

The following questions were submitted to the D.C. Department of Health Care Finance (DHCF) by close of business on November 29, 2017 in response to RFA # DHCF-Telehealth-2017-A (Wards 7 and 8 Telehealth Development and Application Grants). DHCF provided responses to these questions below in red on December 4, 2017.

| Issue                              | Question   | Response  |
|------------------------------------|--|---|
| <b>Application Review Criteria</b> | Will applications that offer the specialty services listed in the RFA get evaluated higher?  | Applications will be reviewed in accordance with the evaluation criteria listed in Section V of the RFA.  |
| <b>Application Review Criteria</b> | What does DCHF see as success both pertaining to submitted applications as well as completed grants?   | Applications will be reviewed in accordance with the evaluation criteria listed in Section V of the RFA. Applicants are asked to propose progress and outcomes measures to be reported throughout the period of performance. See Section IV. C. 4.  |
| <b>Application Review Criteria</b> | How important is building on existing program vs new program?  | Applications will be reviewed in accordance with the evaluation criteria listed in Section V of the RFA.<br>Applicants should consider sustainability when proposing activities not currently reimbursable or new activities.   |
| <b>Application Review Criteria</b> | Since the funds will only be allocated to 4 grantees, is there specific medical fields that the funds are seeking to prioritize? If yes, is mental health services a priority?   | DHCF will review each application based on the demonstrated potential impact of the program, in accordance with the evaluation criteria listed in Section V of the RFA.   |
| <b>Grant Financing</b>             | Does this program RFA allow the applicant to use our federally negotiated indirect cost rate or is there an indirect cost limitation?  | DHCF does not have an Indirect Cost Agreement so grantees will <u>not</u> be able to use their own agreement.   |
| <b>Grant Financing</b>             | Will this grant be funded with federal flow-through funds?   | This grant is financed by 100% local funds  |
| <b>Grant Financing</b>             | Are indirect costs allowed, and is there a percentage cap? We have a federally approved indirect rate, will we be allowed to use that?   | The total reimbursement allowed under this grant shall not exceed \$50,000. Further, in compliance with both Federal and District regulations, a reasonable amount is allowable for indirect costs associated with operating this grant.  |
| <b>Grant Financing</b>             | How will the grant monies be disbursed?  | This is a reimbursable grant. The awardee will receive the grant funds based on monthly invoices submitted to DHCF.   |
| <b>Grant Financing</b>             | Can the grant funds go to support primary care visits, for example, for patients with uncontrolled blood pressure?   | DHCF will review each application based on the demonstrated potential impact of the program, in accordance with the evaluation criteria listed in Section V of the RFA.<br>Please note that grant funds cannot be used to finance services that are otherwise reimbursable under current District Medicaid policy.  |
| <b>Grant Financing</b>             | When the RFP states that Applicant should enhance or expand current programs in ward 7 and 8. Does that mean the fund could be used to introduce the Telehealth services on ongoing program/s or the funds should only be used to finance programs that are already using the approach of Telehealth when providing services?  | DHCF will review each application based on the demonstrated potential impact of the program, in accordance with the evaluation criteria listed in Section V of the RFA.<br>Applicants may propose a wide range of services and activities to be covered under this grant as long as they demonstrate the impact to either residents or providers in Wards 7 and/or 8. Applicants should address sustainability when proposing activities not currently reimbursable or new activities.                        |
| <b>Qualified Organizations</b>     | In regards to the qualified organizations requirement, there is a clause that states "applicants must have a demonstrated record of providing health services in Wards 7 and 8." It was stated that the applicant is not required to have a physical address in Wards 7 and 8. Do the health services need to be provided in those wards or could they have been provided in another ward to residents of Wards 7 and 8? | DHCF would like to clarify that the applicant must have a demonstrated record of providing health services to residents <u>in</u> Wards 7 and/or 8. The demonstrated record should include the delivery of services <u>in</u> Wards 7 and/or 8.   |
| <b>Qualified Organizations</b>     | My organization does not have a physical location in wards 7/8, but we do serve some residents of wards 7/8 at our existing clinics in wards 1/4/5. Is this sufficient to meet the requirement of "demonstrat(ing) a record of providing health services in wards 7 and 8" in order to be eligible to apply?   | The applicant must have a demonstrated record of providing health services to residents <u>in</u> Wards 7 and/or 8. The demonstrated record should include the delivery of services in Wards 7 and/or 8. Applicants should clearly describe this record in the Applicant Qualifications section of the submission.<br>Per current DC telemedicine policy, the originating site, or the physical location of the beneficiary at the time of service is considered the location in which services are rendered. |
| <b>Qualified Organizations</b>     | Does the organization have to have a record of providing healthcare services in Wards 7 AND 8 or Wards 7 OR 8?   | The applicant must have a demonstrated record of providing health services to residents in Wards <u>7and/or</u> 8.  |

