



Office of Performance Management Oversight (OPMO)

Massachusetts Technology Collaborative
FY2020 Report



Agency Mission

- **Mission:** We strengthen the competitiveness of the tech and innovation economy by driving strategic investments, partnerships, and insights that harness the talent of Massachusetts.
- **Contribution to Partnerships for Growth:** Mass Tech Collaborative primarily contributes to the pillars of Business Competitiveness, specifically Key Cluster Leadership, and Workforce. Mass Tech also contributes to the principle of Regions with its statewide approach. The Last Mile and Mass Broadband 123 programs contribute to Community Development.



Agency Goals

- **Agency Goal 1:** Enhance economic growth: Foster dynamic, innovative businesses in the Commonwealth, accelerating the creation and expansion of firms in technology-growth sectors, increasing profitability, and generating more jobs for people in Massachusetts.
- **Agency Target for Goal 1:** 5 high impact cluster support programs and services implemented.
- **Results of Goal 1:** 5 cluster initiatives for Artificial Intelligence, Fintech, Quantum Computing, Blockchain and Robotics. Artificial Intelligence cluster efforts have been organized but we await further guidance from EOHEC and the Governor's Office.
- **Agency Goal 2:** Accelerate technology use and adoption: Promote statewide connectivity and competitiveness through widespread adoption of innovative technology in academia, business, and government across the Commonwealth.
- **Agency Target for Goal 2:** 300+ interactions with existing technology companies, technology startups, and technology entrepreneurs.
- **Results of Goal 2:** Over 500 interactions with companies and entrepreneurs via the 5 cluster initiatives, Cyber Resilient Massachusetts Working Group (CRMWG), annual Cybersecurity Forum, participating Intern Partnership companies, participating Mentorship/Entrepreneurship support companies, and digital health initiatives, such as MassChallenge HealthTech program.



Agency Goals

- **Agency Goal 3:** Harness the value of research: Strengthen capacity for innovation and commercialization at research institutions in the Commonwealth, enhancing research capabilities and encouraging greater collaboration with industry to address relevant research questions and bring ideas to market.
- **Agency Target for Goal 3:** 20 new industry partnerships and 20 new research grants.
- **Results of Goal 3:** Over 200 industry partnerships (15 industry-university from the R&D Fund and over 200 as a result of M2I2/Manufacturing Emergency Response Team) and 18 new research grants (4 R&D Fund, 6 Digital Health Sandbox, 2 Big Data, 1 Mentorship, and 5 M2I2).
- **Agency Goal 4:** Find solutions for all unserved towns in the Commonwealth to achieve last mile broadband access.
- **Agency Target for Goal 4:** Total 45 towns in FY2020.
- **Results of Goal 4:** All unserved towns in western Massachusetts are actively pursuing solutions. The New Braintree (final town) Selectboard voted to move forward with Charter in FY20.



Agency Goals

- **Agency Goal 5:** Achieve the goals of health reform (better health, better care, and lower costs) through better information exchange and among healthcare providers.
- **Agency Target for Goal 5:** 745 organizations transacting on the HIway 2,000 to 2,500 Eligible Providers participating in the Meaningful Use Electronic Health Record Incentive Program.
- **Results of Goal 5:** In FY20, 947 organizations transacted on the HIway and 1,387 Eligible Providers participated in the Meaningful Use Electronic Health Record Incentive Program.



