

Housekeeping

- Use the "Audio" section of your control panel to select an audio source and connect to sound
 - Turn on your computer's speakers, or
 - Use the call-in instructions in your confirmation email
- All participants are on mute
- Submit questions at any time using the "Questions" box
- Slides attached to GoToWebinar Panel and posted to <u>RHC Learn</u>



MEET OUR PRESENTERS



Annabeth Wonch
Senior Program Manager,
RHC Outreach



Nicole Taylor
Program Manager, RHC
Outreach



Jennifer Contreras
Manager,
RHC Outreach

By the end of this webinar you will be able to...

- Complete and submit an FCC Form 461 and/or 465 in My Portal
 - Submit your request for services to meet the FY2020 filing window deadline
 - Create bid evaluation criteria
 - Abide by competitive bidding rules
 - Identify applicable competitive bidding exemptions
- Locate current requests for services and other important resources on the USAC website

- 1. Overview
- 2. FCC Report and Order 19-78
- 3. Public Notice DA 19-1253

Agenda

- 4. Competitive Bidding
 - Evaluation Criteria
 - Competitive Bidding Exemptions
 - Site and Service Substitutions
 - Requests for Proposal
 - Search Posted Services
- 5. Submitting the FCC Form 461
- 6. Submitting the FCC Form 465
- 7. Best Practices & Resources

Glossary

Acronym	Meaning
FCC	Federal Communications Commission
HCF	Healthcare Connect Fund
FY	Funding Year
НСР	Health Care Provider (your site)
HCP Number	Number associated with your site
PAH	Primary Account Holder
FRN	Funding Request Number
LOA	Letter of Agency (HCF Program Only)
ACSD	Allowable Contract Selection Date

Differences Between RHC Programs

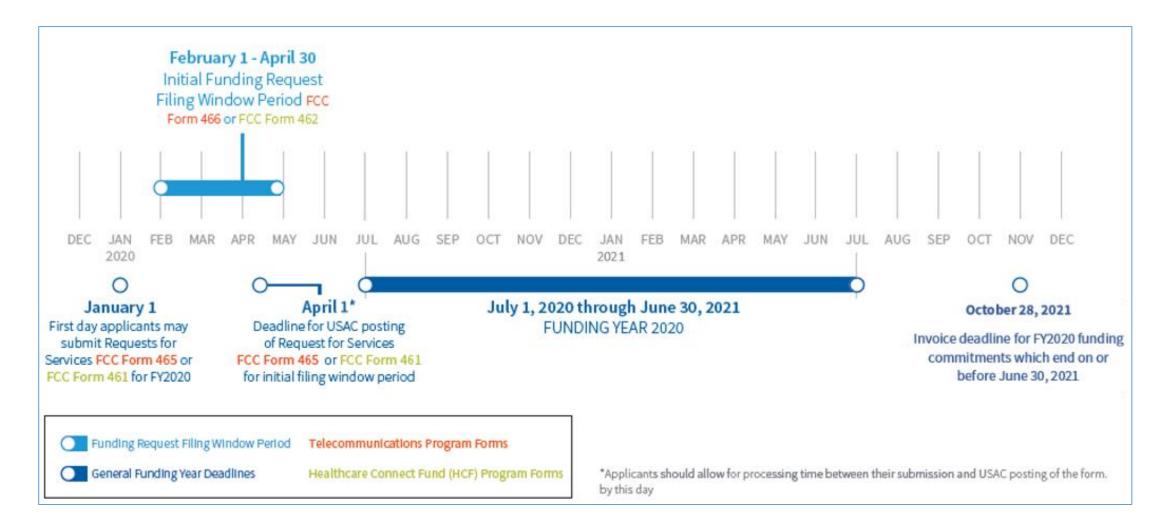
- Different services funded: Telecom Program funds telecommunications services and HCF Program funds advanced telecommunications and information services for broadband connectivity.
- Different method of calculating discount: Telecom Program funds the difference between the urban and rural rates; HCF Program funds a flat 65%.



RHC Program Application Process



Funding Year 2020 Calendar



What is a Request for Services?

- After eligibility is approved, you (the HCP) completes an FCC Form 461 or 465 to let service providers know what types of telecommunications or broadband services you are looking for.
- Service providers use the information on the FCC Forms 461 and 465 to create a bid to provide those services.
- Request for Services Forms:
 - Telecommunications (Telecom) Program **FCC Form 465** (Description of Services Requested and Certification Form)
 - Healthcare Connect Fund (HCF) Program FCC Form 461 (Request for Services Form)
- Approved Request for Services forms must be posted for a minimum of 28 days on the USAC public website.
 - Once a form is posted, the competitive bidding process begins.

What is a Request for Services?

- Once a Request for Services is posted, service providers have a minimum of 28 days to send their bids to the applicant
 - The HCP and service provider may not enter into an agreement to purchase services until the 28 days is over
 - After the 28 days is complete, the HCP and service provider are welcome to sign a contract, this day is called the **Allowable Contract Selection Date (ACSD)**.

FCC Report and Order 19-78

Request for Services Best Practices

FCC Report and Order 19-78

- Draft Report and Order released to public on July 11, 2019. Final version adopted on August 1, 2019 and released on August 20, 2019.
- Published in the Federal Register on October 11, 2019 and effective on November 12, 2019. Some of the adopted rule changes will not take effect until 2021.
- Takes action to promote transparency and predictability, and to further the efficient allocation of limited program resources while guarding against waste, fraud, and abuse.
- Does not affect FY2019 funding requests and applications.
- Read the <u>Report and Order</u>.

FCC Report and Order 19-78

- Adopts changes to every part of the application process.
- There are still two subprograms:
 - Healthcare Connect Fund (HCF) Program
 - Telecommunications (Telecom) Program
- Applicants will still be required to seek HCP eligibility determinations, submit requests for services (i.e., seek competitive bids), submit requests for funding, and submit invoicing forms.

FCC Report and Order 19-78 Resources

- FCC Report and Order 19-78
 webpage summarizes the
 Report and Order's major
 changes and includes the
 following resources:
 - FCC Report and Order 19-78 <u>Tip</u>
 Sheet
 - Webinar <u>recording and slides</u>



FCC Report and Order 19-78

Additional Resources
FCC Report and Order Per
Order 19-78 Tip Sheet Per
Summary Webinar

While the Report and Order includes a number of changes to the RHC Program, the overall structure of the Program will remain the same. As before, the RHC Program will still have two sub-programs: the Healthcare Connect Fund (HCF) Program and the Telecom Program. Further, applicants will still be required to seek eligibility, submit requests for funding, requests for services, and invoicing forms.

