



Solix Rural Health Care Consulting Team Delivers Cost Savings for County Health Department

Situation/Background

With rising operating costs and the increasing demand to improve health information technology in their facility, Rooks County Health Department in Stockton, KS, was determined to implement cost saving strategies wherever possible. As their staff needed to focus on delivering quality patient care, they required a partner with the resources and expertise to examine available federal grants, assess the grant eligibility of their health department and fulfill all application requirements on their behalf. Also paramount to the process was maximizing the allowable funding disbursement in an expedited time frame.

Objectives

- Enlist a partner with knowledge and experience in grant consulting to examine subsidy programs designed specifically for rurally-located healthcare facilities.
- Obtain financial relief from existing services that could be re-invested in the improvement of technology infrastructure.

Challenges

- Balance expensive operating costs with the urgent need to keep pace with healthcare modernizations and telehealth technology utilized in urban healthcare facilities.
- Lack of internal resources to explore available grant opportunities for the provision of rural healthcare.

Solution

- Conduct a full eligibility assessment for the Federal Communication Commission (FCC) Rural Health Care Program.
- Complete all application requirements and serve as the interface with the program administrator, Universal Service Administrative Company (USAC), on follow-up requests for information.
- Alleviate the up-front investment for Rooks County Health Department by employing a payment model that was contingent upon Solix securing grant funding.

Results

- Rooks County Health Department was awarded a funding commitment letter to discount 65% of their monthly costs on all broadband and telecommunications services.
- With an expanded budget directly linked to their award disbursement, Rooks County Health Department is advancing a proposed plan to outfit their facility with an electronic health records platform.