Innovation Institute Ecosystem Development

- **Program Description:** The Innovation Institute works to align state support for the research, technology and business development, capital, talent and other infrastructure needs necessary for vibrant ecosystems for innovation across the Commonwealth. We undertake targeted projects and initiatives, in close collaboration with leaders within the industry, academic, public and non-profit sectors of our economy, that are designed to improve conditions for growth within the Innovation Ecosystem. These efforts are often focused on:
 - Regional Support - We engage new and well-established institutions and other community partners in growing regional innovation economies through new and novel programs that address proven demand and need or proven programs that demonstrate their ability to mature and scale.
 - Entrepreneurship and Start-Up Support - We see entrepreneur mentoring (often found within collaborative workspaces) as a means to build and support strategies that help create the conditions for growth within regional entrepreneurship ecosystems.
 - Cluster Development - Using industry clusters as an organizing concept the Innovation Institute continuously concentrates its support on growth conditions for emerging clusters. FY19 priority clusters include: Cybersecurity, Robotics and the Internet of Things (IoT).
 - The Innovation Institute also produces and publishes the Annual Index of the Massachusetts Innovation Economy, the Commonwealth's tool for benchmarking the status and progress of our innovation economy. Since 1997, the Index has provided users with a wealth of data and information for assessing the performance and progress of the Commonwealth's innovation sectors. Through an analysis of 22 economic indicators, the Index offers a comprehensive view of several dimensions of the innovation ecosystem.
 - Through a contract with the Executive Office of Housing and Economic Development's Seaport Economic Council, the Innovation Institute also supports grand challenges that leverage the Internet of Things (IoT) to support and enhance competitiveness of the Commonwealth's Blue Economy.



Innovation Institute Ecosystem Development

- **Program Budget:** \$2,500,000
- **Partnerships for Growth Goal Alignment:** Business Competitiveness and Workforce through regional economic development initiatives.
- **COVID – 19 Response:** We engaged with industry groups and key stakeholders on new business growth models amidst COVID-19. Examples of this work is the support the [Manufacturing-Emergency Response Team](#) and other COVID-19 emergency support through the [Intrapreneur Challenge](#) and other measures.
- **Fiscal Year Goal 1:** Collaborate closely with regional stakeholders to generate economic growth increasing their competitiveness in the Commonwealth and beyond by addressing unique needs.
- **Fiscal Year Target 1:** Support for 4 new regional engagements; continuation of 6 existing regional engagements; 20 programs, conferences, showcases, exhibits, events.
- **Results of Goal 1:** Participated in 11 regional economic growth activities, including talent/workforce activities in Springfield & Boston, existing entrepreneurship and innovation ecosystem activities in Cape Cod, Holyoke, Haverhill, Fall River/New Bedford and Lowell, as well as new regional engagements in Beverly, Gardner, North Adams and Worcester. Participated in 45 programs, conferences, showcases, exhibits & events.



Innovation Institute Ecosystem Development

- **Fiscal Year Goal 2:** Support growth in clusters that comprise the state's digital economy.
- **Fiscal Year Target 2:** Hold 10 working group meetings and engage 50 participants and/or companies to support 5 cluster development initiatives (artificial intelligence, fintech, robotics, quantum computing and blockchain).
- **Results of Goal 2:** 38 working group meetings and strategy informational sessions with 100+ participants across the 5 cluster initiatives – Artificial Intelligence, Fintech, Robotics, Quantum Computing, and Blockchain.



MassCyberCenter

- **Program Description:** The vision of the MassCyberCenter is that it will enhance opportunities for the Massachusetts cybersecurity ecosystem to compete as the national cybersecurity leader while strengthening the resiliency of the Commonwealth's public and private communities. MassCyberCenter will enhance conditions for economic growth through outreach to the cybersecurity ecosystem of Massachusetts while fostering cybersecurity resiliency within the Commonwealth.
- **Program Budget:** \$1,250,000
- **Partnerships for Growth Goal Alignment:** Business Competitiveness and Community Development
- **COVID – 19 Response:** MassCyberCenter initiated bi-weekly update calls with Cyber Resilient Massachusetts Working Group members to share threat information and best practices to cope with COVID-19 telework requirements. MassCyberCenter collated relevant cyber resources from CISA and other agencies on MassCyberCenter website



