HIway Implementation Grants
Solicitation No. 2013-MeHI-09
Agenda

- Introduction and Legal Considerations
- MeHI Overview
- Mass HIway Overview
- Solicitation Overview
- Questions
Presenters

- **Host:** Sean Kennedy, Director, Health Information Exchange
- Elizabeth Copeland, Assistant General Counsel

Please hold all questions to the end
The Massachusetts Technology Collaborative (MassTech) was established pursuant to Massachusetts General Laws Chapter 40J. MassTech is an independent authority of the Commonwealth of Massachusetts. MassTech is the legal entity running the solicitation for the HIway Implementation Grants to support the Massachusetts eHealth Institute (MeHI).

The MeHI, along with the Massachusetts Broadband Institute (MBI), and the Innovation Institute, is a non-divisible component of MassTech. MeHI functions as a business division of MassTech.
Legal Considerations

- The Project Grant Agreement and Special Terms and Conditions have been posted to MassTech’s website.

- Grants will be funded through an ARRA grant awarded by the Office of the National Coordinator (ONC) a division of the U.S. Office of Health and Human Services. Selected providers must comply with federal flow down requirements.

- To the extent anything stated here is inconsistent with the Solicitation or the Project Grant Agreement, the written documents govern.
MassTech reserves all rights to amend, modify or otherwise clarify the Solicitation, Project Grant Agreement, and any written answers to questions presented.

Applications are due by **8:00 a.m.** on Tuesday, April 16, 2013 via email; (2) hardcopies will be delivered to MassTech in Westborough by **3:00 p.m.** on Thursday, April 18, 2013.

Please review the Solicitation carefully. Non-responsive applications will be rejected.
MeHI is designated state agency for:

- Coordinating health care innovation, technology and competitiveness
- Accelerating the adoption of health information technologies
- Promoting health IT to improve the safety, quality and efficiency of health care in Massachusetts
- Advancing the dissemination of electronic health records systems in all health care provider settings
- Connecting providers through the statewide HIE
- Managing HIE and REC grants from Office of National Coordinator

MeHI is a division of the Massachusetts Technology Collaborative, a public economic development agency
Regional Extension Center
Support priority primary care providers implement and meaningfully use EHRs and engage in HIE

Medicaid
Partnership with EOHHS to support key operational components of the Medicaid Incentive Payment Program

Health Information Exchange
Connects participants to, enables integration with, and maximizes adoption of the Mass HIway
Overview of the State-wide Health Information Exchange
Mass Highway Overview

Benefits
Security + Privacy
Roadmap
Services
A collaboration between EOHHS and MeHI to deploy a secure statewide health information exchange.

MeHI leads the Last Mile Program:
- Facilitate connections and grow adoption
- Catalyze innovation
- Demonstrate measurable improvements in care quality, population health and health care costs
The Mass HIway enables the secure electronic exchange of health information among diverse participants in the Commonwealth:

The Benefits of HIE

<table>
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<tr>
<th>Benefit</th>
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<tr>
<td>Improve &amp; streamline care coordination</td>
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<td>Fewer medical errors/improved patient safety</td>
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<td>Reduce duplication</td>
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<td>Supports achieving Meaningful Use</td>
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<td>Reduce costs throughout the care delivery system</td>
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<td>Ease &amp; improve public health reporting &amp; analytics</td>
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<td>Foundation for Accountable Care Organizations &amp; value-based healthcare models</td>
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The Mass HIway ‘trust fabric’ is achieved through the combination of technical security standards + legal policies to which all participants agree.
PHASE 1
Information Highway

2012-2013
• State assumes HISP role
• Directed exchange of electronic health information
• Provider can ‘push’ health information to another provider

PHASE 2
Registries + Query Health

2013-2014
• Query-based exchanged enabled
• Development of registries, analytical repositories
User Types

- Physician Practice
- Hospital
- Long-term Care
- Other Providers
- Public Health
- Health Plans
- Labs & Imaging Centers

Hlway Services

- Participant directory
- Certificate repository
- Secure messaging
- Message Transformation
- Secure web mail

CONNECTION OPTIONS

- EHR
  - Connect directly
- Connect with local gateway
- Connect through LAND (Local Application for Network Distribution)
- Browser access to webmail inbox
INITIATE CONTACT
Connect via webform or phone to Hiway Outreach

LEARN MORE
On-demand via the web, or real-time with Hiway staff

DEVELOP USE CASE
Describe the details of how the Hiway supports your business need

DETERMINE CONNECTION TYPE
Complete a technical evaluation, select a connection type, and receive a readiness assessment

GET HIWAY CERTIFIED
Enroll with the Hiway via the web, schedule installation and test your connection