The changes initiated by the Report and Order will apply to Funding Year (FY) 2020 and beyond, and will not affect FY2019. This page captures the major changes that affect applicants and what they should be aware of when applying for FY2020 funding but, does not cover every change impacting the RHC Program. We recommend reading the Report and Order in its entirety.

As the new rules are implemented in the RHC Program and My Portal, the RHC Program staff will communicate all changes in advance and provide training and guidance.

FCC Report and Order 19-78 Changes to Consider Now

- Consortia Majority Rural Rule Every consortia in the HCF Program must consist of more than 50% rural sites starting in FY2020. Three-year grace period eliminated.
- Consultant Registration USAC will issue a unique registration number to the consultant or outside expert and that number will be linked to the HCP's organization.
- Telecom Competitive Bidding- Telecom Program applicants can use every competitive bidding exemption applicable to the HCF Program, except 10k exemption.

What about rurality tiers and prioritization of support?

- Based on the FCC Report and Order, all eligible HCPs will be assigned a rurality tier for purposes of prioritization.
- The RHC Program will continue to use the same definition of "rural area" under the FCC's rules.
 - In the case where demand exceeds available funding, USAC will prioritize funding based on the assigned rurality tiers and those areas in a Medically Underserved Area/Population (MUA/P).
- Since the rural definition has not changed, health care providers (HCPs) currently approved as "rural" will retain their rural status.
- The RHC Program will assign your rurality tier you do not have to do anything!

Public Notice DA 19-1253 Request for Services Best Practices

Public Notice DA 19-1253

- On December 10, 2019, the FCC released <u>Public Notice DA 19-1253</u>, providing guidance on the implementation schedule for reforms set forth by FCC Report and Order 19-78.
- As a result, certain reforms originally slated for FY2020 will now be implemented for FY2021.

Updates to Competitive Bidding Reforms

- Implementation Change From FY2020 to FY2021:
 - **Bid Evaluation**: HCPs must include details about minimum services needs and disqualification factors with their request for services.
 - **Site and Service Substitutions**: Telecom applicants will be allowed to submit site and service substitutions.

Questions?



Competitive Bidding

- The purpose of competitive bidding is to allow all service providers an equal opportunity to understand your service requirements and offer the most cost-effective solution to address those needs.
- RHC Program rules and FCC Orders require that the competitive bidding process be "fair and open."

Competitive Bidding

- Service providers who plan to bid cannot also simultaneously help you choose a winning bidder or participate in the vendor selection process in any way.
- All potential bidders and service providers must have access to the same information about the service needs and must be treated in the same manner.
- All applicants and service providers must comply with any applicable state, Tribal, or local procurement laws.

Bid Evaluation Criteria

- The bid evaluation criteria is a list of weighted standards included in your Request for Services that you will use to determine the most cost-effective bid.
- Each criterion is given a certain weight, and the sum of these weights must equal 100.
- The bid evaluation criteria should address your needs as indicated on the FCC Forms 461 and 465, and be based on the FCC's definition of "cost-effective." (47 CFR 54.622(c).
- In the HCF Program, cost must be a primary factor, but need not be the only primary factor. Although other factors may receive the same weight as cost, no single factor can receive a weight that is greater than cost (47 CFR 54.622(c)). Cost as a primary factor does not apply to Telecom Program requests for services.

Example of Evaluation Criteria

Block 5: Bid Evaluation

22 Select selection criteria (and weights assigned to each) that will be used to evaluate bids received as a result of this request for services. Attach supplemental information (if necessary).

Criteria	Weight
a. Cost	25
b. Technical Support	15
c. Prior experience, including past performance	15
d. Reliability of Service	20
e. Other (Single Point of Contact)	25

What is a Competitive Bidding Exemption?

- In some cases, the service needs or contract conditions allow you to be exempt from competitive bidding.
- With a competitive bidding exemption, you will not have to undergo the competitive bidding process, and do not need to create evaluation criteria or collect bids from service providers.
- A competitive bidding exemption will allow you to skip the FCC Form 461 or Form 465 (for the purposes of competitive bidding) entirely and proceed directly to submitting a funding request.

Competitive Bidding Exemptions

- Under the HCF and Telecom Programs, you must meet one of the following criteria to be exempt from submitting the FCC Form 461 or Form 465 and participating in the competitive bidding process:
 - purchasing services from a master service agreement (MSA) negotiated by a federal, state,
 Tribal, or local governmental entity on behalf of you and others, and which was awarded
 pursuant to applicable competitive bidding requirements;
 - requesting support using contracts previously endorsed by USAC (MSA under the Pilot Program or the HCF Program);
 - has an active multi-year contract designated as "evergreen" for the RHC Program (exemption applies for the life of the contract); or is
 - using a consortium contract negotiated and approved under the Schools and Libraries (E-rate) Program.
- If you do not meet any of the exemptions above you must competitively bid for services and submit the FCC Form 461 or Form 465.

Additional Competitive Bidding Exemption – HCF Program

- Applicants seeking support for \$10,000
 or less of total undiscounted eligible
 expenses for a single year do not have to
 complete an FCC Form 461.
 - Applicants selecting this option cannot also request multi-year funding commitments.
 - Exemption does not apply to the Telecom Program.



Evergreen Contracts

- You are not required to file an FCC Form 461 or FCC Form 465 or competitively bid for the life of a multi-year contract designated as <u>evergreen</u>.
- Your contract may be designated as "evergreen" if the contract meets all of the following requirements:
 - Both parties are identified
 - Contract specifies the service type, bandwidth, and quantity
 - Contract is signed and dated by the HCP or consortium leader after the Allowable Contract Selection Date (ACSD)
 - Contract specifies the term and cost of service(s)
 - Contract includes the physical addresses of the HCP(s) purchasing from the contract
- USAC must have designated the contract evergreen prior to submission of the funding request.

Site and Service Substitutions – HCF Program

- Site and service substitutions allow you to reallocate un-invoiced committed funds to substitute the services, modify the services, or provide the requested services to other eligible sites.
- Substitutions allow the flexibility for an HCP with an approved funding commitment to spend all of the committed funds, even though USAC-supported services or the service location may change over the course of the commitment.
- Approved commitments must have scalability language included in their Request for Services documentation and in any contract obtained through the competitive bidding process.
- Month-to-month approved funding commitments may not utilize site and service substitutions as they did not apply with a contract.

