

# eHealth Exchange Innovation Grant 2021 Proposal Guidelines and Instructions

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**INTRODUCTION**

The eHealth Exchange is a non-profit, 501(c)(3) public-private health information network dedicated to improving patient care. It is a network of federal agencies and non-federal organizations that come together under a common mission and purpose to improve patient care, streamline disability benefit claims, and improve public health reporting through secure, trusted, and interoperable health information exchange.

The eHealth Exchange facilitates the exchange of detailed clinical patient information across all 50 states and is now the largest health information network in the US. Over 75% of US hospitals, 70,000 medical groups, 85% of dialysis centers, countless urgent care centers, surgery centers, clinical laboratories, 61 state and regional health information exchanges (HIEs), the Indian Health Service (IHS), the Social Security Administration (SSA), the Veterans Health Administration (VHA), and the Department of Defense (DoD), securely share clinical information. By leveraging a common set of standards, legal agreement and governance, eHealth Exchange organizations (Participants) are able to securely share health information with each other, without additional customization and one-off legal agreements.

Beyond exchanging with the eHealth Exchange’s 300+ health systems, federal agencies, providers, and provider collaboratives, the eHealth Exchange also provides Participants the ability to exchange with additional providers operating within over 25 Carequality-enabled networks such as CommonWell.

eHealth Exchange provides a common set of standards, legal rights and obligations, a scalable technical platform, and a governance framework that sets the groundwork for Participants to securely share health data.

We're a national community connecting:			
	All <b>50</b> States	<b>70,000</b> Medical Groups	
	<b>Federal Agencies</b> (DoD, VA, SSA)	<b>5,800</b> Dialysis Centers	
	<b>75%</b> of U.S. Hospitals	<b>8,300</b> Pharmacies	
<b>61 Regional and State HINs</b>			
<b>Exchanging more than 500 million clinical documents annually</b>			

+ Carequality-enabled  
+connectivity with 20+ additional national networks

## GRANT PROGRAM AND AWARD DETAILS

The eHealth Exchange Innovation Grant program is designed to strengthen and accelerate interoperability and usability of data across the eHealth Exchange network. The eHealth Exchange Innovation Grant Program for 2021 is intended to increase data exchange through the eHealth Exchange Hub.

To accomplish this goal, grant applicants are encouraged to submit proposals that might increase exchange by leveraging Fast Healthcare Interoperability Resources (FHIR) or other eHealth Exchange technical specifications (<https://ehealthexchange.org/testing-program/technical-specifications>). Grant applicants might also propose documenting how their technical platform (e.g., MEDITECH, Allscripts, or Value-Based Care system) is interoperable with other eHealth Exchange Participants so other organizations using the same technical platform have a documented roadmap to also join eHealth Exchange. Proposals should provide implementation, testing, and production details.

To illustrate ideas your organization might want to propose, here is a sample of proposals we would love to receive, but please do not allow these starter suggestions to limit your creativity:

Sample Proposals Suggested	Details	Who is Encouraged to Apply?	Key Technologies	Benefits	Considerations
FHIR Exchange (by Providers & HIEs)	<p>Instead of exchanging entire C-CDAs, provide clinicians the ability to retrieve discrete data elements, such as medications only, comorbidities only, or lab results only, etc.</p> <p>Also provide the ability to access data available in USCDI that are not typically exposed via C-CDAs.</p> <p>Then to make this scalable, create an Implementation Guide (IG) other eHealth Exchange Participants and applicants could leverage to also implement this solution.</p>	<p>Any existing eHealth Exchange Participant</p> <p>or</p> <p>Organizations new to eHealth Exchange</p>	<ol style="list-style-type: none"> <li>1. FHIR R4</li> <li>2. OAUTH2 with UDAP</li> <li>3. Digital Certificates</li> </ol>	<p>Your organization could avoid negotiating security and privacy agreements with every provider across the nation.</p>	<p>It is not clear when all eHealth Exchange Participants will support FHIR. Grant applicants would need to identify specific eHealth Exchange Participants willing to participate in this exchange.</p> <p>eHealth Exchange’s primary technology vendor may need time to design and build support for your specific innovation proposal.</p> <p>eHealth Exchange could potentially transform messages between FHIR and traditional IHE/SOAP if needed if any Participants cannot exchange via FHIR or IHE/SOAP.</p>

Sample Proposals Suggested	Details	Who is Encouraged to Apply?	Key Technologies	Benefits	Considerations
<p>FHIR Exchange with Authorizations (by Providers &amp; HIEs)</p>	<p>Create the ability for eHealth Exchange Participants to query your organization for specific patient details when they have a signed patient authorization form for non-Treatment, Payment, or Healthcare Operations purposes.</p> <p>As examples:</p> <ol style="list-style-type: none"> <li>1. A public health agency with a signed patient authorization form might request details regarding previously reported <b>vaccination</b> and/or blood <b>transfusion adverse reactions</b> for public health (not research) purposes.</li> <li>2. A Life Insurance carrier or delegate with a signed patient authorization form might request patient histories for underwriting purposes.</li> <li>3. A genetics company with a signed patient authorization form might request patient histories to supplement their genetics profile for research purposes.</li> <li>4. Then to make this scalable, create an Implementation Guide (IG) other eHealth Exchange Participants and applicants could leverage to also implement this solution.</li> </ol>	<p>Any existing eHealth Exchange Participant</p> <p>or</p> <p>Organizations new to eHealth Exchange</p>	<ol style="list-style-type: none"> <li>1. FHIR R4</li> <li>2. OAUTH2 with UDAP</li> <li>3. Digital Certificates</li> </ol>	<p>Your organization could serve the public good and avoid responding to FDA via phone &amp; fax, especially during pandemics such as COVID.</p>	<p>It is not clear when all eHealth Exchange Participants will support FHIR. Grant applicants would need to identify specific eHealth Exchange Participants willing to participate in this exchange.</p> <p>eHealth Exchange’s primary technology vendor may need time to design and build support for your specific innovation proposal.</p> <p>The industry has not yet agreed how patient authorizations will be supported via FHIR.</p>