|                                |   |  |
|--------------------------------|---|--|
| <b>Qualified Organizations</b> | Does "demonstrated record of providing health services in Ward 7 and 8" mean the services must be provided in these wards, not just provided to residents of these wards in another location? | The applicant must have a demonstrated record of providing health services to residents <u>in</u> Wards 7 <u>and/or</u> 8.   |
| <b>Submission Requirements</b> | If there is more than one organization submitting an application (lead/sub-grant), does the sub-grantee need to submit separate organizational documents as stated in the appendices?         | Yes. All proposed sub-grantees must satisfy certification, insurance, and tax requirements , and must agree to be bound to all terms of the grant agreement executed by the grantee and the District in connection with this award.  |
| <b>Submission Requirements</b> | What is the page limit for the sections on "Program Reporting" and the "Budget narrative"?  | DHCF requests a 3 page limit for Program Reporting" and a 3 page limit for the "Budget Narrative" section.   |
| <b>Telehealth Approach</b>     | Are facilities such as community centers or churches eligible places to focus as well as the locations listed in the RFA?   | DHCF will review each application based on the demonstrated potential impact of the program, in accordance with the evaluation criteria listed in Section V of the RFA.<br>Applicants may propose a wide range of services and activities to be covered under this grant as long as they demonstrate the impact to either residents or providers in Wards 7 and/or 8. Applicants must also meet requirements outline in Section III. A. of the RFA for requiements around qualified organizations. Applicants should consider sustainability when proposing activities not currently reimbursable. |
| <b>Telehealth Approach</b>     | Can the telehealth connections be with pharmacists to do Medication therapy management or social workers or do the professionals have to MDs as in the examples provided in the RFA?          | DHCF will review each application based on the demonstrated potential impact of the program, in accordance with the evaluation criteria listed in Section V of the RFA.<br>Applicants may propose a wide range of services and activities to be covered under this grant as long as they demonstrate the impact to either residents or providers in Wards 7 and/or 8. Applicants must also meet requirements outline in Section III. A. of the RFA for requiements around qualified organizations. Applicants should consider sustainability when proposing activities not currently reimbursable. |
| <b>Telehealth Approach</b>     | Do telehealth services provided under the grant have to be ones that are currently reimbursable FFS under Medicaid?   | No. Applicants should consider sustainability when proposing activities not currently reimbursable.  |
| <b>Telehealth Approach</b>     | Can non medical services ( i.e. social work, counseling) be considered "necessary healthcare services' if we show how they impact the health or the population we serve?                      | Yes. Applicants should consider sustainability when proposing activities not currently reimbursable.   |
| <b>Telehealth Approach</b>     | If services are provided in a home setting, does an organizational representative have to be there to be physically present with the patient to initiate the telehealth encounter?            | DHCF will review each application based on the demonstrated potential impact of the program, in accordance with the evaluation criteria listed in Section V of the RFA. Applicants should consider sustainability when proposing activities not currently reimbursable.  |
| <b>Telehealth Approach</b>     | Can the distant site be outside of DC?  | Yes. However, applicants must comply with applicable licensure requirements.   |
| <b>Telehealth Approach</b>     | Is DCHF interested in solutions focused on reducing ER visits or supporting EMS telehealth  | DHCF will review each application based on the demonstrated potential impact of the program, in accordance with the evaluation criteria listed in Section V of the RFA.  |
| <b>Telehealth Approach</b>     | Should the service need to be designed to support a currently a billable service under DCHF or will this grant create a demonstration project exception? -                                    | DHCF will review each application based on the demonstrated potential impact of the program, in accordance with the evaluation criteria listed in Section V of the RFA.<br>Grant funds cannot be used to finance services that are otherwise reimbursable under current District Medicaid policy. Applicants should consider sustainability when proposing activities not currently reimbursable.  |
| <b>Telehealth Approach</b>     | Will DCHF allow testing of place of service HOME vs covered places of service?  | DHCF will review each application based on the specifics and the totality of the proposed approach.  |
| <b>Telehealth Approach</b>     | Is it required and or preferred to provide a endocrine, obstetrics or ophtho service?   | It is not required.<br>DHCF will review each application based on the demonstrated potential impact of the program, in accordance with the evaluation criteria listed in Section V of the RFA.   |

|                            |   |  |
|----------------------------|---|--|
| <b>Telehealth Approach</b> | Does this grant support / require research? Does running feasibility studies for services meet the goals of the grant?  | <p>Per Section I. B of the RFA, "Applicants shall only use grant funds to implement, improve, enhance, or measure telehealth services for residents or providers in Wards 7 and 8. Applicants may propose a wide range of services and activities to be covered under this grant as long as they demonstrate the impact to either residents or providers in Wards 7 and 8. Funds may be used not only to purchase or implement technology, but also to support the needs of programs to implement telehealth in Wards 7 and 8. Use of funds may include staff, training, subject matter and legal expertise, or other resources necessary to enable the use of telehealth in more efficient and effective ways."</p> |
| <b>Telehealth Approach</b> | Are healthcare services not explicitly mentioned in the RFA precluded from the award  | No   |
| <b>Telehealth Approach</b> | Also, although DC is currently implementing Telemedicine under Medicaid Policy, does the reimbursement policy applicable to Mental Health Services? or Telemedicine under MHS in DC has to be in accordance with the " Parity Law"? | <p>See <a href="https://dhcf.dc.gov/page/telemedicine">https://dhcf.dc.gov/page/telemedicine</a> for more information on eligible healthcare services eligible to be delivered via telemedicine under the Medicaid fee-for-service program. The provider guidance itemizes the eligible services, which include select behavioral health services.</p>   |