MassCyberCenter

- **Fiscal Year Goal 1:** Promote cybersecurity workforce initiatives, support the cybersecurity industry and prepare for Federal opportunities.
- **Fiscal Year Target 1:** Track and develop best practices for the 2019 Cybersecurity Talent Grants; hold investor/start-ups events to enhance investment opportunities; build a catalogue of cybersecurity R&D initiatives in Massachusetts to encourage federal investments.
- **Results of Goal 1:** Two of the three Talent Grants (Bay Path and MassHire New Bedford) wrapped up with final reports, which outlined ways to improve future programs; third grant will wrap in FY21. Partnered with .406 Ventures to hold a cybersecurity investor event during Massachusetts Cybersecurity Week with over 100 participants. Hosted the 2019 Massachusetts Cybersecurity Forum with 200 participants at the State House and Rapid7 Headquarters. Continue to investigate options to showcase cybersecurity R&D.
- **Fiscal Year Goal 2:** Resiliency for the Commonwealth through the convening of the Cyber Resilient Massachusetts Working Group (CRMWG).
- **Fiscal Year Target 2:** Convene 10 meetings of the Cyber Resilient Massachusetts Working Group (CRMWG) to enable strategic cyber incident response planning; hold tabletop exercises to test plans and train employees; and outreach to municipalities.
- **Results of Goal 2:** Convened 12 meetings of CRMWG plus additional sub-working groups focused on municipalities, strategic planning, table top exercises and critical infrastructure. Over 45 organizations participate as members of the CRMWG. Outcomes include an online Municipal Cybersecurity Tool Kit and a tabletop exercise to examine cybersecurity response plans.



Big Data

- **Program Description:** The Big Data and Innovation Workforce Fund was created as part of the 2014 Economic Development Bill. The purpose of the Fund is to leverage the use of big data to grow the Commonwealth’s tech economy and to help close the skills gap in the digital economy. The work performed on behalf of this fund has varied widely, from student engagement and workforce development to the creation of the MassCyberCenter.
- **Program Budget:** \$500,000
- **Partnerships for Growth Goal Alignment:** Business Competitiveness and Workforce
- **COVID – 19 Response:** Current economic conditions from COVID-19 have made financial institutions particularly vulnerable to Synthetic ID Fraud: lower interest rates causing an increase in loan applications; a surge in financial crime from the economic downturn; and a shift to online applications from “stay-at-home” restrictions. The Multi-Party Computation Platform Fintech pilot will result in the development of a collaboration between financial institutions and their financial regulators to improve synthetic ID Fraud detection through a network effect or “wisdom of crowds”.
- **Fiscal Year Goal 1:** Build infrastructure that increases access to currently unavailable private data sets.
- **Fiscal Year Target 1:** Establish a platform that allows analysis of private data without compromising the confidentiality of personal data.
- **Results of Goal 1:** MassTech has engaged stakeholders who have made significant technological advances that are making it possible for data under lock and key to be used by third parties in a way that does not require full data disclosure or risk data leakage or loss. The Multi-Party Computation Platform award will support three pilot projects related to FinTech & Health Care technologies that will demonstrate the potential for privacy-preserving technologies to address real-world applications for a better society.



Big Data

- **Fiscal Year Goal 2:** Increase the development of next-generation data instruments and products that leverage data sets.
- **Fiscal Year Target 2:** One comprehensive pilot project.
- **Results of Goal 2:** In FY20, MassTech approved an award to Boston University that will support and validate a Multi-Party Computation Platform. This award will support three pilot projects related to FinTech & Health Care technologies that will demonstrate the potential for privacy-preserving technologies to address real-world applications for a better society.



Global Entrepreneur in Residence

- **Program Description:** The Massachusetts Global Entrepreneur in Residence program is an initiative intended to help qualified international students to stay in the Commonwealth after graduation to start or grow a high potential business in Massachusetts. By partnering with the University of Massachusetts and sponsoring these entrepreneurs under its nonprofit research institution exemption from the H-1B cap, the Global Entrepreneur in Residence program helps international student entrepreneurs stay in the United States and continue to build their startup companies.
- **Program Budget:** \$187,530
- **Partnerships for Growth Goal Alignment:** Business Competitiveness and Workforce
- **COVID – 19 Response:** N/A