Sample Proposals Suggested	Details	Who is Encouraged to Apply?	Key Technologies	Benefits	Considerations
First Responder Triage	<p>First responders rely upon an app or digital health platform that searches all eHealth Exchange Participants within ~50 miles for Problems, Allergies, &amp; Medications only so that first responders can provide more informed care.</p> <p>Then to make this scalable, create an Implementation Guide (IG) other first responder eHealth Exchange Participants and applicants could leverage to also implement this solution.</p>	<p>Any existing eHealth Exchange Participant</p> <p>or</p> <p>Organizations new to eHealth Exchange</p>	<ol style="list-style-type: none"> <li>1. FHIR R4</li> <li>2. OAUTH2 with UDAP</li> <li>3. Digital Certificates</li> </ol>	<p>Instead of retrieving an entire C-CDA, first responders could just receive the amount of data they are able to consume while triaging and transporting patients.</p>	<p>It is not clear when all eHealth Exchange Participants will support FHIR. Grant applicants would need to identify specific eHealth Exchange Participants willing to participate in this exchange.</p> <p>eHealth Exchange’s primary technology vendor may need time to design and build support for your specific innovation proposal.</p> <p>eHealth Exchange could potentially transform messages between FHIR and traditional IHE/SOAP if needed if any Participants cannot exchange via FHIR or IHE/SOAP.</p>
Value-Based Care Organizations	<p>ACOs and other Integrated Care organizations could leverage a single eHealth Exchange connection to better manage transitions of care and other care coordination.</p> <p>Then to make this scalable, create an Implementation Guide (IG) value-based care eHealth Exchange Participants and applicants could leverage to also implement this solution.</p>	<p>Any existing eHealth Exchange Participant</p> <p>or</p> <p>Organizations new to eHealth Exchange</p>	<ol style="list-style-type: none"> <li>1. FHIR R4</li> <li>2. OAUTH2 with UDAP</li> <li>3. Digital Certificates</li> </ol>	<p>ACOs and other Integrated Care organizations could avoid negotiating security and privacy with every provider across the nation, while benefiting from the proven positive impact of interoperability and care coordination for ACOs.</p>	<p>It is not clear when all eHealth Exchange Participants will support FHIR. Grant applicants would need to identify specific eHealth Exchange Participants willing to participate in this exchange.</p> <p>eHealth Exchange’s primary technology vendor may need time to design and build support for your specific innovation proposal.</p> <p>eHealth Exchange could potentially transform messages between FHIR and traditional IHE/SOAP if needed if any Participants cannot exchange via FHIR or IHE/SOAP.</p>

Sample Proposals Suggested	Details	Who is Encouraged to Apply?	Key Technologies	Benefits	Considerations
<p>Push Notifications</p> <ul style="list-style-type: none"> <li>To HIEs</li> <li>To Providers</li> <li>To Immunization Registries</li> <li>To cancer registries</li> </ul>	<p>Push detailed clinical notifications such as:</p> <ul style="list-style-type: none"> <li>Problems, allergies, medications, labs during an encounter.</li> <li>Immunizations administered</li> </ul> <p>Then to make this scalable, create an Implementation Guide (IG) other eHealth Exchange Participants and applicants could leverage to also implement this solution.</p>	<p>Any existing eHealth Exchange Participant</p> <p>or</p> <p>Organizations new to eHealth Exchange</p>	<p>FHIR R4</p> <p>or via</p> <p>ITI-41 (XDR, XDS, XDS.b, &amp; XCDR)</p>	<ol style="list-style-type: none"> <li>HIEs simplify how they populate their longitudinal patient records.</li> <li>Providers submit detailed clinical notifications via a single eHealth Exchange connection.</li> </ol>	<p>The recipients of these notifications must typically be part of the eHealth Exchange network.</p> <p>Not all eHealth Exchange Participants accept these notifications.</p> <p>It is not clear when all eHealth Exchange Participants will support FHIR. Grant applicants would need to identify specific eHealth Exchange Participants willing to participate in this exchange.</p>
<p>Geo-Spatial Queries</p>	<p>Instead of querying one targeted responder, ask eHealth Exchange to <u>fan-out</u> your query to:</p> <ol style="list-style-type: none"> <li>Every Participant operating in the patient's state.</li> <li>Within x miles of the patient's home.</li> <li>Within Dartmouth Atlas' 306 Hospital Referral Regions (HRRs)</li> <li>Within Dartmouth Atlas' 3,436 Hospital Service Areas (HSAs).</li> </ol> <p>Then to make this scalable, create an Implementation Guide (IG) other eHealth Exchange Participants and applicants could leverage to also implement this solution.</p>	<p>Any existing eHealth Exchange Participant</p> <p>or</p> <p>Organizations new to eHealth Exchange</p>	<p>n/a, since eHealth Exchange would fan-out your queries to all appropriate responders</p>	<p>This might be a practical approach to obtain patient information when it is not clear where a patient has been treated.</p>	<p>eHealth Exchange's primary technology vendor may need time to design and build support for your specific innovation proposal.</p>