Site and Service Substitutions- HCF Program

- HCF applicants may request a site or service substitution if:
 - The substitution is provided for in the contract, within the change clause, or constitutes a minor modification;
 - The site is an eligible health care provider and the service is an eligible service under the Healthcare Connect Fund Program;
 - The substitution does not violate any contract provision or state, Tribal, or local procurement laws; and
 - The requested change is within the scope of the controlling Request for Services, including any applicable RFP used in the competitive bidding process.

Service Providers and Competitive Bidding

- Service providers are prohibited from preparing, signing, or submitting an applicant's FCC Forms 461 and 465 or any other competitive bidding documents.
- Service providers are prohibited from being involved in developing the bid evaluation criteria, or participating in the vendor selection process in any way.
- If it is determined that a service provider helped an HCP with its request for services and was subsequently chosen to provide services, the HCP will have committed a competitive bidding violation, and the funding request will be denied or any funding payments will be subject to rescission.

Requests for Proposal – HCF Program Only

- A <u>request for proposal</u> (RFP) is a comprehensive bidding solicitation that describes your business priorities and functional requirements in sufficient detail to ensure an effective and fair and open competitive bidding process.
- Per the HCF Order, you are required to submit an RFP if:
 - (A) it is required under applicable State, Tribal, or local procurement rules or regulations;
 - (B) the applicant is a consortium seeking more than \$100,000 in program support during the funding year, including applications that seek more than \$100,000 in program support for a multi-year commitment; or
 - (C) the applicant is a consortium seeking support for participant-constructed and owned network facilities.

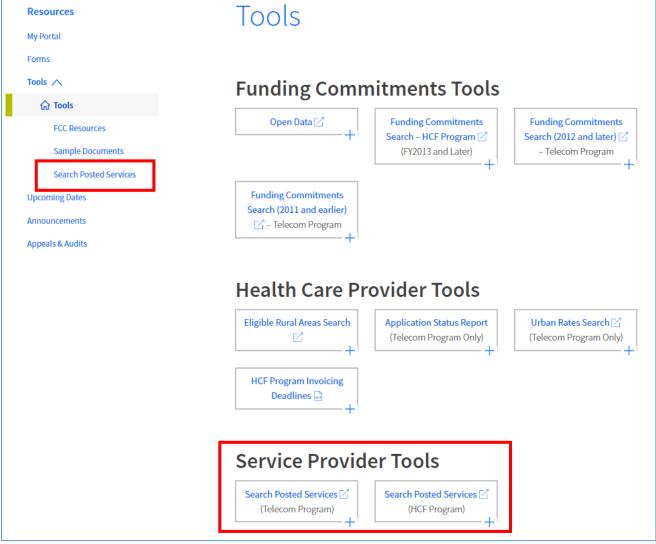
Requests for Proposal – HCF Program Only

- If you plan to issue an <u>RFP</u>, it must be submitted with the FCC Form 461 for USAC review and approval, and it should include, at a minimum:
 - A description of the service needs and a defined scope of the project and network costs (if applicable);
 - The number of days which bids will be accepted (28 days or more);
 - Clearly delineated deliverables; and
 - The bid evaluation criteria, including the weight assigned to each criteria.

Search Posted Services

About	E-rate	Rural Health Care	Lifeline	High Cost	Service Provide
Getting Starte	ed	Telecommunications Program	Addition Guidanc	nal Program e	Learn
Commitment	Info	D. C. Elistellis (V	500 B		Webinars
Service Provid	ders	Determine Eligibility of Your Site		rt and Order 19-78 'ear Overview	Videos
001110011011	40.0	Prepare For Competitive	, anding ,		Sample
Healthcare Co	onnect	Bidding & Request Services	Authoriza	tions	Documents
Fund Progran		Evaluate Bids & Select	Evergreer	Contracts	Newsletter
Determine Eligil	bility of Your	Service Provider	Documen	t Retention	FAQs
Site		Submit Funding Requests	FCC Orde	rs and Resources	
Develop Evalua Select Services		Review Funding Commitment Letter (FCL)	Resourc	es	Contact Us
Evaluate Bids & Service Provide		Invoice USAC	My Portal		
Submit Funding	g Requests		Forms	_	
Review Your Fur	-		Tools		
Commitment Le	etter (FCL)		Upcomin	g Dates	
Invoice USAC			Announce		
What is a Conso	ortia?		Appeals 8	Audits	

Search Posted Services



Search Posted Services

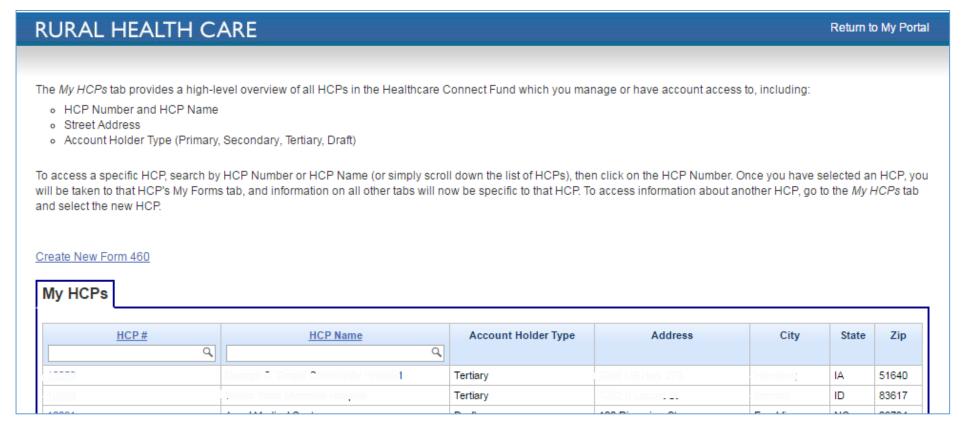
rma	ation about e	ach HC	P by clicking "Details" next to	o each l	HCP number. All	I supporting documenta	ation will be available for download on this	s expanded view.	
F	und Year:				City:		Posting Start Date After:		
Н	ICP Number:				County:		Posting End Date Before:		
С	ategory of E	(pense:	Any ▼		State:	Any ▼	Applicant Type:	Any	•
		HCD#	UCD Name	Fund		Catacana		ort Selected	
)		HCP#	HCP Name	Fund Year		Category o	Expo		Α.C.
	<u> </u>	HCP#	HCP Name Lewis County Nursing Home District		Network Equipme	Category of ent, Leased/Tariffed Facilit	f Expense Requested	Posting	
)	♠ Details ♠ Details		Lewis County Nursing Home	Year			f Expense Requested ies or Services	Posting Start Date	ACS
)		52379 53600	Lewis County Nursing Home District	<u>Year</u> 2017	Network Equipme	ent, Leased/Tariffed Facilit	f Expense Requested ies or Services ies or Services	Posting Start Date	ACS 05/03/
)		52379 53600 52674	Lewis County Nursing Home District Ossian Senior Hospice Georgia Pines CSB - Behavioral Health Crisis	<u>Year</u> 2017 2017	Network Equipme	ent, Leased/Tariffed Facilit	f Expense Requested ies or Services ies or Services ies or Services	Posting Start Date 04/04/2017 04/04/2017	ACS 05/03// 05/03// 05/03//
)		52379 53600 52674	Lewis County Nursing Home District Ossian Senior Hospice Georgia Pines CSB - Behavioral Health Crisis Center Georgia Pines CSB - Thomas County Mental	2017 2017 2017	Network Equipme	ent, Leased/Tariffed Facilit ent, Leased/Tariffed Facilit ent, Leased/Tariffed Facilit	f Expense Requested ies or Services ies or Services ies or Services	Posting Start Date 04/04/2017 04/04/2017	ACS 05/03/ 05/03/ 05/03/