Global Entrepreneur in Residence

- **Fiscal Year Goal 1:** Facilitate Global Entrepreneur in Residence placement as university part-time employee or venture center residency in support of university mission to petition for H-1B visa.
- **Fiscal Year Target 1:** 15 participating entrepreneurs in residence. NOTE: Results subject to federal immigration legislation and policy revisions.
- **Results of Goal 1:** 21 entrepreneurs in residence.
- **Fiscal Year Goal 2:** Conduct outreach to the technology, start-up, venture capital, legal, and university communities to develop a pipeline of potential candidates.
- **Fiscal Year Target 2:** 40 entrepreneur applications via university partners. NOTE: Results subject to federal immigration legislation and policy revisions.
- **Results of Goal 2:** 66 applications received.



MassTech Intern Partnership

- **Program Description:** The MassTech Intern Partnership (MTIP) program provides stipends to digital technology companies that are starting and scaling-up across Massachusetts to directly support internships for Massachusetts college and graduate students. The program enables eligible companies to hire eligible interns, helping drive innovation and keeping our tech sector dynamic, vibrant, and growing across the Commonwealth. Companies can be reimbursed for up to 50% of the intern's hourly wage up to \$8 per hour for a total of \$3,200/year per individual intern.
- **Program Budget:** \$1,017,329
- **Partnerships for Growth Goal Alignment:** Business Competitiveness and Workforce
- **COVID – 19 Response:** Summer 2020 Program opened on April 1st. MassTech has requested information regarding the applicability of applicant's work in relation to the COVID-19 crisis in order to ensure that the program supports medical, economic, social, or other relief/adaptation efforts. Interns have worked on a wide variety of projects that respond to COVID-19, including supporting telemedicine, diagnostics, and social distancing tracking in warehouses and museums.



MassTech Intern Partnership

- **Fiscal Year Goal 1:** Provide stipends to fund up to 50% of an intern to Massachusetts tech companies.
- **Fiscal Year Target 1:** 160 internships supported.
- **Results of Goal 1:** 128 internships supported. COVID restrictions and refocusing resources to address the pandemic interest in the program was down and the program was not heavily promoted.
- **Fiscal Year Goal 2:** More detailed tracking of the impact of MTIP funded summer internships on the ability of students to obtain employment in the tech sector. Tracking is accomplished through surveys.
- **Fiscal Year Target 2:** 25% response rate to survey.
- **Results of Goal 2:** Summer 2019 intern survey was completed in fall 2019 with a 16.5% response rate.



MassTech Mentorship Program Support

- **Program Description:** The Innovation Institute supports entrepreneur mentoring as means to build regional start-up ecosystems and communities of innovation across Massachusetts. The opportunity to engage in a strong mentoring relationship builds the confidence and success of new businesses and plays a crucial role in lowering the barriers to entry for owning and running a business. In addition to the impact they have on individual entrepreneurs, mentors are a key part of a healthy entrepreneurship ecosystem, both inspiring new business leaders through their example and bringing needed expertise on the business development process. The Innovation Institute sees entrepreneur mentoring as a means to build, driving the development of a new phase in support for strategies to help create the conditions for growth.
- **Program Budget:** \$788,182
- **Partnerships for Growth Goal Alignment:** Business Competitiveness and Workforce
- **COVID – 19 Response:** MassTech launched the Intrapreneur Challenge as a statewide initiative intended to help MassTech and the Manufacturing Emergency Response Team (M-ERT) activate, connect and focus Massachusetts companies wanting to pivot production capabilities to meet the demands of the COVID-19 pandemic, starting with non-medical use face masks. This program will engage with at least 50 firms who will acquire agile product development techniques and gain access to a deep network of mentors to help discover market opportunities related to COVID-19.