Sample Proposals Suggested	Details	Who is Encouraged to Apply?	Key Technologies	Benefits	Considerations
Automated SSA Disability Benefits Determination Exchange	<p>Provide SSA the ability to automatically retrieve patient data in a self-service model instead of asking responders to provide data via manual labor and faxing.</p> <p>Then to make this scalable, create an Implementation Guide (IG) other eHealth Exchange Participants and applicants using your technology platform could leverage to also implement this solution.</p>	<p>Meditech customers</p> <p>Allscripts customers</p> <p>HIEs</p>	<p><u>SOAP Option:</u></p> <ol style="list-style-type: none"> <li>IHE XCPD with access policy addressing patient authorization</li> <li>IHE XCA</li> </ol> <p><u>FHIR Option:</u></p> <ol style="list-style-type: none"> <li>FHIR R4</li> <li>OAuth2 with UDAP</li> <li>eHealth Exchange Hub would have to <u>transform</u> SSA's requests from SOAP to FHIR so responders can respond via FHIR.</li> </ol>	<ol style="list-style-type: none"> <li>Healthcare organizations partnering with SSA may see smaller costs for uncompensated care.</li> <li>Labor savings on health information management costs (fewer manual medical record retrieval, phone calls &amp; faxes.).</li> <li>SSA currently pays \$15 for each successful transaction through health IT.</li> </ol>	<p>SSA must confirm responders are ready to provide requested data as described at <a href="https://github.com/ssagov/healthit">https://github.com/ssagov/healthit</a>.</p> <p>SSA might not be ready to request data via FHIR if exchange via FHIR is desired.</p>
eHealth Exchange Public Health Common Reporting Framework	<p>Instead of providers having to submit data to multiple quality and public health authorities, providers could submit multiple reports, outcomes, and other measures to eHealth Exchange who would forward the data on providers' behalf.</p> <p>Then to make this scalable, create an Implementation Guide (IG) other eHealth Exchange Participants and applicants using your technology platform could leverage to also implement this solution.</p>	<p>Any existing eHealth Exchange Participant</p> <p>Organizations new to eHealth Exchange</p> <p>Dialysis providers directly submitting quality data to CMS' EQRS</p>	FHIR R4	<p>Providers simplify quality and outcome reporting, and potentially lower information management/operations costs.</p>	<p>The recipients of these notifications must typically be part of the eHealth Exchange network. Grant applicants would need to identify specific eHealth Exchange Participants willing to participate in this exchange.</p> <p>It is not clear when all eHealth Exchange Participants will support FHIR.</p> <p>eHealth Exchange's primary technology vendor may need time to design and build support for your specific innovation proposal.</p>



eHealth Exchange expects to provide significant technical coordination and testing throughout the project. Awardees will be required to meet regularly with the eHealth Exchange team and provide project and financial reporting throughout the year 1 grant period. Attendance at the weekly eHealth Exchange technical call-in meetings and attendance and presentation at the eHealth Exchange annual meeting will also be required. eHealth Exchange annual meetings are typically conducted each December in Washington D.C.

Final deliverables for the eHealth Exchange Innovation Grant 2021 Program will include building and publishing a Use Case Implementation Guide for the awardee's project. The implementation guide will be used for other eHealth Exchange Participants to replicate the project. This guide should include exchange and documentation standards, lessons learned, benefits, and case study analysis.

The eHealth Exchange Innovation Grant 2021 Program is open to eHealth Exchange Participants or any eHealth Exchange eligible applicants<sup>1</sup>. eHealth Exchange anticipates that up to three (3) awards will be made in the form of a milestone driven grant for year 1. The total funding available under this grant program is up to \$100,000 per awardee plus a credit for eHealth Exchange Participation Fees previously paid in 2021. The annual eHealth Exchange Participation Fee will be waived in year 2 as long as the awardee and its solution are fully operational in production by end of year 1. Funding will be released based on the satisfactory completion of milestones, phase 1-4, at 25% of funding per milestone defined in the [Key Dates and Deliverables](#) table. Grant funding will be restricted to development, testing, and production costs related to the proposed project. Project related technology costs are not to exceed 15% of the grant funds. Equipment, training, supplies, conferences, and travel are not covered.<sup>2</sup> Use cases and technical specifications, (<https://ehealthexchange.org/use-cases/>), new to the eHealth Exchange must be approved by eHealth Exchange's Coordinating Committee prior to production.

Entities may enter into multi-organizational and/or regional agreements to apply to this grant program. However, one singular entity must be the applicant<sup>3</sup>; act as the responsible agent; submit the proposal on behalf of all partners, who must provide written documentation affirming the applicant's role as their agent; and maintain accountability for the proper use of grant funds.

eHealth Exchange reserves the right to not make any grant awards if the applications submitted are not acceptable. Actual grant award amounts are determined by eHealth Exchange and are based on the proposed projects and their complexity. The number of awards could change based on the availability of funds.