Questions?

Submitting the FCC Form 461 Request for Services Best Practices

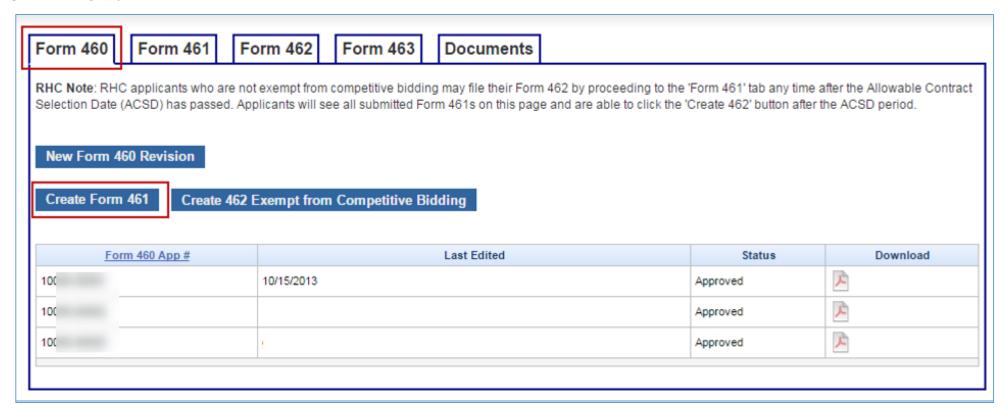
Select HCP

• Go to "My HCPs" tab in My Portal and select the HCP for which you would like to file an FCC Form 461.

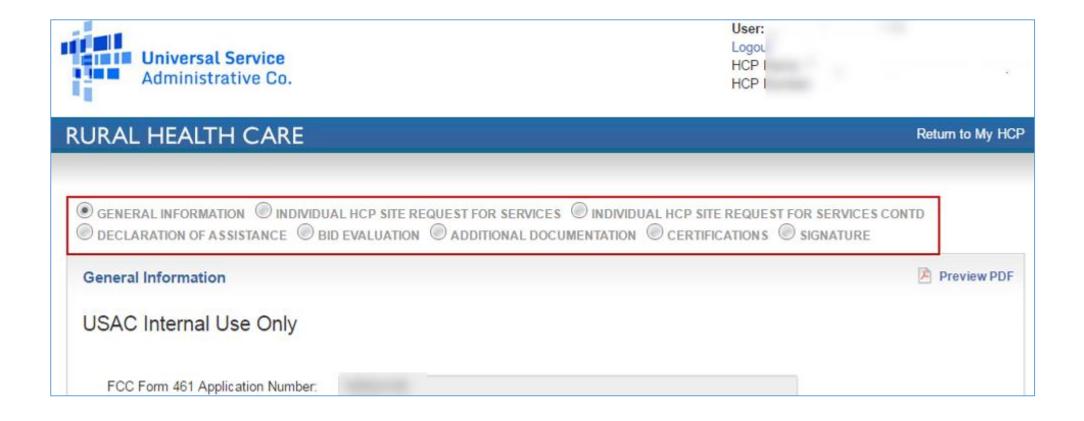


Create FCC Form 461

• Once the HCP is selected, go to the "Form 460" tab and click "Create Form 461."



Navigating the FCC Form 461



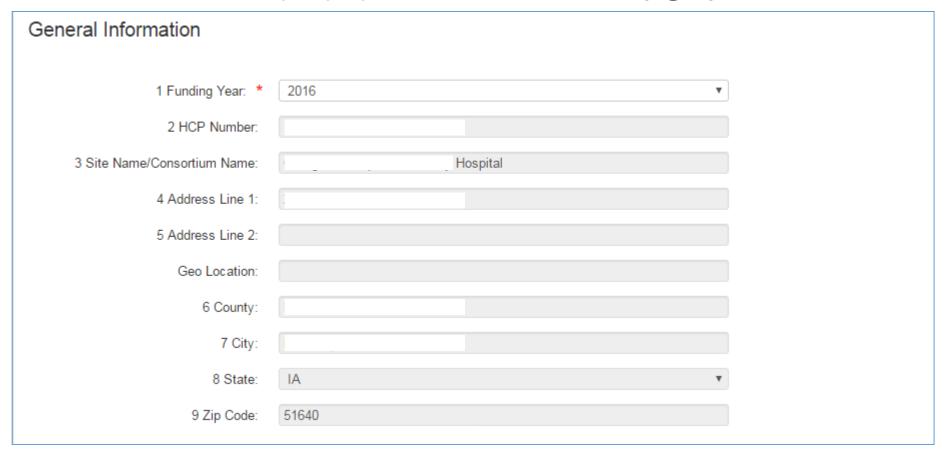
General Information

• Enter form friendly name (optional).



