

Meeting: 8-7-13 1:00 PM Telephone Call

Purpose: For Good Sam to obtain clarification on several items

Participants:

Christianna Barnhart

Linda Oliver

Jeff Stingley

Dennis Kaufman

Good Sam is at the termination of a network contract with our primary business network vendor. Exercising a 3-year contract extension would save a substantial amount of cash for the Society vs. entering into a 1-year contract. Good Sam has been advised to complete the RFP process to allow ample time to obtain the best contract rates.

The FCC informed Good Sam it is not eligible to competitively bid via RFP at this time. We must first compete for the pilot in early 2014 and if successful, they we can complete the RFP process about 3 months later. The FCC is bound to the terms of the order that was published.

Question 1. What are hospital-type services as described in the Skilled Nursing Pilot Section of the order?

Answer: That is not yet fully defined.

Question 2. What does the following comment from the Skilled Nursing Pilot section of the order mean? "In order to maximize other Fund investments, only SNFs that do not currently have broadband services sufficient to support their intended telehealth activities are eligible to participate in the SNF Pilot". Will the pilot only cover new or expands Services. Good Sam is expanding services to meet the needs of EMR and telehealth

Answer: Although it is not defined, locations that do not have adequate service to meet technology needs are likely to be covered and it is important the FCC hear from providers like Good Sam that are trying to advance technologies already.

As the nation's largest not-for-profit senior care and services organization located in 24 states, and as a mission-focused provider, Good Sam carries a majority of Medicaid and Medicare residents (68%-72%). A large profit is not our goal but a profit is needed in order to provide technologies, especially in rural areas where approximately 65% of our SNFs are located. We are compelled to advance network services to meet federally mandated documentation, exchange requirements and regulations and to improve quality of care and services in rural settings. FCC financial assistance will be a tool to accomplish those necessary medical enhancements for people living in rural areas.