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<sup>1</sup> See Terms and Conditions: [Eligibility](#)

<sup>2</sup> See Terms and Conditions: [Funding Restrictions](#)

<sup>3</sup> See Terms and Conditions: [No Joint Proposals](#)

## 1. Key Dates and Deliverables

The following schedule of events is subject to change at the sole discretion of eHealth Exchange. Note that all times are Eastern Standard Time (EST).

Activity	Due Date
Grant Instructions and Guidance Released	09/15/2021
“Intent to Reply” Due and Closing Date for Questions	10/01/2021
Responses to Questions	10/08/2021
Proposals Due	10/29/2021
Awardees Notified	11/30/2021
Awardee Agreement Discussions Begin	12/01/2021
Awardee Agreements Executed	12/15/2021
Grant Start Date – Year 1	01/01/2022
First Phase of Grant – Year 1 (Funding Milestone 1 of 4) Standards and Technology Development Completed	05/30/2022
Second Phase of Grant – Year 1 (Funding Milestone 2* of 4) Hub Testing Completed	08/30/2022
Third Phase of Grant – Year 1 (Funding Milestone 3** of 4) Partner Testing Completed	11/30/2022
Fourth Phase of Grant – Year 1 (Funding Milestone 4*** of 4) Implementation Guide/Production	12/31/2022

\* If completion of testing with the eHealth Exchange Hub platform is delayed beyond the Milestone #2 completion date due to issues with the eHealth Exchange Hub but grant awardee would otherwise have been able to meet Milestone #2, eHealth Exchange will make milestone grant payment #2 to demonstrate good faith.

\*\* If completion of partner testing with the eHealth Exchange Hub platform is delayed beyond the Milestone #3 completion date due to issues with the eHealth Exchange Hub but grant awardee would otherwise have been able to meet Milestone #3, eHealth Exchange will make milestone grant payment #3 to demonstrate good faith. If completion of partner testing with the eHealth Exchange Hub platform is delayed beyond the Milestone #3 completion date due to issues with exchange partners, eHealth Exchange will not make milestone grant payment #3 until partner testing has been successfully completed.

\*\*\* If completion of the Implementation Guide (IG) and/or promotion to production exchange is delayed beyond the Milestone #4 completion date due to issues with the eHealth Exchange Hub but grant awardee would otherwise have been able to meet Milestone #4, eHealth Exchange will make milestone grant payment #4 to demonstrate good faith. If completion of the Implementation Guide (IG) and/or promotion to production exchange is delayed beyond the Milestone #4 completion date due to issues with exchange partners, eHealth Exchange will not make milestone grant payment #4 until the Implementation Guide (IG) has been successfully completed and the solution is exchanging in Production.

## 2. Proposal and Submission Instructions

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To submit a proposal to the eHealth Exchange Innovation Grant 2021 Program, please prepare answers to the questions detailed in Section I-IV of this document. Applicants should follow the format set and provide the information in full and as requested.

All proposals must be provided in electronic format in PDF, Word, and Excel formats using Adobe Acrobat and Microsoft Office products. No paper copies of the proposals will be accepted for evaluation.

Marketing materials or other information referenced in the proposal may be included as part of the electronic version, in a directory labeled “Supporting Material” but should not be critical to the narrative of the proposal.

Please see the terms and conditions for additional information regarding the treatment of proposal information. Please contact [RFX@ehealthexchange.org](mailto:RFX@ehealthexchange.org) with any proposal-related questions and consult the FAQ link: <https://ehealthexchange.org/grants/2021> for resources and answers to frequently asked questions.

### Proposal Information

Applicants should fill out the following sections for the eHealth Exchange Innovation Grant 2021 Program. Please refer to subsequent sections of this document for a detailed description of each section.

#### Section I – Organizational Information (*Maximum 10 pages*)

1. Applicant Profile
2. Subcontractor Profile
3. Client References

#### Section II – Project Information (*Maximum 10 pages*)

1. Project Description
2. Project Outcomes
3. Technical and Security Information
4. High Level Milestones

#### Section III – Experience (*Maximum 5 pages*)

1. Company Experience
2. Specific Staffing Experience

#### Section IV – Proposal Budget (*Maximum 5 pages*)

1. Project Budget Narrative
2. Detailed Project Budget

## Proposal Content

- I. [Organizational Information](#): Provide information on the applicant organization, all subcontractor organizations, and client references for all organizations.
- II. [Project Information](#): Provide a project summary of the project proposal, the benefits (including how many other eHealth Exchange Participants could potentially exchange using your concept), and the outcomes as a result of successful exchange. Technical and security information should be provided that describes what is in place today and what will need to be built to implement the proposed project. Also include a succinctly defined milestone plan to achieve production of the project proposal within the 1<sup>st</sup> year of the grant.
- III. [Experience](#): Provide company qualifications and high-level summaries of staff experience for identified key staff to be utilized during this grant period, their roles, and their qualifications to perform these responsibilities. Applicants should include qualifications of subcontractors that may be involved with the implementation and support of the project.
- IV. [Proposal Budget](#): Provide the organization's overall approach to project cost and a detailed project budget.

