

Opportunity for Wyoming Healthcare: FCC/ USAC Healthcare Connect Fund Subsidies

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Agenda

- A bit about your presenters
- History (FCC/ USAC/ Our Organization)
- Healthcare Connect Fund
- 4 Case Studies
- What we can do for you
- Next Steps

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

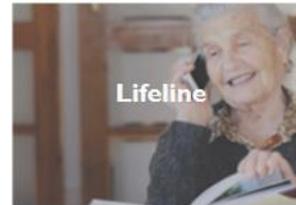
[Explore](#)



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

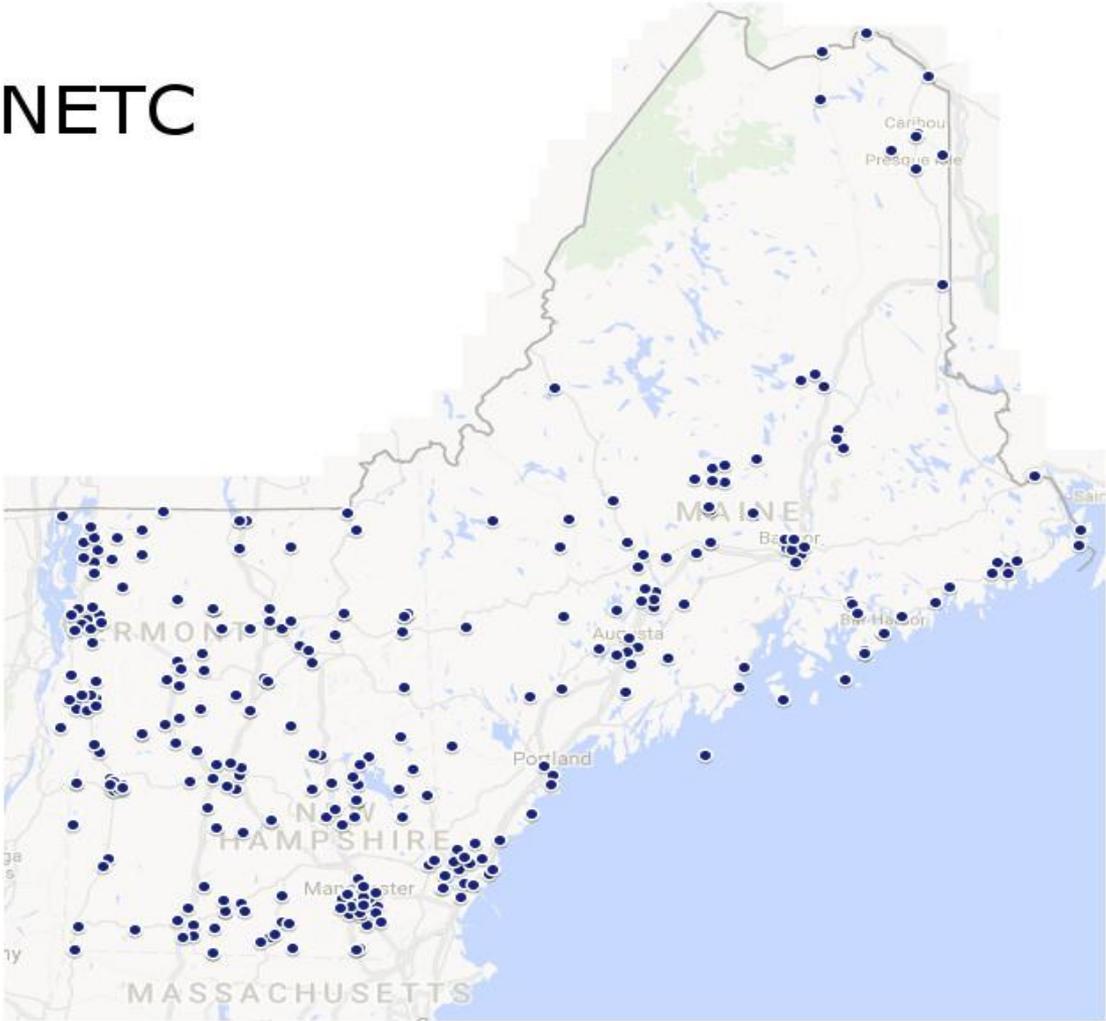
Providing funding to companies working to expand connectivity infrastructures in unserved or underserved areas

[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.

- HCN moved beyond New England to help Healthcare Providers across the U.S. navigate the **Healthcare Connect Fund**.
- HCN created or works with consortia in ME, NH, VT, CT, RI, KY, WI, WY, SC, AK, CA, and PA to utilize the USF subsidy.
- In the most recent USAC filing window (March 1, 2017 through June 30, 2017) we supported 364 sites file for the Healthcare Connect Fund subsidies.
- To date, we have supported over 1,000 Healthcare Sites

Healthcare Connect Fund

- Using our experience with the Rural Health Care Pilot Program, we influenced the rules of the Healthcare Connect Fund program.
- Healthcare Connect Fund is a Subsidy Program for non-profit Health Care Provider.
- 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

Healthcare Connect Fund – cont.

- The Healthcare Connect Fund consortium model applies to both Rural and Urban Healthcare Providers as long as the majority of Healthcare Providers are rural.
- Provides up to 3-years of subsidies for a healthcare provider!

Healthcare Connect Fund – cont.

- **Eligible subsidies in the consortium model include:**
 - Installation and Monthly Recurring Costs
 - Private network connections
 - Voice services including PRIs and SIPs
 - Internet connections
 - Edge network equipment (i.e. routers, switches, firewalls) as well as installation, configuration and SMARTnet or equivalent
 - 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.**

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 RHC
- **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 up to 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.

HealthConnect Network Summary

- Our model includes all setup and ongoing work.
- We align with your 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 (you save up to 50%).
- We do not receive compensation until network services and equipment have been implemented.

What We Can Do For You

- Create the Wyoming Healthcare Consortium



What We Can Do For You

- Start adding Wyoming Healthcare Providers



What We Can Do For You

- Save you money on your monthly broadband, internet and new equipment.



Next Steps

1. Email or call us to let us know that you are interested or have further questions.
2. If interested, HealthConnect Networks will create a secure SharePoint portal for you.
3. You complete and upload a demographic site spreadsheet.
4. We customize an agreement with your demographic info.
5. You sign and upload a participation agreement.
6. The sooner you sign up, the sooner you will get the subsidy that your facility / facilities are entitled to.

Thank You

We appreciate your questions both
today and after today!

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