

Emergency Triage, Treat, and Transport (ET3) Model Notice of Funding Opportunity (NOFO) and Application Review

Center for Medicare and Medicaid Innovation
Centers for Medicare & Medicaid Services (CMS)

**March 31, 2021
Noon – 1:00 PM ET**

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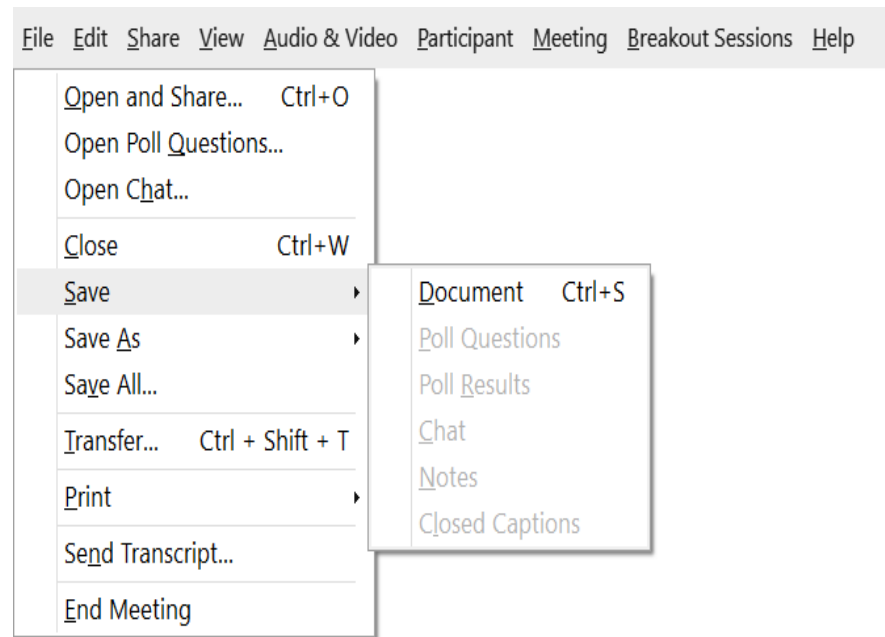
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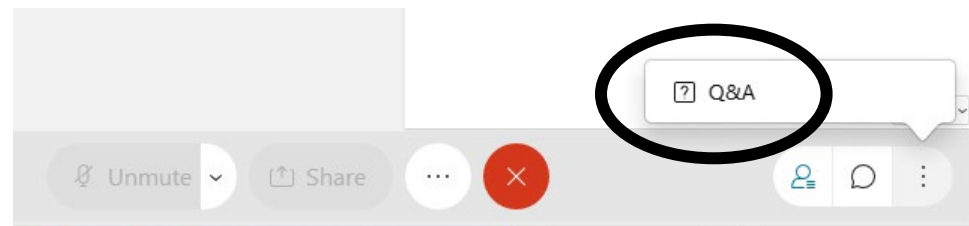
- Click **"File"** on the toolbar at the top left corner of the screen.
- Select **"Save"** from the menu choices.
- Select **"Document"** from the sub-menu choices.
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Asking Questions Using Q&A

Questions may be asked using the Q&A panel:

- Click on the panel options (...) at the bottom right corner of the screen.
- Select Q&A.
- Address your questions to All Panelists and click Send.
- We are only addressing NOFO questions during this webinar. If your question pertains to other aspects of the ET3 Model, please email ET3Model@cms.hhs.gov.



Offering Feedback

- A short post-event feedback survey will appear in your internet browser once you exit the webinar.
- Please complete this survey to help us help you!

Thank you!

Today's Presenters

CMS Innovation Center

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Agenda

- ET3 Model Overview
- ET3 Medical Triage Line Funding Opportunity
- Application Support
- Federal Award Administration
- Next Steps
- Questions
- Resources

Emergency Triage, Treat, and Transport (ET3) Model

The Emergency Triage, Treat, and Transport (ET3) Model

The ET3 Model is a voluntary, five-year payment model that will provide **greater flexibility to ambulance care teams** to **address emergency health care needs** of Medicare Fee-for-Service (FFS) beneficiaries following a 911 call.