## Instructions

1. Send your “**Intent to Reply**”, an **application to join eHealth Exchange**, if applicable<sup>4</sup>, and any **questions** you may have regarding the eHealth Exchange Grant Instructions and Guidance to [RFX@ehealthexchange.org](mailto:RFX@ehealthexchange.org) by **5PM EST, October 1, 2021**.
  - a. Once an “Intent to Reply” is received, the applicant will receive a confirmation email with a link to a secure Box folder for the proposal submission and any supporting material.
2. All proposal submissions should be titled as follows:

**<APPLICANT-NAME>-eHex Innovation Grant Proposal-2021**
3. Submit your proposal using the link provided to you, by **5PM EST, October 29, 2021**.

## eHealth Exchange Point of Contact

All communications relating to the eHealth Exchange Innovation Grant 2021 Program should be directed to the contact information below:

eHealth Exchange Innovation Grant-2021

Email: [RFX@ehealthexchange.org](mailto:RFX@ehealthexchange.org)

Failure to comply with these requirements may result in disqualification.

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<sup>4</sup> See Terms and Conditions: [Eligibility](#)

### 3. Evaluation and Scoring

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eHealth Exchange will establish a review panel to evaluate the quality of proposals according to the selection criteria described herein. Members of the review panel will have different subject matter expertise in order to provide eHealth Exchange with a comprehensive review of each application. Members of the review panel will be required to disclose to eHealth Exchange anything that would result in a conflict of interest with respect to a particular application and that member shall not be involved in the review of that application or similar applications. All evaluations of the review panel are final. Any award to be made will be based on the best overall proposal with appropriate consideration given to all eHealth Exchange Innovation Grant 2021 Program requirements.

Without limitation to the foregoing, eHealth Exchange may consider the qualifications and experience of the applicant, designated staff, and other persons and organizations proposed to perform the services. eHealth Exchange may conduct such investigations as eHealth Exchange deems appropriate to assist in the evaluation of any proposal and to establish the responsibility, qualifications, and financial ability of the applicant, proposed subcontractors, and other persons and organizations to perform the project deliverables and be able to maintain accountability for the proper use of grant funds in accordance with the eHealth Exchange Innovation Grant 2021 Program to eHealth Exchange's satisfaction.

eHealth Exchange does not represent that these are the sole evaluation criteria and reserves the right to adjust the criteria at its discretion.

The following are the categories on which each application will be evaluated with the maximum scoring impact indicated as a percentage. The scoring of the proposals is the exclusive right of eHealth Exchange, and the results of the effort will not be made available to responding applicants or released to the public. By submission of a proposal in response to the eHealth Exchange Innovation Grant 2021 Program, applicants acknowledge that the evaluation and scoring results are not subject to challenge by applicants or others outside eHealth Exchange.

- Organizational Information - 10%
- Project Information – 50%
- Experience and Qualifications - 20%
- Project Cost - 20%

The successful awardee(s) shall enter into a grant agreement in a form acceptable to eHealth Exchange.

#### 4. General Terms and Conditions

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1. The eHealth Exchange Innovation Grant 2021 Program proposal process is intended to provide information to eHealth Exchange to aid in its evaluation of the applicant's proposal. The eHealth Exchange Innovation Grant 2021 Proposal Guidelines and Instructions is designed to provide applicants with the information necessary for the preparation of informative and complete responses.
2. Eligibility: The eHealth Exchange Innovation Grant 2021 Program is open to eHealth Exchange Participants or any eHealth Exchange eligible applicant. For eHealth Exchange grant applicants that are not Participants, an application to join eHealth Exchange must be submitted with the "Intent to Reply": <https://ehealthexchange.org/how-to-join/>. eHealth Exchange staff must have validated eligibility before the evaluation committee can begin its work on the evaluation of a grant submission. Applicants must:
  - Be a valid business in good standing or a federal, state, tribal or local government, agency or instrumentalities operating in the United States;
  - Meet all solvency and financial responsibility requirements imposed on the applicant by applicable statutes and regulatory authorities;
  - Be an organization or agency that oversees and conducts, on its own behalf and/or on behalf of its eHealth Exchange Participant Users, electronic transactions, or exchanges of health information among groups of persons or organizations;
  - Have formal contractual mechanisms in place authorizing the Participant to initiate and respond to requests on behalf of their customers through eHealth Exchange;
  - Have established mechanisms to assure its eHealth Exchange Participant Users (e.g., healthcare providers, health plans) are aware of and understand the Participant's obligations under the Data Use and Reciprocal Support Agreement (DURSA) (e.g., how patient / member information would be used and exchanged, the eHealth Exchange Participant's accountability to the eHealth Exchange Participant User, etc.);
  - Utilize a system which has been verified as compliant with the Performance and Service Specifications for a use case;
  - Have the authority to make commitments to the minimum level of data sharing that the organization is willing to support for a use case so that all other Participants can know, and rely on, the organization's commitment;
  - Have the organizational infrastructure and legal authority (through statutes, regulations, organizational agreements, contracts, or binding policies) to comply with the obligations in the DURSA and to require its eHealth Exchange Participant Users

and Third-Party Technology vendors to comply with applicable requirements of the DURSA;