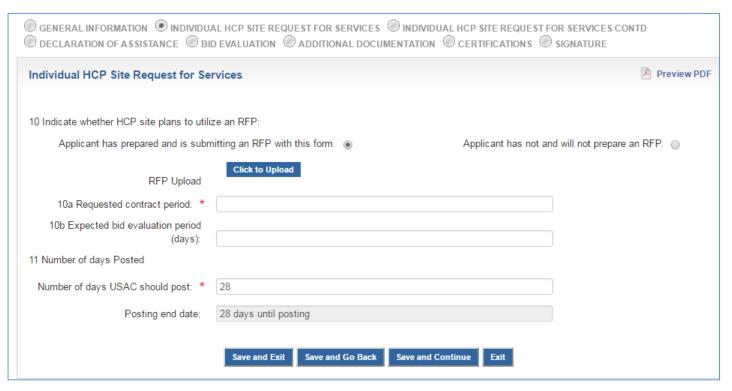
General Information

General information will prepopulate, as indicated by greyed-out lines.



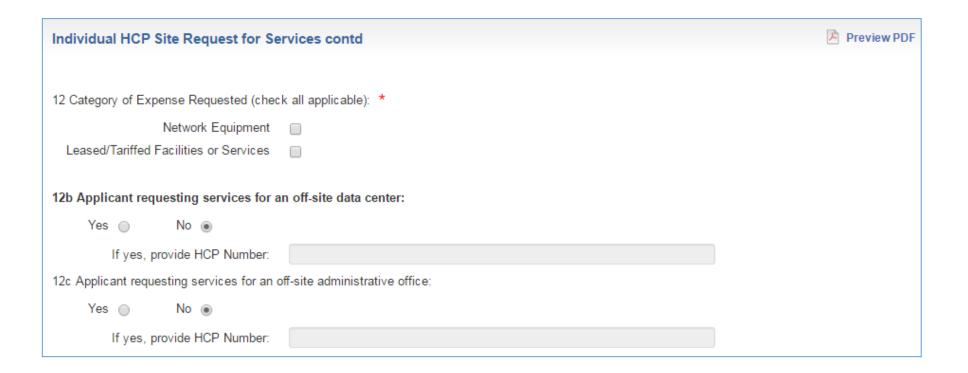
Individual HCP Site Request for Services

- Indicate if you are using an RFP, and upload.
- Enter number of posting days (minimum of 28 days).



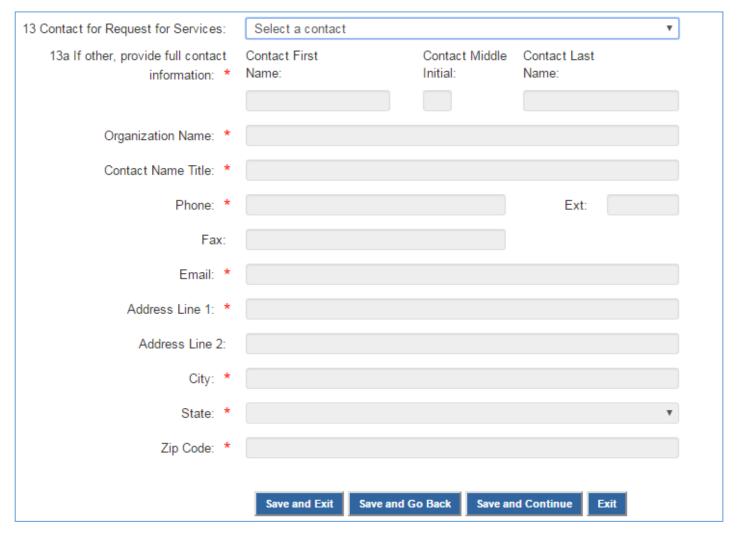
Individual HCP Site Request for Services

Enter in the information for the services you are requesting.



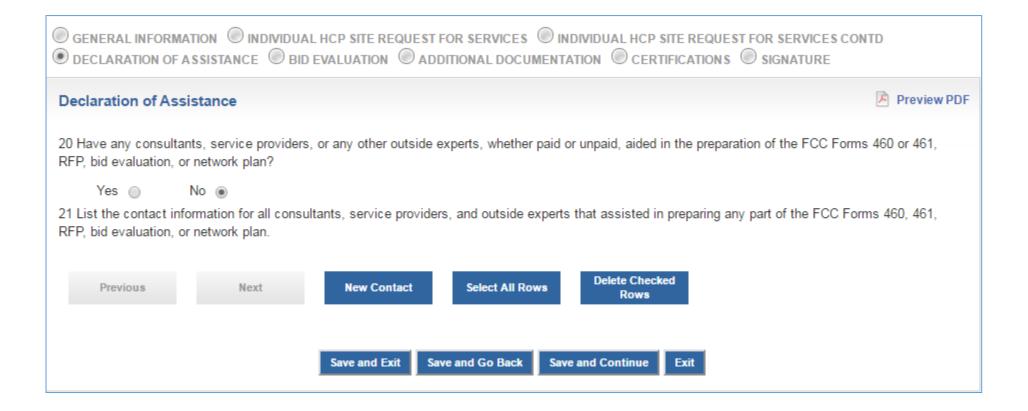
Individual HCP Site Request for Services

Enter contact information.



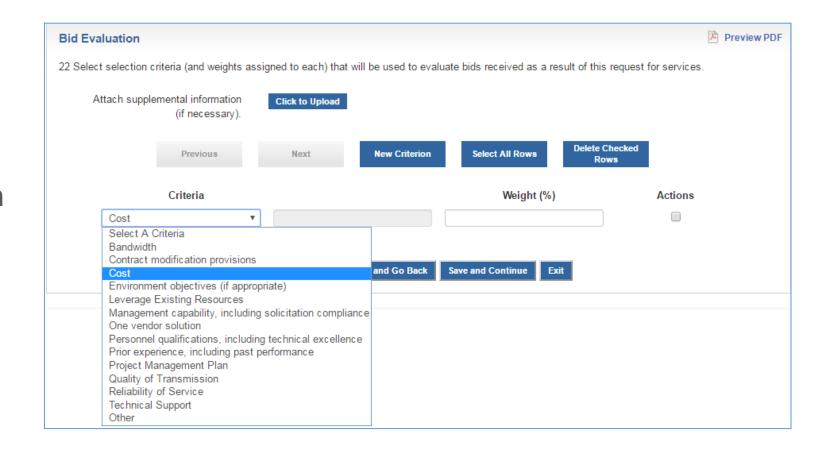
Declaration of Assistance

List contact information for any assistance received in preparing the FCC Form 461.