The ET3 Model aims to **reduce expenditures** and **preserve or enhance quality** of care by:



Providing person-centered care, such that beneficiaries receive the appropriate level of care delivered safely at the right time and place, while having greater control of their health care through the availability of more options

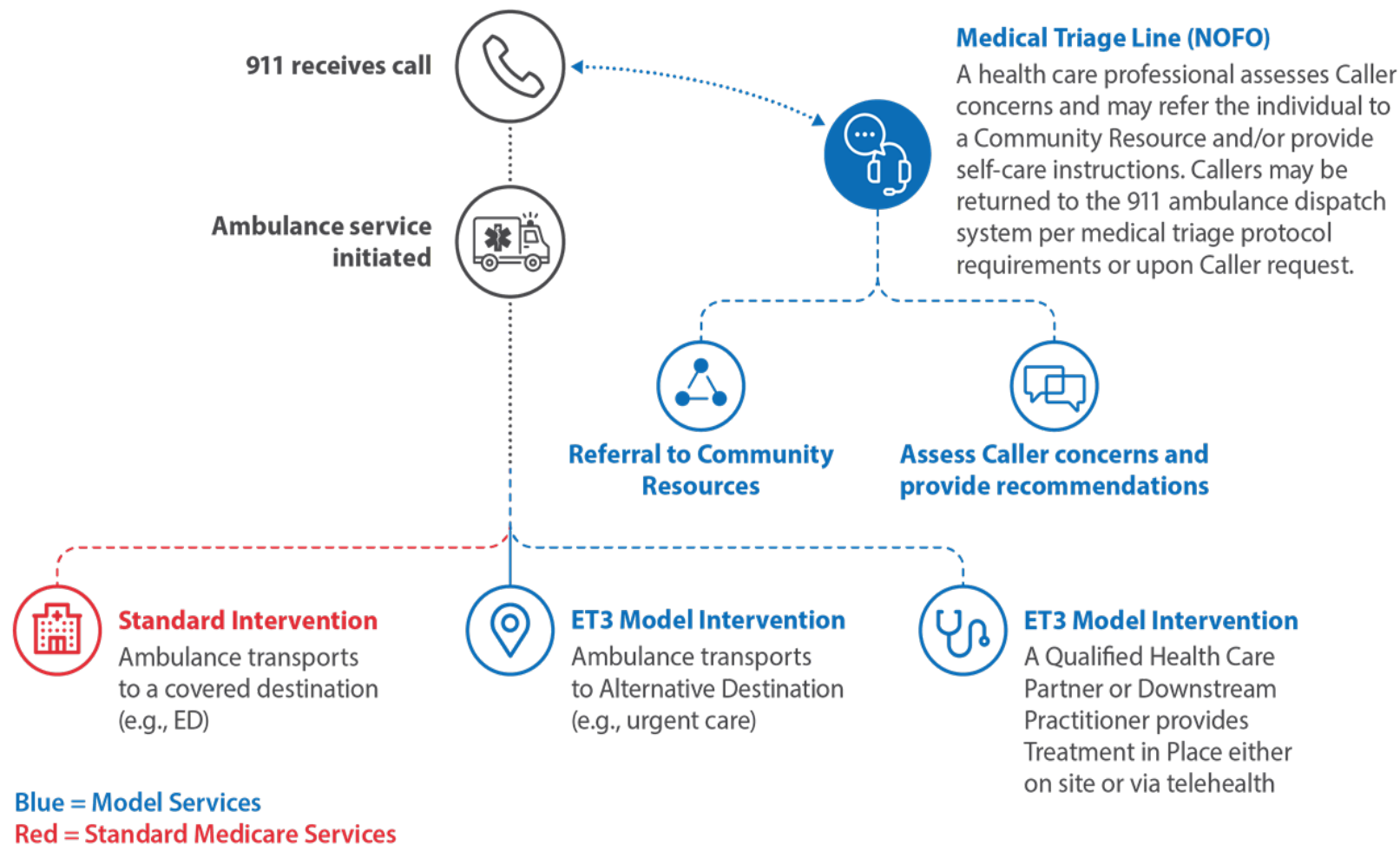


Encouraging appropriate utilization of services to meet health care needs effectively



Increasing efficiency in the Emergency Medical Services (EMS) system to more readily respond to and focus on high-acuity cases

ET3 Model Interventions

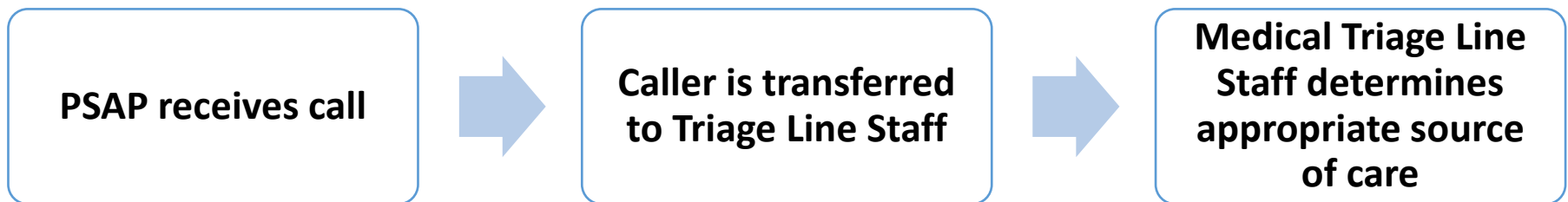


ET3 Medical Triage Line Funding Opportunity

Program Description

CMS will award, through a competitive process, up to **40 two-year cooperative agreements** in an amount up to **\$34 million** for Recipients to **establish or expand** a Medical Triage Line.