MassTech Mentorship Program Support

- **Fiscal Year Goal 1:** Develop emerging and evolving entrepreneur support ecosystems.
- **Fiscal Year Target 1:** Issue findings and recommendations from the Entrepreneurial Ecosystem assessment in the areas of mentoring and entrepreneurship models, startup scale, and industry specific ecosystems.
- **Results of Goal 1:** The Entrepreneurial Ecosystem assessment, including findings and recommendations are due on August 31, 2020. In FY21, we will use to assessment to inform a solicitation which will result in FY21 grants for programming and initiatives that align with the assessment’s findings and recommendations.
- **Fiscal Year Goal 2:** Engagement with new institutions and community partners to grow regional entrepreneurial support ecosystems.
- **Fiscal Year Target 2:** Interaction and engagement with 10 entities/organizations and 4 new communities/regions, and participation in 10 programs, conferences, showcases, exhibits and events. These organizations and program participation will support 150 entrepreneurs to create 30 startup enterprises.
- **Results of Goal 2:** In FY20, MassTech participated in 11 regional entrepreneur support initiatives including existing initiatives in Springfield, Boston, Cape Cod, Holyoke, Haverhill, Fall River/New Bedford and Lowell, as well as new and emerging regional initiatives in Beverly, Gardner, North Adams and Worcester. In FY20, the 8 entrepreneur support organizations supported by MassTech hosted 125 events aimed at increasing the growth of businesses in the Commonwealth. In addition, these organizations had 166 entrepreneurs participating in various entrepreneur support programs and launched 55 companies.

Collaborative Research and Development Matching Grant Program



- **Program Description:** MassTech administers the Collaborative Research and Development Matching Grant Program to support large-scale, long-term projects that have the potential to spur innovation, promote workforce and cluster development, and grow jobs by investing in critical research and development (R&D) infrastructure. These investments support R&D partnerships that bring together the Commonwealth's world-class research institutions and class-leading companies.
- **Program Budget:** \$5,000,000
- **Partnerships for Growth Goal Alignment:** Business Competitiveness and Workforce
- **COVID – 19 Response:** In April 2020, MassTech funded two ventilator development projects (automated resuscitators) to WPI & MIT. These came to MassTech through the Manufacturing Emergency Response Team (M-ERT) effort to fight the COVID-19 crisis in Massachusetts. Each project will result in the development of 100 units that meet the minimum necessary functions for safe ventilation, the units will be used for evaluation and validation purposes.



Collaborative Research and Development Matching Grant Program

- **Fiscal Year Goal 1:** Approval of 1 new Collaborative Research & Development grant that drives economic development outcomes in the Commonwealth and aligns with priorities of the Baker-Polito Administration.
- **Fiscal Year Target 1:** 10 IP agreements and licenses as a result of the current investment portfolio of the Collaborative Research & Development Matching Grant Program.
- **Results of Goal 1:** R&D centers supported by MassTech generated 37 new IP agreements & licenses.
- **Fiscal Year Goal 2:** Develop the Research Center Partnership Program for Entrepreneurs & Innovators. This new program will pilot modest awards promoting business research partnerships with our Research Centers that will support the improvement of products & services being developed at the research centers by small & medium sized firms.
- **Fiscal Year Target 2:** 5 new industry-university partnerships and 5 research projects with private sector.
- **Results of Goal 2:** Across the current R&D Fund grant portfolio in FY20, there were 14 new industry-university partnerships and 53 research projects with private sector. In FY20, MassTech funded two pilot programs intended to promote business research partnerships at our University Research Centers – AI Jump Start and WHOI D’Works Marine Technology Initiative – that will begin accepting applications in FY21.



Massachusetts Manufacturing Innovation Initiative

- **Program Description:** The Massachusetts Manufacturing Innovation Initiative (M2I2) provides capital cost shares for projects and discovery centers located within the Commonwealth's borders, as part of the state's ongoing commitment to the Manufacturing USA program put forth by the federal government. M2I2 builds upon the state's superior academics, R&D, deep innovation ecosystem and long history of manufacturing. M2I2 deepens these assets by linking MA companies, universities, community colleges, voc schools, national labs, new ventures, government, and Manufacturing USA in new ways not possible without this program.
 - M2I2 propels Advanced Manufacturing across ecosystems: new jobs, products, and revenues; new partnerships and supply chains; new employee skills. It maximizes impact by promoting intersections as technology converges (we funded first and still the only facility in the nation with collaboration by 3 National Institutes).
 - M2I2 works closely with applicants, from the earliest concept stage to develop partnerships and supply chains, maximize impact and provides connectivity to Manufacturing USA's national network of industry-leading companies and universities. M2I2 also brings significant DoD and other project cost share spending into MA.