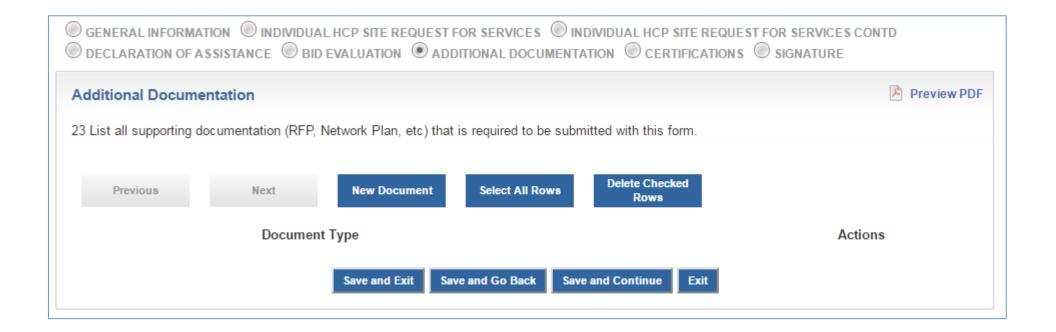
Bid Evaluation

- Select your bid evaluation criteria.
- No criteria may outweigh cost; the sum of all criteria must equal 100%.



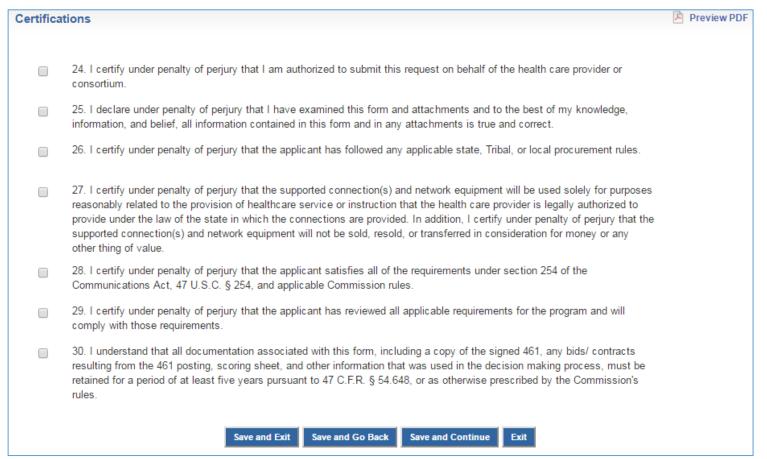
Additional Documentation

 If you have a <u>Network Plan</u> or any additional documentation, upload here by clicking "New Document."

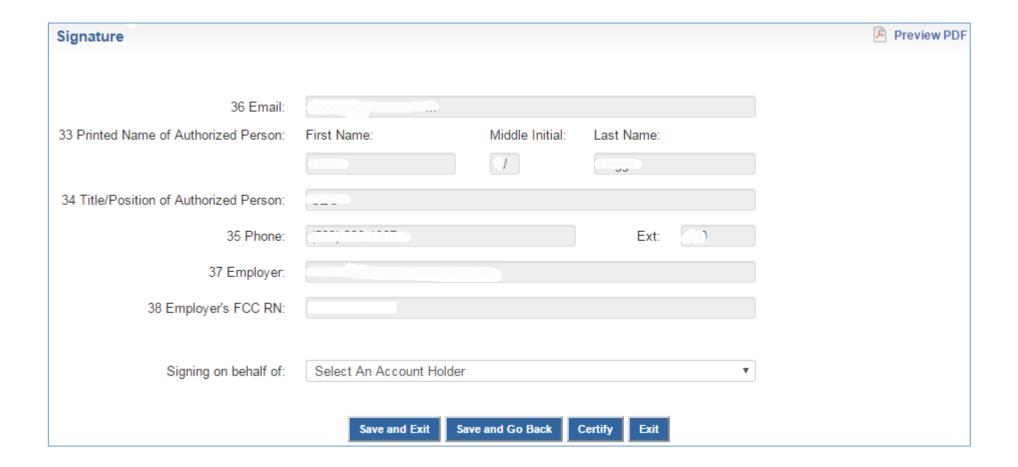


Required Certifications

All certifications must be checked.



Signature



After Submitting

- You will receive an email confirmation that your form was submitted with a copy of the PDF form.
- Respond to Information Requests within 14 calendar days.
 - Failure to respond to the Information Request will result in a denial
 - Information requests will come from a reviewer using an @usac.org domain address

Consortium FCC Form 461

- When filing a consortium FCC Form 461, you should make sure the FCC Forms 460 and LOAs for all member sites have been approved before filing the consortium FCC Form 461.
- Once the FCC Form 461 is filed, you will not be able to link sites to that FCC Form 461 that are later added to the consortium.
- Additionally, numerous FCC Forms 461 will likely mean numerous ACSDs, which would increase the administrative burden associated with competitive bidding.
- Ensure all of your authorization documents are up to date (i.e., TPA/LOA)

Questions?

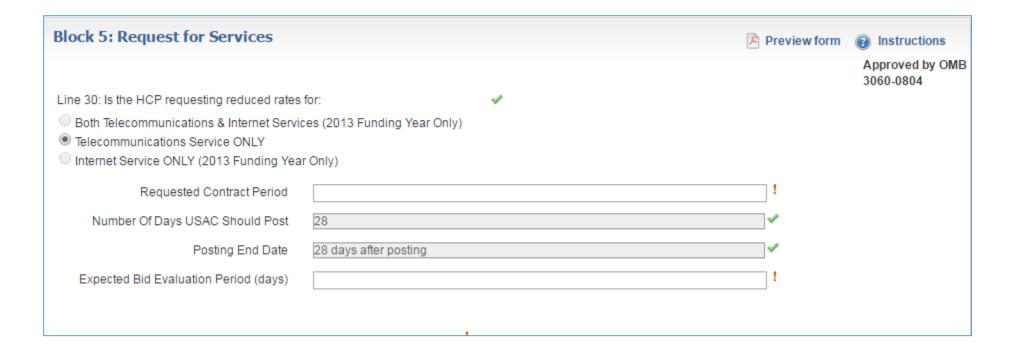
Submitting the FCC Form 465 Request for Services Best Practices

Eligibility Info

- HCP Location Information
 - Address
 - FCC RN
- Mailing Contact
 - Primary Account Holder information
- Eligibility
 - Select HCP Type
- Additional Information
 - EIN, NPI, Taxonomy Code
- Watch <u>Eligibility Best Practices Webinar</u>

Request for Services

• Enter the posting information for this service request.