USE THE HIWAY
Use the Hiway to achieve your use case
Mass HIway | Last Mile Program

Mission
Goals
Environment
Approach & Initiatives
Grow adoption of the Mass HIway by all eligible participants, while catalyzing innovation ultimately demonstrating measurable improvements in care quality, population health and health care costs.
Last Mile Program | Goals

GOAL 1
Connect and Integrate
Connect participants to and enable integration with the Mass HIway by all eligible participants

GOAL 2
Maximize Adoption
Optimize Mass HIway services and grow utilization

GOAL 3
Impact Healthcare
Demonstrate measurable improvements in care quality (better care), population health (healthy people and communities) and health care costs (affordable care)
# Last Mile Program | Initiatives

<table>
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<tr>
<th>Initiative</th>
<th>Connection</th>
<th>Adoption</th>
<th>Impact Healthcare</th>
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<tr>
<td>EHR Vendor Interface Grants</td>
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<td>Implementation &amp; Support</td>
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<td>Community of Practice for Consent</td>
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<tr>
<td>Community Collaboration Program</td>
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<tr>
<td>Hiway Implementation Grant Program</td>
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## Outreach - Marketing - Education

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Hiway Implementation Grant Goals

- Accelerate organizational connections to the Hiway
  - # organizations enabled for directed exchange
- Grow transaction volume
  - # directed transactions
    - Care coordination
    - To registries
    - From labs
- Build success stories!
Hlway Use Case Examples
Use Case # 1 - Discharge Summary  From Hospital to Provider

Hospital

Discharge Summary

to

Care Team Member
PCP, Specialist

or

Notification
Use Case #2 - Provider Refers Patient for Services

PCP → Request for Referral → Diagnostic Services Specialty Services

'close the loop'
Use Case #3 - Support Service Sends Summary Care Record to Provider

Diagnostic Service
Specialty Service

Summary of
Care Record

Care Team
Member
PCP, Specialist
Hlway Implementation Grants
Intent

- To encourage inter-organizational collaboration on a specific process that is expected to be enhanced or accelerated by use of the Mass HIway.

- Two or more organizations will identify a process, redefine that process to use the Mass HIway as the primary information exchange component, connect to the Mass HIway, and successfully (in production) exercise that process via the Mass HIway.

- This grant program is intended to make existing processes more efficient, cost effective, and safe, not to fund completely new technology applications.

- Competitive proposals will support our ultimate goal which is to demonstrate measurable improvements in care quality, population health, and cost containment through use of health information technology and the Mass HIway.
Areas of Focus

- Improve the quality of care
- Improve population health
- Reduce healthcare costs
- Ease HLway connection & adoption
Grant Requirements

- **Measurement**
  - Specific to the process to be migrated to the Mass HIway, grantee is required to identify a measurable process or outcome, determine its baseline value, and report its value during the grant in each report.
Grant Requirements (cont.)

- **Milestones**
  - M1 - HIway Participant Agreement signed by all organizations that will be exchanging data;
  - M2 - Initial Participant Directory entries loaded for all trading partners - at least one (1) entry per organization; (this milestone may be waived for certain use cases where having an entry in the Participant Directory is not required);
  - M3 - HIway test transaction success among all trading partners (confirmed by HIway Operations).
  - M4 - HIway production transactions exercising the identified use case.
Grant Requirements (cont.)

- **Milestones notes** –
  - ONC-funded grant, so funds must be disbursed by January 31, 2014.
  - Payment for efforts required to be tied to milestones, which shall reflect accumulated expenses as of each milestone. Milestones 1, 2, and 3 must be completed by December 31st.
  - Milestone 4 may be completed anytime within the grant period of performance. If milestone 4 is achieved prior to January 31st, then payment shall be tied to this milestone. If milestone 4 is intended to be achieved after January 31st, then no payment would be made when you reach this milestone.
Milestones notes (cont.) -

- A maximum of 50% of the grant award may be invoiced per milestone, and no less than 25% may be charged for the last payment milestone,

- Organizations already connected to the Mass HIway and who either have their participants already loaded into the Directory, or who propose a use case that does not require Directory load, shall propose alternative milestones. Alternative milestones shall be rigorous enough to warrant payment (the same milestone percentages of 50 & 25% - apply).
  
  - Only organizations currently connected to the Mass HIway may propose alternative payment milestones. All applicants shall include milestone 4, exercising use case in production, in their workplan.
Grant Requirements (cont.)

