Proposals for Right Care 4 You Solicitation

(No. 2020-MeHI-01)

Questions and Answers

	Question	Answer
1.	What is the anticipated size for each grant?	MeHI anticipates awarding grants around $100,000 but may approve awards above or below that depending on availability of funding, cost of the proposed projects, and the number of proposals received.
2.	How much total funding is available?	MeHI has budgeted $500,000 for this program.
3.	How many awards will be made?	MeHI anticipates making five awards but may make more or fewer at its discretion.
4.	Is there a specific timeframe in which the grants must be completed?	No. Applicants should describe the proposed timeframe in their concept paper.
5.	Are all applications due by January 30, 2020?	All concept papers are due by 3 PM EST on January 30, 2020. Selected applicants will be asked to submit full applications, which are due by 3 PM EDT on April 24, 2020.
6.	When will decisions be made?	MeHI anticipates making decisions on the concept papers by February 28, 2020. MeHI also anticipates making decisions on full applications by June 19, 2020.
7.	Are only Massachusetts-based companies eligible to apply for the program?	Applicants must be digital health companies with a presence in Massachusetts.
8.	Are there any eligibility criteria for the size or maturity of companies applying for the program?	There are no specific maturity requirements for applicant companies, however, the company must be able to deploy a fully functioning product if selected as a grant recipient.
9.	Are there specific definitions for "small" and "large" employers?	No. However, Track One projects should involve only one or a few employers while Track Two projects involve many employers. Projects in both tracks should impact a large number of covered lives.
10.	Is there a required minimum number of lives impacted for Track One?	No. However, one of the evaluation criteria is the number of covered lives impacted by the project.
11.	When will the profiles for companies interested in Track One be posted on the program webpage?	Profiles received prior to December 2, 2019 are posted on the program webpage. Profiles received after this date will be added on a rolling basis.

	Question	Answer
12.	Can applicants propose their own metrics for the project?	Yes. Applicants must include specific metrics to measure success for their proposed project in the Concept Paper. The metrics should relate to the recommendations of the MA Employer Health Coalition and to measuring impact on healthcare costs.
13.	Is there a specific rubric applicants must follow for the Concept Papers?	Yes. The outline and guidelines for Concept Papers are detailed in Attachment B to the Solicitation.
14.	Emergency department utilization is a small piece of overall healthcare costs. Must applicants focus on cost impacts directly related to avoided ED use?	No. While ED utilization is a focus area for the MA Employer Health Coalition, this grant supports projects that reduce healthcare costs in any area by implementing one or more of the Coalition's three key strategies: enhancing communications and education, revising benefit design, and improving access to care.
15.	Can the Grant Evaluation Team request additional information from applicants once the Concept Papers are submitted?	Yes. During the review process the Grant Evaluation Team may seek additional information from applicants. However, applicants cannot submit additional, unsolicited information after the Concept Paper deadline.
16.	If the employer partner in Track One is a human services agency, can the cohort of impacted employees include people served by the agency and not just the agency's employees?	No. The impacted covered lives must be the employees or eligible dependents of the employer partner.
17.	Can the employer partner in Track One be a Massachusetts health system?	Yes. The employer partner can be a Massachusetts health system as long as the product or services are piloted with the health system's employees, not their patients, to reduce the health system's healthcare costs as an employer. While reducing overall healthcare costs is an important goal, the focus of this grant program is to identify and pilot solutions that will reduce employers' healthcare costs.
18.	Will awardees receive funding during the grant period or only after outcomes are demonstrated?	Invoicing requirements will be detailed in the contracts with each awardee. For Track One, MeHI would anticipate distributing funding on a monthly or quarterly basis as the costs for the project are incurred. For Track Two, MeHI anticipates awarding funding when the minimum number of lives delineated in the awardee's contract is met. MeHI would then disburse funding as each implementation of the pilot is executed.

	Question	Answer
19.	If the proposed project includes offering incentives to employees participating in the program, who covers the cost of the incentives?	Funding for employee incentives should be included in the proposed budget submitted with the Concept Paper. Applicants should indicate if the proposal includes the employer partner(s) or applicant company covering any portion of the budget, including proposed incentives. All approved funding will go directly from MeHI to the digital health company.
20.	If the employer partner has a presence in Massachusetts but also has employees in other states, can the proposed cohort of impacted employees include employees outside Massachusetts?	Yes. The proposed project can include employees outside of Massachusetts, however one of the grant evaluation criteria is the impact of the project on reducing healthcare costs in the Commonwealth of Massachusetts.
21.	Will MassTech publically release research papers developed as part of the grant program?	MassTech does not anticipate requiring the development of a research paper as part of the grant program. MassTech does anticipate requiring an evaluation of approved projects as a deliverable of the grant. MassTech will collaborate with the grantees and their employer partners before releasing any summaries, case studies, or similar information based on the grant evaluations. However, deliverables submitted to MassTech are subject to the Massachusetts Public Records Law.