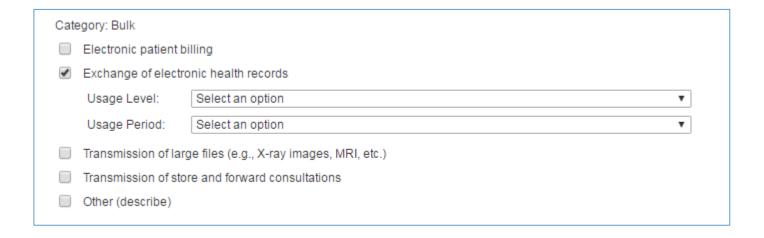
Request for Services

 Identify anticipated applications and uses of the supported connection.



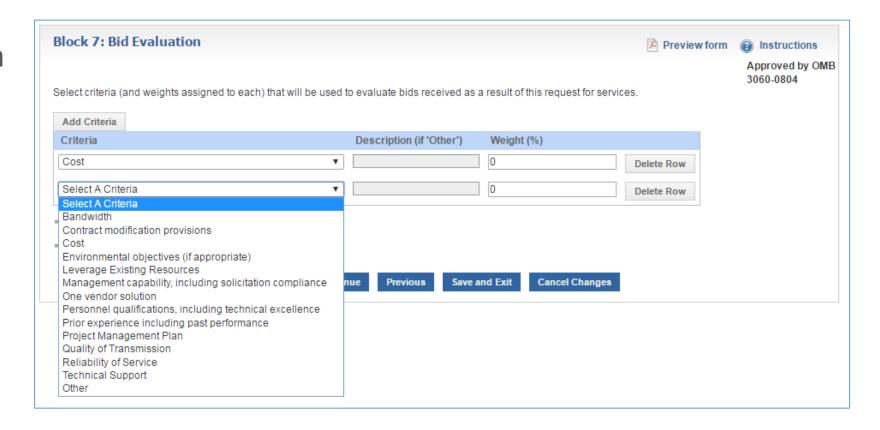
Services Drop Down Example

 When selecting a service from the categories, usage level and usage period will appear.



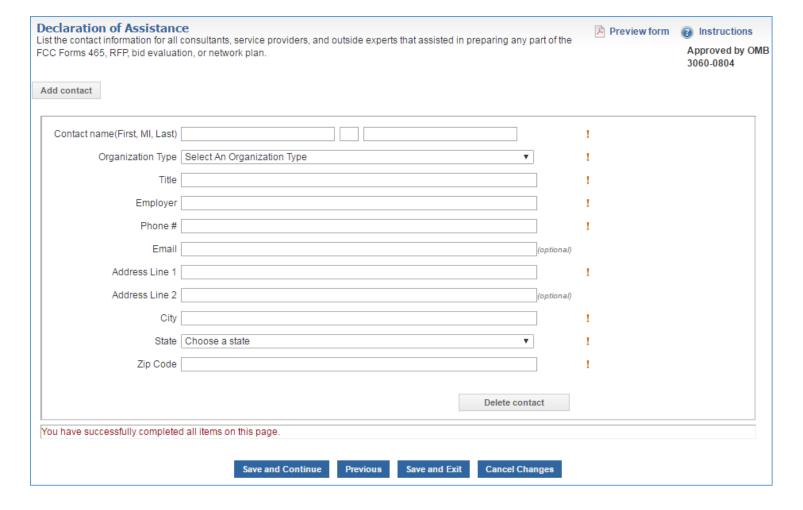
Bid Evaluation

- Add the bid evaluation criteria and weights.
- Select criteria from the drop down.



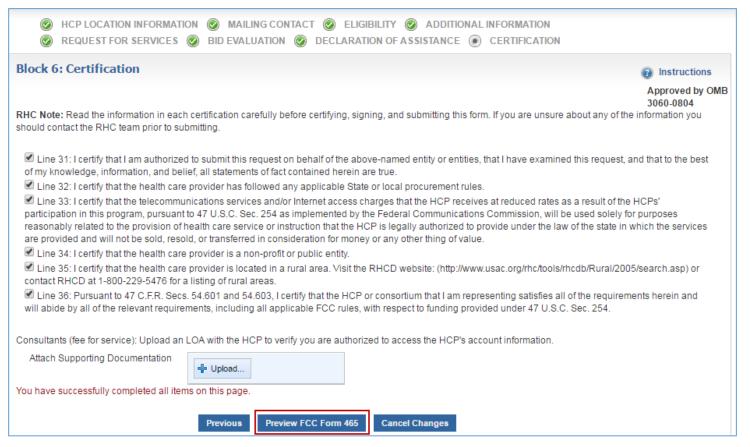
Declaration of Assistance

 Add the contact information of those who assisted in the preparation of the form (if applicable).



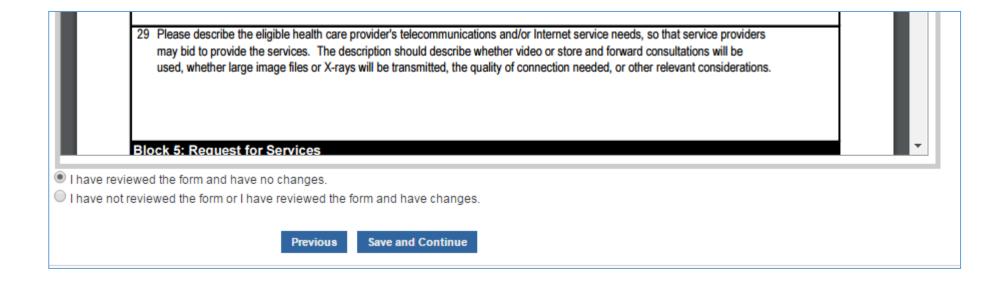
Certification

All certifications must be checked and you must preview the form.



Preview FCC Form 465

Must select "I have reviewed the form and have no changes." to proceed.



Required Certification

Block 6: Certification

Approved by OMB 3060-0804

RHC Note: By completing this section, you are electronically signing this form. Your electronic signature is the same as your hand-written signature would be on this form. By typing your password in the signature field below, and clicking on the "Certify & Submit" button, you will have electronically signed the form. The complete Terms and Conditions that govern the user of this system can be found by clicking on the Terms and Conditions link below.

