

## RFA: Project ECHO Model Expansion: Round Two

### OVERVIEW

On June 27<sup>th</sup>, the New York State Department of Health (DOH), in conjunction with Health Research, Inc. (HRI), released a Request for Applications (RFA) for implementation or expansion of the Project Extension for Community Healthcare Outcomes (ECHO) model in New York State. Awardees will operate a Project ECHO “hub” site at a teaching hospital that will use telecommunications technology to link expert specialist teams with primary care clinicians who are located in multiple “spoke” sites for training and mentoring in a virtual knowledge-sharing network. Project ECHO aims to address the following goals:

- Shortages in and maldistribution of the primary care workforce;
- Gaps in training curricula and the workforce skills base, particularly around team-based, whole-patient-focused care; and
- Lack of flexibility to enable health care professionals to practice to the full extent of their professional competence and move easily between care settings and geographies.

This RFA will offer up to four awards of up to \$215,000 each over 16 months to eligible organizations. Applicants must propose to establish a new Project ECHO hub site or expand the scope of services provided at their existing Project ECHO hub site. Funding awarded through this RFA may not be used to supplant funding for currently existing programs.

The full RFA is available [here](#). Applications are due on August 8<sup>th</sup>.

### FUNDING

Up to four awards will be made through this RFA, with up to \$215,000 available for each applicant proposing to establish a new Project ECHO hub and up to \$100,000 available for each applicant seeking to expand their existing program. Final award amounts will be determined based on applications and available funds.

Funding awarded through this RFA may be used for the following expenditures:

- Clinical program, evaluation, and information technology (IT) support staff salaries, wages, and benefits;
- Staff training;
- Planning meetings;
- Travel costs;
- Supplies;
- Teleconferencing technology;
- Curriculum development; and
- Costs association with provision of Continuing Medical Education (CME) credits.

Funding may **not** be used for the following expenditures:

- Capital improvements, including remodeling or new construction costs;
- Major pieces of depreciable equipment;
- Costs incurred prior to the project period;

- Indirect costs over 10% of the total bid value; and
- Costs associated with specialist time to mentor out-of-state practitioners.

Contracts will last for 16 months beginning October 1<sup>st</sup>.

## ELIGIBLE APPLICANTS

Applicants must be teaching hospitals that are located in New York State. This RFA defines teaching hospitals as a hospital or medical center that provides clinical education and training to future and current physicians, and that receives Medicaid reimbursement for direct or indirect graduate medical education. Preference will be given to organizations that:

- Are part of an academic medical/health center;
- Propose to primarily serve primary care clinicians located in rural areas, in Medically Underserved Areas and Populations, and/or in designated Health Professional Shortage Areas (i.e., more than 50% of affiliated “spoke” sites for the project are in one of the above areas);
- Demonstrate commitments from 20 or more participating primary care practice “spoke” sites located in New York State;
- Establish Project ECHO sites that help achieve an expanded geographic distribution of funds and/or address shortages in certain specialties or focus areas, including psychiatry.

## APPLICATION

Applications will be reviewed based on the following criteria:

- Statement of Need (20 points)
- Qualifications (15 points)
- Organizational Capacity, Resources, and Experience (15 points)
- Program Design and Activities (10 points)
- Work Plan (10 points)
- Evaluation and Sustainability (15 points)
- Budget (15 points)

Proposals with the highest overall scores based on the above criteria will receive awards. In the case of a tie, the highest scoring applicants will be invited to an interview in Albany, New York, for final award determinations.

## Timeline

Proposals are due on August 8<sup>th</sup>. Applicants may submit optional Letters of Intent/Interest by July 11<sup>th</sup>.

Questions may be submitted to Jessica Hurry at [oqps.hri@health.ny.gov](mailto:oqps.hri@health.ny.gov) by July 11<sup>th</sup> with a reference to the relevant RFA section and paragraph number in the body of the email. Responses and other relevant updates will be posted on the HRI website on July 25<sup>th</sup>.