- Intend to Transact information with other eHealth Exchange Participants for a Permitted Purpose;
  - Have sufficient financial, technical, and operational resources to support the testing and operation of transactions among eHealth Exchange Participants;
  - Is not aware of any information that would preclude the applicant from fully complying with the provisions of the DURSA; and
  - Submit the completed Application, the signed DURSA Joinder Agreement (Attachment 7 of the DURSA), and the eHealth Exchange Participation Agreement and Business Associate Agreement. eHealth Exchange staff will educate applicant regarding the purpose of the BAA as needed.
3. The submitted grant proposal and all attachments will be incorporated into any final agreement.
  4. eHealth Exchange reserves the right not to review or otherwise to reject, in whole or in part and at any time, any or all proposal responses received in response to the eHealth Exchange Innovation Grant 2021 Program opportunity. Issuance of the eHealth Exchange Innovation Grant 2021 Program in no way constitutes a commitment by eHealth Exchange to award a grant described in the grant guidelines and instructions.
  5. Any response or other information submitted by an applicant to eHealth Exchange is subject to disclosure by eHealth Exchange and as may be required by law. Except for such disclosures as may be required by law, materials that are clearly labeled as “Confidential” will be treated as such and will only be used by eHealth Exchange for purposes of evaluating the applicant and its proposal.
  6. In the performance of its duties under its grant award, the awardees will be required to comply with all applicable federal and state statutes, regulations, and policies.
  7. By submission of a proposal, the applicant agrees that eHealth Exchange may copy the response for purposes of facilitating review or use of the information. The applicant represents that such copying will not violate any copyright, license, or other agreement with respect to the materials submitted.
  8. By submission of a proposal, applicant certifies that applicant has not paid or agreed to pay to any employee or current contracting consultant of eHealth Exchange any fee, commission or any other item of value that is contingent upon eHealth Exchange contracting with awardee.
  9. eHealth Exchange reserves the right to contact applicants after the submission of proposals for the purpose of clarifying any proposal. Applicant understands that any and all information provided in response to the eHealth Exchange Innovation Grant 2021 Proposal Guidelines



and Instructions is subject to validation. By submitting a proposal each applicant agrees that it will not bring any claim or have any cause of action against eHealth Exchange, or any agent of eHealth Exchange based on any misunderstanding concerning the information provided in the proposal or concerning eHealth Exchange's failure, negligence or otherwise, to provide the applicant with pertinent information as intended by the eHealth Exchange Innovation Grant 2021 Proposal Guidelines and Instructions. eHealth Exchange, at its sole discretion in determining that its best interests will be served, reserves the right to amend or cancel eHealth Exchange Innovation Grant 2021 Program at any time prior to a grant award, reject any late or incomplete proposals, and to require organizations at their own expenses to provide written clarification on proposals in order assist eHealth Exchange in its determination of award.

10. eHealth Exchange is not responsible for any costs incurred by an applicant which are related to the preparation or delivery of the proposal, or any other activities of applicant related to this grant submission. eHealth Exchange is not liable for any costs incurred by an applicant prior to issuance of or entering into a formal agreement or contract.
11. The laws of the State of Virginia and the United States of America shall apply to and govern the interpretation, validity, and effect of the eHealth Exchange Innovation Grant 2021 Program award(s). Applicants and awardees are responsible for determining the applicability of these laws to their activities and for complying with applicable requirements.
12. eHealth Exchange will not be responding to phone or email inquiries about the selection process or identifying applicants still under consideration or releasing information about the proposals or results until grant(s) have been awarded, and eHealth Exchange determines, in its sole discretion, that the release of such information will not unduly prejudice this or future grant awards.
13. eHealth Exchange policy requires that data remain within the borders of the continental United States.
14. Funding Restrictions:
  - 14.1 Grant funds can only be used to deliver the specific deliverables approved in the grant award.
  - 14.2 Grant funds can only be used in furtherance of eHealth Exchange's 501(C)(3) tax-exempt purposes and may not benefit the awardee uniquely.
  - 14.3 Project related technology costs are not to exceed 15% of the grant funds.
  - 14.4 In addition, grant funds cannot be used for the following purposes:
    - To supplant or replace current public or private funding
    - To supplant ongoing or usual activities of any organization involved in the project
    - To reimburse pre-award costs
    - To cover equipment, training, supplies, conferences, and travel
15. News Releases: Prohibitions and Pre-Approvals Required. Applicants and awardees may not issue any press release or make any other public disclosure regarding the grant or

participation in the eHealth Exchange Innovation Grant 2021 Program without prior written consent. In addition, awardee agrees not to misrepresent or embellish the relationship between eHealth Exchange and awardee. For example, you agree not to imply that we support, sponsor, endorse, donate to, or contribute to you or your organization unless you have our written permission to do so. This Section does not preclude business communications necessary for the applicant to develop a proposal or required reporting to shareholders or governmental authorities.

