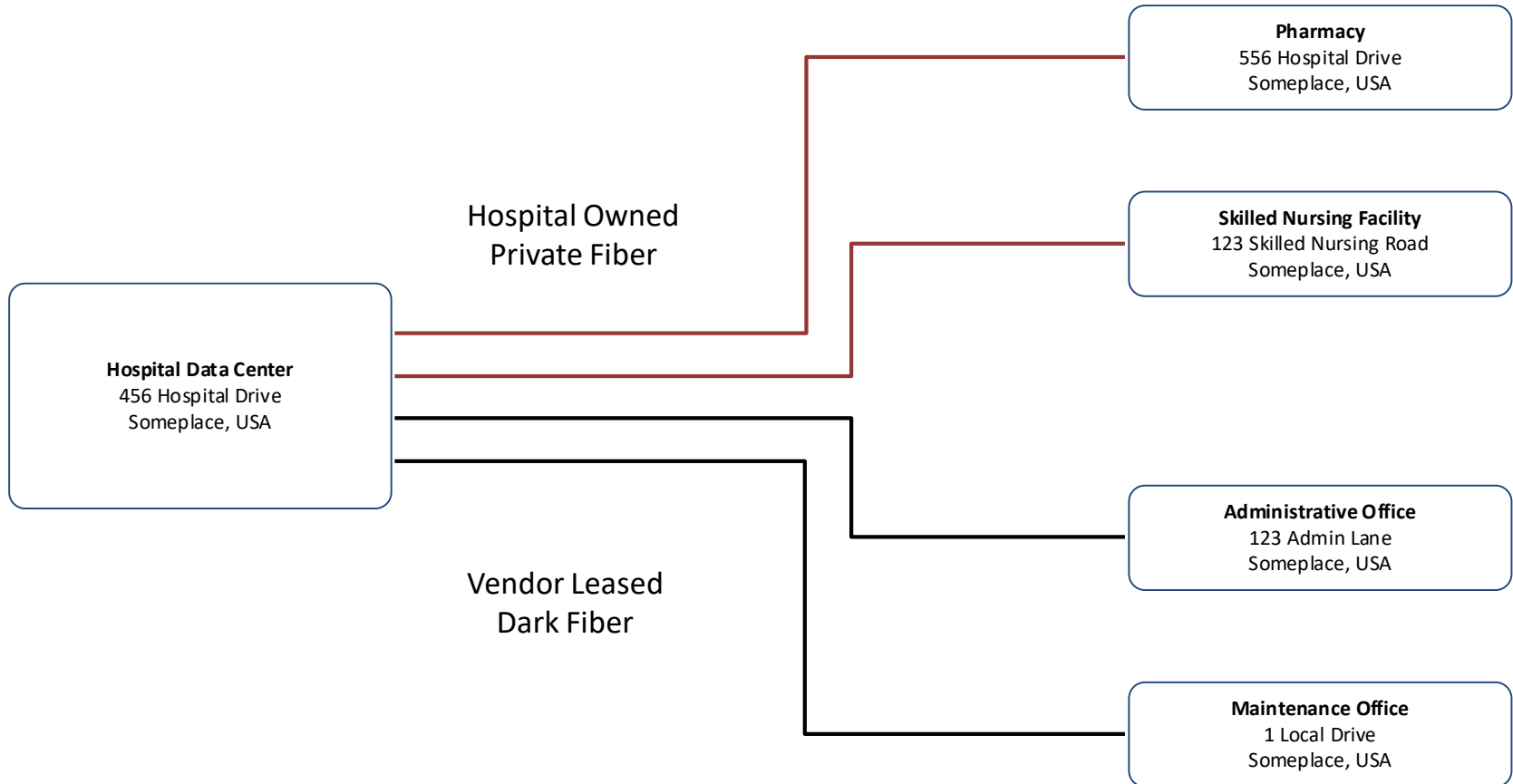




Campus Area Network



Campus Area Network



Four Case Studies

Case Study #1

- **Healthcare Provider Type:** A Health System
 - **Location:** Urban Kentucky
 - **# of sites served:** 16 Sites
 - **Savings:** \$216,000/ year
- (Kept existing vendor and equipment)

Case Study #2

- **Healthcare Provider Type:** A CAH
- **Location:** Very rural Maine
- **# of sites served:** 25-bed hospital with 7 RHCs
- **Savings:** \$79,000/ year and a great increase in bandwidth



Case Study #3

- **Healthcare Provider Type:** A FQHC
- **Location:** Central and western Maine
- **# of sites served:** 13 clinics and an administrative center
- **Savings:** \$96,000/ year and a great increase in bandwidth



Case Study #4

- **Healthcare Provider Type:** A Mobile Rural Health Clinic
- **Location:** A boat
- **# of sites served:** 7 islands and an administrative site
- **Savings:** \$7,953/ year and a great increase in bandwidth



Our Proposition

- Health Care Providers will save 50% off the best negotiated vendor services and equipment pricing (New bill or Incumbent bill)
- Applies to New or Existing Vendor Services.
- HealthConnect Networks does all the work necessary to meet all the Healthcare Connect Fund requirements to get a 65% subsidy for network services and equipment and retains a percentage to cover administrative costs.

How we work with Healthcare Providers

1. A healthcare site expresses interest in HealthConnect Networks supporting them to get the subsidy.
2. HealthConnect Networks will create a secure SharePoint portal to ensure confidentiality.
3. The healthcare site completes and uploads a demographic site spreadsheet.
4. The healthcare site signs and uploads a participation agreement.
5. Our network engineers customize a network design with the healthcare site's demographic information.
6. We education and provide proactive communication throughout the process.

HealthConnect Network Summary

- Our model includes all setup and ongoing work.
- We align with the healthcare site's needs: adding sites, changing bandwidth, and/or moving sites as required.
- Health Care Providers can select different Vendors.
- The savings are immediate on each monthly bill (the healthcare site saves up to 50%).
- We do not receive compensation until the federal funding is secured.

What We Can Do For Your State

- Educate your healthcare sites on the subsidies they deserve- invite us to present on a webinar for no cost.
- Create a Telehealth Consortium in your State
- Start adding Healthcare Providers
- Save your healthcare sites money on their monthly broadband, internet and new equipment.
- This is at no cost to your SORH and I know how to write language for your competitive or non-competitive grants.

Thank You

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