Massachusetts Manufacturing Innovation Initiative

- **Program Budget:** \$524,907.00
- **Partnerships for Growth Goal Alignment:** Business Competitiveness
- **COVID – 19 Response:** Coordination of the Manufacturing Emergency Response Team (MERT) to mobilize, organize, and operationalize critical path work streams necessary for Massachusetts manufacturers to pivot their operations to produce needed materials in response to the pandemic. We expect to earmark \$6M towards pivoting manufacturers to make PPEs.
- **Fiscal Year Goal 1:** Develop collaborative partnerships through projects that advance Massachusetts' manufacturing innovation ecosystems.
- **Fiscal Year Target 1:** At least 10 partnerships.
- **Results of Goal 1:** More than 200 partnerships established. The large increase is mainly due to COVID-19 PPE related services provided to pivoting manufacturers.
- **Fiscal Year Goal 2:** (1) Number of Jobs Created or Saved, and (2) Number of People Trained
- **Fiscal Year Target 2:** (1) More than 50 manufacturing jobs created or saved, and (2) more than 50 people trained
- **Results of Goal 2:** More than 100 jobs have been created/saved and more than 100 people have been trained. The increase is partially due to COVID-19 with manufacturers pivoting to make PPEs.



Manufacturing Emergency Response Team (M-ERT)

- **Program Description:** The Manufacturing Emergency Response Team (M-ERT) mission is to support Massachusetts manufacturers in pivoting their operations to produce needed materials in response to the COVID-19 pandemic.
- **Program Budget:** \$8.6M M2I2 funds
- **Partnerships for Growth Goal Alignment:** Business Competitiveness and Workforce
- **COVID – 19 Response:** Mobilize, organize, and operationalize critical path work streams necessary for Massachusetts manufacturers to pivot their operations to produce needed materials in response to the pandemic. We allocated \$8.6M M2I2 funds towards pivoting manufacturers to make PPE.
 - Over 550 Massachusetts companies came through the MERT portal
 - Just over 50 companies made it through MERT pivot support and on to the market
 - Pivot support provided by MERT experts included: assistance around FDA guidance, overcoming supply chain issues, access to testing of PPE, understanding demand for PPE, packaging and labeling and other matters unfamiliar to pivoting manufacturers.
 - Over 15 million PPE and other priority items have been produced by Massachusetts manufacturers
 - PPE items include: N95 masks, medical gowns, hand sanitizer, and face shields.
 - Other priority items include ventilators and COVID-19 testing materials such as swabs and viral transport medium.
 - Massachusetts MERT program is notable due to the variety of items being produced here.



Mass Broadband Institute - Last Mile

- **Program Description:** To support and co-invest in broadband solutions for the 45 Massachusetts towns that have lacked residential broadband service. This program includes grants to private broadband service providers and directly to municipalities.
- **Program Budget:** \$7,299,296.00
- **Partnerships for Growth Goal Alignment:** Community Development
- **COVID – 19 Response:** MBI’s WiFi Hotspot Program has supported the installation of high capacity hotspots at community anchor institutions (libraries, town halls, schools, etc.) in 26 Last towns that do not have a completed broadband project.
- **Fiscal Year Goal 1:** Have every town on a dedicated path to a broadband solution.
- **Fiscal Year Target 1:** All 44 unserved towns in western Massachusetts (as of May 2016) will be actively pursuing the development of a broadband network that with owned by the municipality or a private provider.
- **Results of Goal 1:** The funds allocated by MBI for all 44 unserved towns have been fully awarded and each unserved town has either completed a broadband project or is actively pursuing the development of a broadband network that is in the planning, make-ready or construction phase.