16. Intellectual Property: Except as otherwise explicitly provided in the eHealth Exchange Innovation Grant 2021 Proposal Guidelines and Instructions or the resulting award agreement, all work product produced by an applicant and awardee, including without limitation the proposal, all plans, designs, software, and other grant deliverables, become the sole property of eHealth Exchange to be used by eHealth Exchange to advance interoperability for the benefit of all Americans. eHealth Exchange reserves all intellectual property rights including, without limitation, copyrights, trademarks, trade secrets, patents and patentable work produced by or for eHealth Exchange in furtherance of its exempt purposes. eHealth Exchange grants to applicant a non-fee bearing license to use its work performed for the Grant in its other products and services with the express understanding that this license does not restrict, in any way, how the eHealth Exchange may use this same work to advance interoperability. If applicant decides to include information or materials that it considers to be trade secrets, its own intellectual property or other confidential information, then applicant must clearly identify all of this information or materials as such by marking on each page on which such information appears with applicant's asserted ownership, e.g., trademark, copyright, patent number, trade secret or confidential information. Such marking must be in boldface type and at least 14-point font. Applicant agrees that eHealth Exchange is permitted to share all information in applicant's response, including all marked information or materials, with the review panel and others as necessary to allow for a full and complete review and evaluation of the application. Applicant cannot assert that its entire application is confidential. eHealth Exchange asserts and owns all of the intellectual property associated with the grant process including, but not limited to, the scope of permissible grant topics, the identification of grant deliverables and all other aspects of the grant process. Applicant agrees that eHealth Exchange is allowed to use for its own purposes, any and all ideas presented in a response.
17. eHealth Exchange reserves the right to implement ideas similar to those contained in any proposal in the future without restriction or obligation. To the extent a proposal contains any third-party information, applicants are responsible for obtaining any required permissions and will defend, indemnify, and hold harmless eHealth Exchange, affiliates, and licensors, and each of their respective employees, officers, directors, and representatives from and against any losses arising out of or relating to any third-party claim arising therefrom.

18. Additional Information: By submitting a proposal, the applicant grants eHealth Exchange the right to obtain information from any lawful source regarding the applicant's and its directors', officers', and employees': (1) past business history, practices, and conduct; (2) ability to supply the goods and services; and (3) ability to comply with agreement requirements. By submitting a proposal, an applicant generally releases from liability and waives all claims against any party providing eHealth Exchange information about the applicant. eHealth Exchange may take such information into consideration in evaluating proposals.
19. Multiple Responses: An applicant may only submit one proposal as a prime contractor. This requirement does not limit a subcontractor's ability to collaborate with one or more applicants submitting proposals.
20. No Joint Proposals: eHealth Exchange will not consider joint or collaborative proposals that require it to sign agreements with more than one applicant.
21. Use of Subcontractors: No subcontract under the agreement shall relieve the awardee of the responsibility for ensuring the grant requirements are met in the manner identified in the agreement. Awardees planning to subcontract all or a portion of the work to be performed shall identify the proposed subcontractors in the proposal and must immediately notify eHealth Exchange of any changes to proposed subcontractors for eHealth Exchange's pre-approval of such change.
22. Funding Decisions: Upon completion of its evaluation of grant proposals, eHealth Exchange will enter into appropriate agreements with the successful awardees. All awards are subject to all state and federal laws, rules, and regulations that govern contracts and agreements managed by eHealth Exchange.
23. Performance Measures and Associated Remedies: eHealth Exchange will monitor the performance of the grant agreement issued under the eHealth Exchange Innovation Grant 2021 Program. All services and deliverables under the grant agreement shall be provided to eHealth Exchange at an acceptable quality level and in a manner consistent with acceptable industry standard, custom, and practice.
24. Key Personnel: The applicant must make best efforts that all personnel named in its proposal shall actually work on the project in the manner described in its proposal. In addition, these individuals shall continue to perform services for the duration of the agreement, except in the event of resignation, death, or mutual agreement by the parties. No changes, substitution, additions, or deletions shall be made unless approved in advance by eHealth Exchange. In such event, any substitute personnel shall be approved in writing by eHealth Exchange.
25. Audit and Records: The awardee shall have its actual project costs and other pertinent materials available for review and audit by eHealth Exchange and other auditors for a period of three years following the end of the agreement period.
26. Conformance with State Laws: Nothing in the eHealth Exchange Innovation Grant 2021 Proposal Guidelines and Instructions, applicant's proposal, or these agreement conditions

shall be construed to violate any provision of the laws and/or regulations of the State of Virginia, and all acts done shall be done in such manner as may conform to those laws. If any word, phrase, clause, paragraph, sentence, part, portion, or provision of the agreement or the application of those provisions to any person or circumstance is held to be invalid, the remainder shall nevertheless be valid and offending terms shall be deemed to be so modified such as to be compliant with federal and state laws and/or regulations.

27. Conflicts of Interest: A conflict of interest is a set of facts or circumstances in which either an applicant or anyone acting on its behalf in connection with this grant award has past, present, or currently planned personal, professional, or financial interests or obligations that, in eHealth Exchange's determination, would actually or apparently conflict or interfere with the applicant's agreement obligations to eHealth Exchange. Neither the applicant nor any other person or entity acting on its behalf, including but not limited to subcontractors, employees, agents, and representatives, may have a conflict of interest with respect to this grant award.
28. Civil Rights Language: Applicant agrees to comply with state and federal anti-discrimination laws.

**SECTION I: ORGANIZATIONAL INFORMATION**

**1. Applicant Profile**

The following information regarding your organization is required to be considered for selection.