A **Medical Triage Line** funded through the ET3 Model NOFO will allow existing Public Safety Answering Points (PSAPs) to redirect Callers with non-emergency conditions to appropriate care alternatives.



Eligible Applicants

An entity must meet all of the **following criteria** in order to be eligible to apply for this NOFO:

- Be a state or local government entity or Designee, or another entity that operates or has authority over a PSAP
- Have the authority to implement a Medical Triage Line in its Geographic Region
- Propose to implement or expand a Medical Triage Line in a Geographic Region that includes at least one ZIP code in a Model Participant's Model Region
- Operate or have authority over the PSAP that receives 911 calls in a Geographic Region that includes at least one ZIP code in a Model Participant's Model Region, as well as the authority to implement the triage intervention of the ET3 Model integrated with the PSAP



A full list of Model Participants is available on the [ET3 Model website](#).

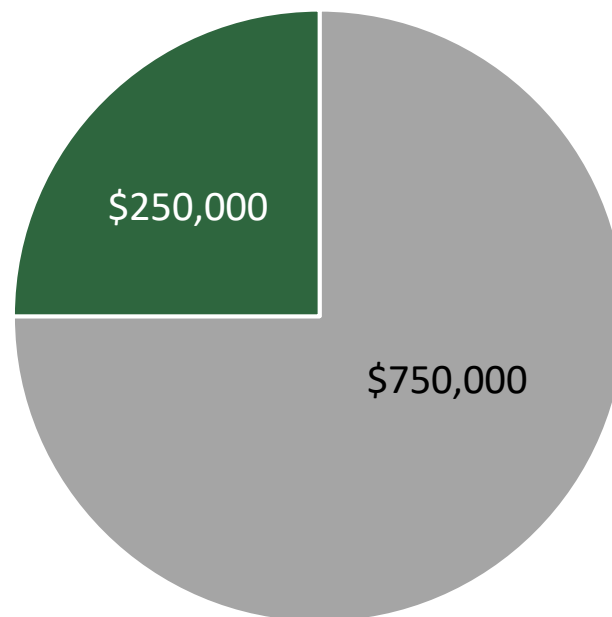
Required Activities and Funding

Performance Requirements	Funding
Pre-Implementation (Year 1)	
<p>Recipients are expected to undertake activities to be prepared to have a fully operational Medical Triage Line by Year 2:</p> <ul style="list-style-type: none"> • Establish/evaluate current infrastructure • Review, develop, and test protocols • Establish systems and processes for reporting • Develop/update staffing plans • Hire and train personnel 	<p>Annual Implementation Funding</p> <p>Up to \$700,000 total funding available per Recipient</p>
Implementation and Operation (Year 2)	
<p>Recipients should be operating the Medical Triage Line:</p> <ul style="list-style-type: none"> • Testing protocols • Reporting data, as required 	<p>Annual Implementation Funding + Milestone Funding</p> <p>Up to \$475,000 per Recipient, inclusive of potential Milestone Funding</p>

Milestone Funding

- One-time restricted funding available during Year 2
- Not guaranteed – subject to availability
- Based on Recipient's performance and compliance with CMS reporting requirements
- Recipient must demonstrate satisfactory establishment of a functional triage line at the time of the non-competing continuation application submission
- Equivalent to up to 25% of the total award

Example Award = \$1 million



- Pre-Implementation Funding plus Implementation and Operation Funding
- Milestone Funding

Triage Line Staff



Health care professional, who is a registered nurse or who holds an equivalent or more advanced clinical licensure

- (e.g., clinical nurse specialist, certified nurse practitioner, physician assistant, or physician [MD or DO])



Carries out the triage core functions of the Medical Triage Line and, if applicable, Optional Functions



Applicants who propose to staff the Medical Triage Line with Triage Line Staff who have training and experience specific to emergency medical care will receive preference.

ET3 Medical Triage Line Functions

Required Core Functions

- Assess Caller concerns
- Provide care recommendations
- Return Callers to 911 via Warm Handoff
- Provide Callers with contact information for Community Resources
- Direct Callers to their regular source of care when appropriate



Optional Functions

- Provide Warm Handoff to usual source of care or Community Resource
- Provide Callers with contact information for Community Resources
- Coordinate transportation
- Assist with scheduling



The applicant may earn additional points on their NOFO application for additional optional services that meet their communities' needs.

Community Resources

Triage Line Staff will recommend **Community Resources** from their **Resource List** that Callers may contact for appropriate care as **alternatives** to sending the Caller to the ED.