Mass Broadband Institute - Last Mile

- **Fiscal Year Goal 2:** Substantially increase the number of Massachusetts residents that have access to broadband service.
- **Fiscal Year Target 2:** 29 of the 44 unserved towns will have broadband networks that are partially or fully operational and providing broadband service by end of FY20.
- **Results of Goal 2:** 23 unserved towns have a broadband network that is partially or fully operational.



Mass Broadband Institute – Middle Mile Network

- **Program Description:** The MassBroadband 123 network provides last mile connectivity to hundreds of public facilities in Western and North Central Massachusetts. The network provides services to local Internet Service Providers (ISPs) that may offer consumer services in the region.
- **Program Budget:** \$1,806,780.00
- **Partnerships for Growth Goal Alignment:** Community Development
- **COVID – 19 Response:** MBI worked with KCST, the network operator, to reach agreement to waive the wholesale monthly charge for the 250 Mbps circuit at each hotspot. This helped to enable the hotspots to be delivered at no cost to 26 unserved towns.
- **Fiscal Year Goal 1:** Ensure the continued operation, stability and integrity of the MassBroadband 123 network as a vital resource for community anchor institutions in the Commonwealth.
- **Fiscal Year Target 1:** The MassBroadband 123 network will operate without any material disruptions of service to broadband subscribers.
- **Results of Goal 1:** The network access uptime for FY20 was 99.905%. The network core uptime for FY20 was 100%. Network interruptions are typically the result of damage to fiber or utility poles and are repaired by the MassBroadband 123 network operator (in cooperation with the electric utility company when necessary).



Mass Digital Health Initiative

- **Program Description:** The Mass Digital Health Initiative is a public-private partnership working to establish Massachusetts as the leading ecosystem for digital health innovation, for the purpose of economic growth and improved healthcare quality and costs. Through the initiative, MassTech is investing in and helping to organize a more accessible digital health marketplace for the Commonwealth.
- **Program Budget:** \$2,676,609.00
- **Partnerships for Growth Goal Alignment:** Business Competitiveness – Key Cluster Leadership
- **COVID – 19 Response:** Adjusted our hosted and sponsored events to offer virtual opportunities for networking and education. Additionally, MeHI held virtual events focused on supporting caregivers during COVID-19 and MassChallenge HealthTech hosted a number of COVID-19 related virtual events, including a COVID-19 Innovation Summit.
- **Fiscal Year Goal 1:** Provide support to high-potential digital health startups across Massachusetts.
- **Fiscal Year Target 1:** 30 companies in the MassChallenge HealthTech (MCHT) program, 50 jobs created at MA high-potential scaling companies, 375 MA-based digital health companies identified in MeHI's stakeholder database, 50 sponsored or hosted events.
- **Results of Goal 1:** 27 companies completed the MCHT 2020 program; tracked 223 jobs created at 10 scaling companies; identified 395 MA-based digital health companies in our stakeholder database; sponsored or hosted 54 events.



Mass Digital Health Initiative

- **Fiscal Year Goal 2:** Support collaborations enabling MA digital health companies to test and implement their products and services in MA environments to help grow the Commonwealth's digital health cluster and address healthcare cost challenges.
- **Fiscal Year Target 2:** 5 approved sandbox environments added to the MA Digital Health Sandbox Program, 5 projects supported through the Sandbox Program, 5 MA employers implementing MA digital health tools through the MA Employer Digital Healthcare Program.
- **Results of Goal 2:** 7 approved sandbox environments and one “sandbox tool” added to the MA Digital Health Sandbox Program; 6 projects with 5 companies supported through the Sandbox Program; contracts pending for projects between 2 digital health companies and 2 MA employers, and one project pending approval of an employer partner, through the Right Care 4 You Grant Program (previously known as the MA Employer Digital Healthcare Program).



