Cobre Valley Regional Medical Center
Rural Healthcare Funding Success Story

7/20/2022

ARIZONA TELEMEDICINE PROGRAM
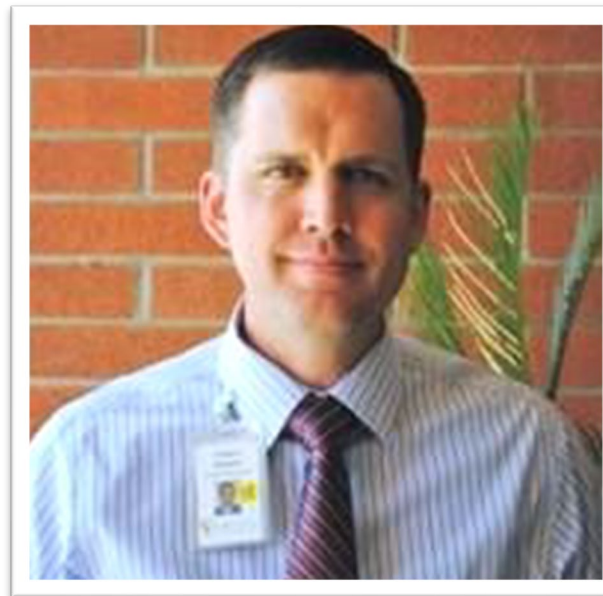
Preston Pollock

Chief People and Technology Officer and In-House Counsel

Cobre Valley Regional Medical Center

Dana Satterwhite

Grants Consultant

Learn, Design, Apply, Inc

Cobre Valley Regional Medical Center

CVRMC provides healthcare to approximately 38,000 residents in the Copper Corridor area. A new clinic was added in Tonto Basin and services continue to grow. These services include: full-service oncology (chemotherapy and radiation), skin clinic—aesthetics/dermatology, chronic care management, podiatry, pediatrics, cardiac catheterization lab, infusion therapy, family practice, general surgery, imaging, laboratory, pharmacy, obstetrics and gynecology, physical therapy, cardiology, emergency services and more.

CVRMC Grant Awards

August 20, 2020- CVRMC was awarded $744,452.00 as part of the USDA's Distance Learning and Telemedicine Grant Program administered by the Rural Utilities Service.

January 22, 2022- CVRMC was awarded $449,201.00 as part of the FCC's Round 2 Covid-19 Telehealth Program

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CVRMC
Grant Efforts

1. RUS-DLT Grant
   - Updated Conference Rooms
   - Updated network equipment
   - Equipment to link ED and EMS
   - Mobile telemedicine equipment for remote clinics

2. FCC Covid Grant

   - Ipads for remote patient care

   - Updated Phone System with Video Capability
     - Phone System (Zoom)
     - Headset
     - Phones

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Let's Talk Funding

Types of Funding

- **Allocations/Non-discretionary** – Formula funding, direct allocations, COVID Relief and Stimulus funding

- **Discretionary** – competitive funding; there are a variety of *federal, state and foundation* grants that help to pay for or offset the cost of technologies

What will the grant funding actually DO?

Grants are *use-case focused*

- Stimulus/Relief Funding – COVID related
- Telemedicine – especially in rural/underserved areas
- Opioid/SUD services and treatment
- Mental/Behavioral health services
- School-based health
- Tele-dentistry
- Healthcare workforce development
- Healthcare professions education and training

Most importantly…One size does not fit all!

It's rarely about the telehealth technologies or the "what" you are asking for…

It's all about how those solutions address a *need*:

- What are the problems you face?
- Quantify those problems
- Explain how the technologies and other line items in your budget address those problems
- Articulate general benefits
- Project specific outcomes

Purpose Statement Example

"Cobre Valley Regional Medical Center (CVRMC) is seeking to introduce telemedicine services to the very rural and frontier communities it serves within its target service area in central and eastern Arizona […]

CVRMC is requesting grant funds under the Rural Utilities Service (RUS) Distance Learning and Telemedicine Program to provide access to emergency medical services as well as primary, behavioral health and specialty health care via telemedicine to improve the health, wellness and quality of life for the residents of the rural and isolated communities served."

Types of Funding Secured

- USDA Rural Utilities Services Distance Learning and Telemedicine Grant (RUS-DLT)
  - The DLT Grant provides funding for interactive "real time" distance learning and/or telehealth projects that provide rural residents with access to content and/or services, helping to bridge the digital divide.
- FCC Covid-19 Telehealth Round 2
  - The FCC Covid-19 Telehealth Program was established to help health care providers provide telehealth and connected care services to patients at their homes or remote locations in response to the COVID-19 pandemic.
  - This program provides support to eligible health care providers responding to the COVID-19 pandemic by funding the telecommunications services, information services, and connected devices necessary to provide critical connected care services.

Questions?

Thank you!

Contact Learn Design Apply, Inc. for funding assistance and consultation:

info@learndesignapply.com
dana.Satterwhite@learndesignapply.com