<b>Applicant Profile</b>	
Full, Registered Organization Name	
Registered Organization Address	
Website URL	
Tax ID	
Ownership (e.g., public, private) Stock Symbol (Public Companies)	
Corporate Status (C Corporation, 501C (3), LLC, etc.)	
Company Overview	
Company Strengths and Competitive Advantage	
Proposal Contact Information	Name: Title: Email Address: Phone Number:
Annual Organization Budget (most recent fiscal year's expense in USD)	[Select One] a) Under \$1M b) \$1M-\$5M c) \$5M-\$50M d) \$50M+
Annual IT Budget (most recent fiscal year's expense in USD)	[Select One] a) Under \$500,000 b) \$500,000 to \$1M c) \$1M to \$5M d) \$5M to \$50M e) Over \$50M

## 2. Subcontractor Profile

If applicable, list and describe the subcontractors that are part of your project proposal and their respective roles/responsibilities, experience, and expected contribution to the project. Create a copy of this table for each subcontractor associated with the proposal.

Subcontractor Profile	
Full, Registered Organization Name	
Registered Organization Address	
Website URL	
Tax ID	
Ownership (e.g., public, private) Stock Symbol (Public Companies)	
Corporate Status (C Corporation, 501C (3), LLC, etc.)	
Company Overview	
Roles/Responsibilities/Expected Contribution	
Subcontractor Contact Information	Name: Title: Email Address: Phone Number:

### 3. Client References

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Supply three (3) client references for the applicant organization.

Reference #1	
Organization Name	
Type of Organization (e.g., HIE, hospital, ACO)	
Contact Name & Title	
Contact Telephone	
Contact Email	
Work Performed	

Reference #2	
Organization Name	
Type of Organization (e.g., HIE, hospital, ACO)	
Contact Name & Title	
Contact Telephone	
Contact Email	
Work Performed	

Reference #3	
Organization Name	
Type of Organization (e.g., HIE, hospital, ACO)	
Contact Name & Title	
Contact Telephone	
Contact Email	
Work Performed	

Supply one (1) client reference for every proposed subcontractor.

Reference #1	
Organization Name	
Type of Organization (e.g., HIE, hospital, ACO)	
Contact Name & Title	
Contact Telephone	
Contact Email	
Work Performed	



**SECTION II: PROJECT INFORMATION**

**1. Project Description**

<b>Project Description</b>
Provide a project description of how your solution can be used to facilitate data exchange over the eHealth Exchange network.
Does this project support an existing eHealth Exchange use case ( <a href="https://ehealthexchange.org/use-cases/">https://ehealthexchange.org/use-cases/</a> )? If so, please indicate which one.

**2. Project Outcomes**

<b>Project Outcomes</b>
Provide the objective of the project.
Provide the goals to the project.
Describe the benefits, value, and replicability that this project will bring to your organization, eHealth Exchange and its network Participants. Please clearly estimate how many other eHealth Exchange network Participants could potentially also exchange using your proposed concept.

**3. Technical and Security Information**

<b>Technical and Security Information</b>
Describe what infrastructure/technology is currently “live” and can be leveraged for the project.
Describe the health IT standards currently in use by the applicant.
Describe what clinical information is currently being shared in production, the standards used, and with whom it is being shared.
Describe what security specification standards are being utilized today.
Describe the active security certifications of your organization.
Provide a high-level technical and security design that describes what is in place today and what will need to be built to implement the proposed project. These designs can be provided in an integrated design or separately.

#### 4. High Level Milestones

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High Level Milestones
Include a succinctly defined milestone plan, consisting of four phases, to accomplish the project proposal within the 1 <sup>st</sup> year of the grant.

**SECTION III: EXPERIENCE AND QUALIFICATIONS**

**1. Company Experience**

<b>Company Experience</b>	
Describe any current or previous relevant experience and/or the record of the project team in conducting the proposed activities.	
Where applicable, describe applicant’s experience and capabilities to create new modifications or upgrades to existing technical or policy infrastructure to accomplish programmatic goals.	
Describe the applicant’s experience and ability to successfully collaborate with partner organizations.	
Describe existing partnerships with all relevant entities.	

**2. Specific Staffing Experience**

<b>Specific Staffing Experience</b>	
Provide high level summaries of qualified key staff and how they will be utilized during the grant period, their roles, and their qualifications to perform these responsibilities. Provide applicant qualifications relevant to experience and the record of the project team. Repeat rows as necessary for all identified roles for the project.	
Leadership	Name: High Level Summary of Qualifications: Role: LinkedIn Profile: How they will be utilized:
Project Manager	Name: High Level Summary of Qualifications: Role: LinkedIn Profile: How they will be utilized:
Staff with technical expertise and experience, include relevant standards knowledge and experience.	Name: High Level Summary of Qualifications: Role: LinkedIn Profile: How they will be utilized:
Others/Subcontractors	Name: High Level Summary of Qualifications: Role: LinkedIn Profile: How they will be utilized:

SECTION IV: PROPOSAL COST

1. Budget Project Narrative

**Budget Project Narrative**

The budget project narrative describes how the proposed budget aligns with the applicant’s project narrative. That is to ensure that costs are realistic (not artificially too low) and reasonable (not inflated) in view of programmatic requirements.

- Provide an explanation of how the proposed cost supports the proposed project and is reasonable to meet the project’s needs and is as cost-efficient as possible.
- Provide an outline of the proposed costs that support all project activities and how they support them.
- Provide a description of how the proposed expenditures align with the project plan at a high level. (No expenditures are allowed until the start date listed on the agreement for the approved project.)

2. Detailed Project Budget

**Detailed Project Budget**

This section must provide a detailed project budget that covers all expected and allowable grant expenditures for the proposed project.