- **Trading partners**
  - Proposed trading partners (organizations engaging in health information exchange) shall include unaffiliated organizations.
  - While affiliated organizations, for example multiple hospitals within an integrated delivery network, are eligible for this grant, alone they are not sufficient to meet the requirements.
  - A minimum of two (2) unaffiliated trading partners are required. Ideally, they represent organizations that cross the care continuum. For example: primary care to acute care; acute care to post-acute care; post-acute care to home care or other exchanges across organizational boundaries.
  - If proposing a reporting effort, for example submission of quality reporting using the Mass HIway, then the 'crossing the care continuum' statement would not apply. The requirement of two (2) unaffiliated organizations, however, still applies.
Reporting and Monitoring

- Mid-term Grant Update - October 7, 2013
  • summarizing progress (from date of award through September 30th) of all trading partners, detailing any issues or barriers to achieving grant aims, and reporting the quarterly value of the selected measure. This report shall not exceed 2-pages.

- Mid-term Grant Update - February 7th 2013
  • Same as above for period from October 1st through January 31st

- Final Grant Report
  • provides an overall review of grant activity and measure progression (against the measure’s baseline) for the full grant period.
  • Failure to submit the Final Report may preclude grantee from any potential future program funding.

- More information on the Report format and guidelines will be sent to grantees post-award.

- Grantees agree to maintain regular contact with MeHI through a single point of contact.
Grant Guidance

- **Existing project**
  - Tie grant to an existing clinical process or quality improvement effort where health information exchange is expected to accelerate or enhance current efforts.

- **Specific organization-type inclusion**
  - While proposals are encouraged from a variety of organizations - both large and small – preference will be given to proposals that include, or are directly proposed by, behavioral health, long-term care, and small practice (5 or fewer physicians) organizations.

- **Share successes**
  - A goal of this program is to generate success stories - stories that may serve as a precedent for others to follow.
  - An expectation of this grant is that grantee will be willing to share its story with others in the form of a case study, presentation at a local conference (e.g. 2014 Governors Conference on Health IT), through a publication, etc.
2013 Massachusetts Governor’s Health IT Conference

The Power of Healthcare Innovation

HOSTED BY
Governor Deval L. Patrick

MAY 2-3, 2013
Boston Convention and Exhibition Center
Boston, Massachusetts
Evaluation Process and Criteria

- Fit
- Compliance
- Trading partners
- Impact
- Scalability
- Feasibility
The following items must be submitted to MeHI as part of an application package:

- an electronic copy of the Authorized Applicant Signature and Acceptance Form (see Attachment A), application and attachments with signatures. **Submitted by 8:00 a.m. EST April 16, 2013, to massHlway@maehi.org. Please include the Solicitation number in the subject heading.**

- two bound double sided copies of the Authorized Applicant’s Signature and Acceptance Form, application and attachments with original signatures. **Submitted by 3:00 p.m. EST April 18, 2013.**
## Timeline

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<th>Task</th>
<th>Date</th>
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<tr>
<td>Solicitation Released</td>
<td>March 15, 2013</td>
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<tr>
<td>Final Questions Due</td>
<td>April 1, 2013 @ 12:00 p.m. EST</td>
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<tr>
<td>Final Question and Answer File Posted</td>
<td>April 4, 2013 by 4 p.m. EST</td>
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<td>Webinar questions post 3-days post webinar</td>
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<tr>
<td>Electronic Applications Due</td>
<td>April 16, 2013 8:00 a.m. EST</td>
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<td>sent to <a href="mailto:massHIway@maehi.org">massHIway@maehi.org</a></td>
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<tr>
<td>Hard Copy Applications Due</td>
<td>April 18, 2013 3:00 p.m. EST</td>
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<td>Notification of Award</td>
<td>May 3, 2013</td>
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Application Components

- Application packages must include the following documents:
  - Proposal Narrative (8-page limit)
  - Budget Template (provided)
  - Signed Organizational Approval Letter stating the sponsoring organization’s support for the proposed project
  - Letters of support from collaborating organizations
  - Biographical sketch (limited to 1 page each) for the Project Director and key staff for the proposed project. There should be at least one biographical sketch from each collaborating organization.
  - Authorized Application Signature and Acceptance Form (see Attachment A).
Application Format

- Abstract (250-words)
- Section 1: Project Proposal (4-pages)
- Section 2: Description of Existing Effort (1-page)
- Section 3: Workplan & Milestones (1-page, tabular format acceptable)
- Section 4: Anticipated Challenges (500-words)
- Section 5: Collaborating Organizations & Participants (1-page)
- Section 6: Budget & Budget Justification (1-page)
Questions

- Questions may be submitted to the address set forth in Section 4.1 or by electronic mail to MassHIway@maehi.org.

- All questions **must be received by 12:00 PM EST on April 1, 2013.** Submission of questions by e-mail is strongly encouraged.

- Responses to questions will be posted by 5:00 pm on **April 4, 2013** to the MeHI’s and the Comm-PASS websites.

- Please review Q&A File (posted with RFP) prior to submitting your question.