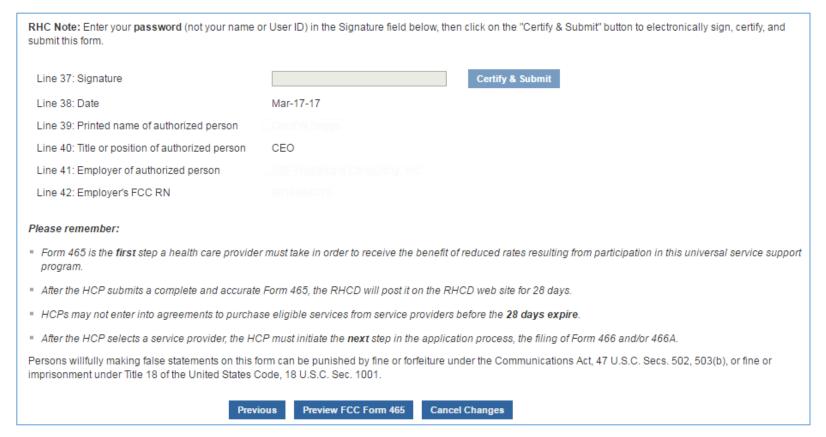
You must select "Accept" to move to the signature block. Selecting "Reject" will return you to My Portal, where this form will be saved in draft status under the My Forms tab.

Accept

Reject

Required Certification

Your signature is your My Portal password.



After Submitting

- You will receive an email confirmation that your form was submitted with a copy of the PDF form.
- Respond to Information Requests within 14 calendar days.
 - Failure to respond to the Information Request will result in a denial
 - Information requests will come from a reviewer using an @usac.org domain address

Questions?

Best Practices & Resources

Request for Services Best Practices

Best Practices: Communicating with Your Service Provider

- Ensure your service provider is aware of all the necessary documentation needed for future steps in the application process.
 - E.g. Urban/Rural Rate documentation (Telecom Program)
- Include language in your bid documentation that confirms your service provider will act in compliance with all RHC Program rules and FCC Orders.
- Include your service provider when you reply to Information Requests via email.
- All bid correspondence should be handled via email for audit purposes.
- HCPs are required to retain documentation for a period of five years.

Milestones to Apply for Funding for FY2020: HCF Program Recommended Last Day to Submit for Individual HCPs NOT using a Request for Proposal (RFP)

HCF Program Form	Last Day to Submit for Individual HCPs NOT using a Request for Proposal (RFP)
FCC Form 460 – Eligibility	February 10, 2020 Recommended Date
FCC Form 461 – Request for Services	March 12, 2020 Recommended Date
FCC Form 462 – Funding Request	April 30, 2020 Deadline to Submit*

Please note that these dates (with the exception of the FCC Form 462 filing window deadline of April 30) are not mandatory deadlines, but rather recommended milestones to meet the close of the filing window.

Milestones to Apply for Funding for FY2020: HCF Program Recommended Last Day to Submit for Individual HCPs USING a Request for Proposal (RFP)

HCF Program Form	Last Day to Submit for Individual HCPs USING a Request for Proposal (RFP)
FCC Form 460 – Eligibility	February 1, 2020 Recommended Date
FCC Form 461 – Request for Services	March 1, 2020 Recommended Date
FCC Form 462 – Funding Request	April 30, 2020 Deadline to Submit*

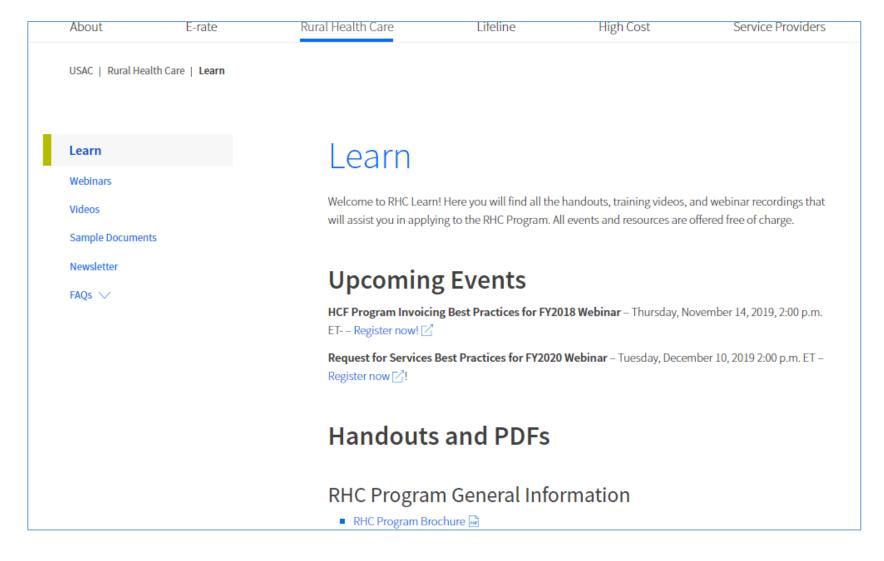
Please note that these dates (with the exception of the FCC Form 462 filing window deadline of April 30) are not mandatory deadlines, but rather recommended milestones to meet the close of the filing window.

Milestones to Receive Funding for FY2020: Telecom Program

Telecom Program Form	Last Day to Submit
FCC Form 465 – Eligibility & Request for Services	March 12, 2020 Recommended Date
FCC Form 466 – Funding Request	April 30, 2020 Deadline to Submit*

Please note that these dates (with the exception of the FCC Form 462 filing window deadline of April 30) are not mandatory deadlines, but rather recommended milestones to meet the close of the filing window.

RHC Learn



Resources

- Competitive Bidding FAQs
- <u>RFP Checklist</u> (HCF Program only)
- <u>Network Plan Checklist</u> (HCF Program only)
- Search Posted Services
 - HCF Program
 - <u>Telecom Program</u>
- Subscribe to the <u>RHC Monthly Newsletter</u>
- Register for the Funding Request Best Practices for FY2020 webinars!
 - HCF Program (FCC Form 462) Best Practices January 14 2:00 p.m. ET Register now!
 - Telecom Program (FCC Form 466) Best Practices January 16, 2:00 p.m. ET Register now!

Questions?

Thank you for joining us today! RHC Help Desk • Call (800) 453-1546 Email RHC-Assist@usac.org Next Webinar - Funding Request Best Practices January 16, 2020 2:00 p.m. ET Register here! Please fill out the post-webinar survey! © 2019 Universal Service Administrative Co.

