

ATA PICATA CHAPTER Meeting Notes - FINAL

February 14, 2008 (THURSDAY)

Start Time: 2:11 p.m.

End Time: 3:19 p.m.

Attendees:

**Dale Moyen
Nicole Moore
Jana Lindsey
Lorna Nekoba
Denny Lordan
Bruce Best
Ainsley Mahikoa
Melanie King
Edna Azada**

Guest Speaker: Jim Jaskovsky, Tandberg Senior Grants Manager

Discussion:

I. Introductions

- **Members present introduced themselves via in person, VTC, and audio connections**
- **Guest Speaker (Jim Jaskovsky) was introduced**
 - **ACTION ITEM: None**

II. Quick Business

- **ATA Annual Meeting/Conference 2008**
 - **Tandberg has a room reserved on the "Seattle Side" of the conference**
 - **There will be a Codium Bridge which will be used by Tandberg. It has the capability to attain a much better and quite impressive interchange.**
 - **ACTION ITEM: None**

III. Visual Communications and Tele-medicine Funding on Projects by Jim Jaskovski, Senior Grants Manager, Tandberg

- **Overview of the grants was presented**
- **What does Tandberg's Grants team members do?**
- **Tandberg is the world leader in video-conferencing**
- **Tandberg is widely known for building equipments for the video market**
 - **Education and Healthcare industries are also included**
 - **Few examples were given: ER, Home Offices, Ambulance**
 - **Collaboration and Use of Administrative Applications are available no matter where an individual may travel**
- **It has top quality video equipments**
- **An area where they are highly used: Tele-Psychiatry**
 - **There have been an increase in multiple requests to locate available grants in rural areas**
- **Other Areas include the following:**
 - **Grand Rounds - Mobile units**
 - **Another area for expanded requests**
 - **Administration and Training**
 - **Interpretation of Sign Languages**
 - **Community Outreach Services**
 - **Standard Clinical Services**
 - **Staff Training**
 - **Ongoing for Physicians, Nurses, Individuals with Graduate Degrees, and General Staff**
- **The main goal is to improve the quality of the technology and reduce the costs**
- **Information Technology is capturing the marketplace**
- **How is this done?**
 - **Technology is one thing. In most cases, we are dealing with the hospitals and healthcare areas, but there is not enough money flowing around.**
 - **There is a need to find the funding for equipment and services**
 - **The concept of "Staying Alive" involves reviewing federal grants and searching for the correct one**
 - **An example is statewide funding**
- **Tandberg's Grant Team**
 - **The Team supports Alaska, Hawaii, and the U.S. West Coast**
 - **How does the Team members help?**
 - **Consultations provided especially for rural areas**
 - **Assists with understanding hardware, etc.**
 - **Assists with applying for the appropriate equipment**

- Assists with writing grants which includes Reviewing, Editing, Providing Guidance, etc. if there is no staff/ department in your organization to do the job and/or offer grant writing services
 - Provides Grant Writing Researchers who specialize in healthcare and education
- There are different grants to consider such as:
 - HRSA
 - RUS Utility
 - E-Rate
 - Firefighters
- Website Address is: www.tandberg.com/grantservices
- Here are several "Hot Grants" to consider if they are applicable:
 - RUS - U.S. Department of Agriculture Grant
 - There are funds available for equipment and application software
 - Approx. \$500,000
 - There is a requirement for a match with the applicant (use of a sliding scale)
 - Rurality Points
 - This Grant may apply within the Tele-medicine arena because of several factors:
 - The requirements are not stringent especially for rural applicants
 - Population - 20 points on the match scale is needed
 - It does not look at poverty levels or situations
 - The Right Model - Looks for a business plan which is based on membership basics (i.e.: monthly subscription/ membership fee)
 - Ten Year Plan to pay back
 - Most competitive and difficult to write
 - Candidates for this Grant are: 1) Rural Health Organizations, 2) Urban Health Organizations, and 3) Teaching Hospitals
 - 500,000 or less in the population
 - HRSA
 - There are approximately 30-50 grants available on HRSA's website
 - There is a good concentration of technology grants or with some technology components
 - Twenty-five percent of the grants will help in the procurement of technical equipment for a facility

- **Advance Nursing Education**
 - **There is ongoing funding available for post graduate nursing degree students/applicants especially for those interested in working within the rural areas**

- **Rural Health Outreach Grants**

- **Network Programs**
 - **It is important to match healthcare delivery with adequate end points for clinics and schools**
 - **An example is the mental health services delivered in Montana highschools**

- **Outreach Grants**
 - **Tandberg is interested in these grants**
 - *Question #1 Asked: What about the development in webcasting for nursing?*
 - *Answer #1: It is not performed as a primary focus. However, there is a company in C-Share which Tandberg is involved with.*
 - *Answer #2: This is a phenomenal tool because it can achieve and pull out on demand. Additionally, the content server can store the information and move it to your organization's server.*

- **Firefighter Grants**
 - **These are important especially for training purposes and EMTs**
 - **It provides equipments in the ambulance and ER**
 - **It is good for disasters and the deployment of the equipment in an ambulance during a crisis (i.e.: Live On-Site Video)**
 - **It can also help with the interoperability and with any substantial growth in demand (i.e.: increase influx of patients)**
 - **The hospitals and clinics are included here**

- **E-Rate or USAC**
 - **Universal Services funding helps private organizations**
 - **It funds distance learning and grades K-12 schools**

- It helps to defray the cost of networking and telecommunications in cases where there is a huge disparity. For instance, it will pay approx. 25% of the difference. It is not a large amount but it will eventually pay for the difference.
- The website is: www.usac.org
- Other Focus Programs
 - Grants can also be researched at www.grants.gov
 - Jim's team will research the grants as they are made available to the public ("forecasting")
 - *Question #2 Asked: Are there grants for cardiac care and neonate nursery care? Grants are needed in these areas.*
 - *Answer #2: It is not known at this time. However, a search can be performed in these specific fields.*
- Foundation Grants
 - Tandberg does not review these type of grants. Unless, if it is necessary, then it will conduct a research especially in healthcare funding for equipment and healthcare applications
 - The website is: www.foundationcenter.org
 - The research can include a U.S. state
 - There are approximately over 300 foundations in Hawaii
 - There is a good amount of foundation money available
 - Multiple sources can be helpful to find the appropriate funding
- Tandberg's Grant Services - How can they help you?
 - If grant writers are needed, a contingency fee may apply (only when grants are awarded)
 - There is a Backend Fee whereas, in most cases, the cost can help to defray or pay for the cost itself
 - Tandberg requires a plan from the organization or grant applicant
 - Research services are also available in the Grants Office used by Tandberg
 - There is no cost for this service from Tandberg
 - For further questions, Jim can be contacted at: (425) 544-1100 or jim.jaskovsky@tandberg.com
 - *Comment #1: Most of us cannot find the funding for technology projects*

- *Answer #1 to Comment #1: Tandberg's grant program is helpful*
- *Question #3 Asked: What is RUS' definition for "rural?"*
- *Answer #3: RUS utilizes the definition from the U.S. Census Bureau (2000 Census). The information finder can be found on its website. Although it can be time consuming to use this finder functionality, it may be very useful.*

IV. Other New and Announcements

- **Not discussed since the hour elapsed due to today's presentation**
 - **ACTION ITEM: None**

V. Roundtable

- **Not discussed since the hour elapsed due to today's presentation**
 - **ACTION ITEM: None**