Mass HIway Outreach and Adoption Support

- **Program Description:** The HIway, Massachusetts' statewide health information exchange, offers doctors' offices, hospitals, laboratories, pharmacies, behavioral health, long term services and supports, and other healthcare organizations a way to securely and seamlessly transmit vital data electronically. The Executive Office of Health and Human Services has contracted MassTech to provide outreach, account management, and consulting services to target and assist healthcare providers in meaningfully adopting and using health information exchange to improve quality of care and reduce costs.
- **Program Budget:** \$2,044,474.00
- **Partnerships for Growth Goal Alignment:** Business Competitiveness – Key Cluster Leadership, as well as Equity through its focus on MassHealth payment reform.
- **COVID – 19 Response:** To ensure continuity of support, account management, HAUS, and outreach services were adapted to be provided from the HIway team members' homes.
- **Fiscal Year Goal 1:** Provide HIE adoption and utilization services (HAUS) to MassHealth Accountable Care Organizations (ACOs), their community partners (CPs), and community service agencies (CSAs) to promote the use of the HIway to support care coordination, and to acute care hospitals, ambulatory practices and community health centers to assist them in meeting the Mass HIway connection requirement.



Mass Hlway Outreach and Adoption Support

- **Fiscal Year Target 1:** 30 organizations enrolled in HAUS, 50% of enrolled organizations implementing a care coordination use case.
- **Results of Goal 1:** 30 organizations participated in, or are actively participating in, a HAUS project; 100% of these organizations are implementing a care coordination use case.
- **Fiscal Year Goal 2:** Develop and present educational webinars, learning collaboratives, and workshops to assist organizations in connecting to and meaningfully using the Hlway, HIE, Query HIE, and EHR interoperability. These outreach and education activities will cover the Hlway attestation process, HIE-enabled change management and process improvement, and HAUS participation.
- **Fiscal Year Target 2:** 15 webinars, 2 learning collaboratives, 4 Change Management and Process Improvement Workshops.
- **Results of Goal 2:** Hosted 7 webinars, 1 learning collaborative (second postponed due to COVID-19), and 1 workshop (1 cancelled due to no-shows, 1 postponed due to COVID-19). The workshop and learning collaborative were combined with the Medicaid program to offer the same content to a larger audience.



Medicaid Electronic Health Record Incentive Payment Program

- **Program Description:** The Medicare and Medicaid Electronic Health Record (EHR) Incentive Programs provide financial incentives to Eligible Hospitals and Eligible Professionals to adopt, implement, upgrade and demonstrate Meaningful Use (MU) of Certified Electronic Health Record Technology (CEHRT). MassHealth has contracted MassTech to support and process the incentive applications in the Commonwealth.
- **Program Budget:** \$1,753,996.00
- **Partnerships for Growth Goal Alignment:** Business Competitiveness – Key Cluster Leadership, as well as Equity through its focus on Medicaid providers.
- **COVID – 19 Response:** Extended program year 2019 deadline to give providers who had to focus on responding to COVID-19 sufficient time to attest. For continuity of services, the program activities were adapted to be provided remotely from the Medicaid team members' homes.
- **Fiscal Year Goal 1:** Maintain processing efficiency and cycle time for validation of Medicaid EHR Incentive applications.
- **Fiscal Year Target 1:** 1,000 applications processed in FY20.
- **Results of Goal 1:** 1,202 PY2018 applications fully processed and most outstanding applications for prior program years closed out.



Medicaid Electronic Health Record Incentive Payment Program

- **Fiscal Year Goal 2:** Educate healthcare providers in the Meaningful Use of EHRs, HIE and EPE, and the application of process improvement and change management, to enable them to meet the MU requirements.
- **Fiscal Year Target 2:** 6 webinars, 2 learning collaboratives, 2 Meaningful Use info sessions, 4 Change Management and Process Improvement Workshops.
- **Results of Goal 2:** Hosted 9 Meaningful Use and 105 one-on-one support webinars, 1 learning collaborative (second postponed due to COVID-19), 4 Meaningful Use info sessions, and 1 workshop (1 cancelled due to no-shows and 1 postponed due to COVID-19). The workshop and learning collaborative were combined with the HIway program to offer the same content to a larger audience.