



April 5, 2016

TO: Potential Applicants for the Telemedicine Pilot Initiative

RE: Amended Request for Proposal (HPC-Telemedicine-001)

**To whom it may concern:**

The HPC issued an amended RFP for the Telemedicine Pilot Initiative on April 5, 2016. **This amended RFP supersedes the RFP dated and posted on March 2, 2016.** Below is a list of updates to the RFP that we encourage you to review as you prepare proposals.

<b>Section IV</b> Selection Criteria	<ul style="list-style-type: none"><li>• Under <i>Operational Approach</i>, removed “in any” from the selection criterion describing how the HPC will evaluate the evidence base for proposed Pilots</li><li>• Under <i>Budget and Financial Considerations</i>, added “<b>other funding sources</b>”</li></ul>
<b>Section V.D</b> Operational Response Instructions	<ul style="list-style-type: none"><li>• Moved a reference to scalability from Section V.D.2.d (pertaining to the impact of the initiative) to Section V.D.9 (pertaining to sustainability) and clarified what Applicants should submit to respond effectively to Section V.D.9</li><li>• Clarified competitive factors in Section V.D.2.d</li></ul>
<b>Section VIII</b> Applicants Eligible for CHART	<ul style="list-style-type: none"><li>• Added context to clarify that both non-CHART entities and CHART hospitals are eligible to apply for funding</li></ul>
<b>Section IX</b> Definitions	<ul style="list-style-type: none"><li>• Added the statutory definition of <b>Health Care Services</b> to further assist interested parties in determining if they are eligible</li></ul>
<b>Attachment B.3</b> Budget Proposal Response	<ul style="list-style-type: none"><li>• Increased the Salary Cap from \$181,500 per FTE per year to \$185,100 per FTE per year in the instructions and in each budget template tab and clarified that the cap applies to the portion of a salary that may be eligible for HPC funding. In-kind or other funding sources may be used to augment salaries at the discretion of the Applicant or Partner(s).</li></ul> <p><b>Note:</b> Applicants may submit either the original version or the revised version of <b>Attachment B.3</b>. The HPC will evaluate all proposals using the updated salary cap irrespective of version used.</p>

Please contact [hpc-innovation@state.ma.us](mailto:hpc-innovation@state.ma.us) for questions pertaining to this investment opportunity.

- HPC Innovation Investment Staff