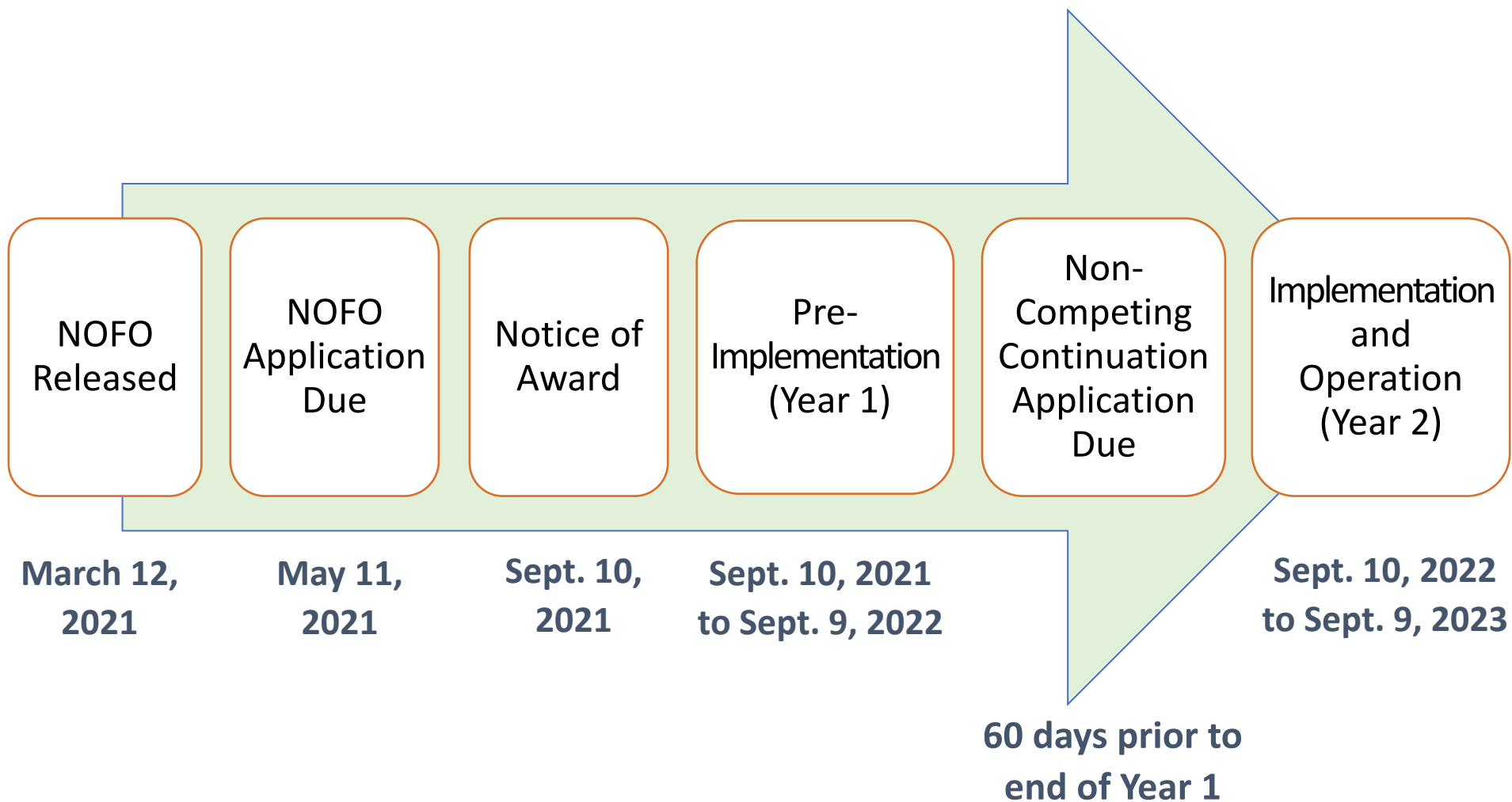
Examples of Community Resources include, but are not limited to:

- Urgent care centers
- Primary care clinics
- Behavioral health centers
- Homeless and other temporary shelters
- Federally Qualified Health Centers (FQHC)
- Substance use disorder services
- State and/or local public health agencies
- Food banks
- Transportation and paratransit services, taxis, and rideshare
- Rural Health Clinics



The Recipient must identify at least one Community Resource that is a clinic that accepts sliding-fee scale payments, and include such a clinic on its Resource List.

NOFO Timeline



Application Support

Application Requirements

Required Application Components

☒ Standard Forms

- Project Abstract Summary
- SF-424: Official Application for Federal Assistance
- SF-424A: Budget Information Non-Construction
- SF-424B: Assurances-Non-Construction Programs
- SF-LLL: Disclosure of Lobbying Activities
- Project Site Location Form(s)

☒ Cover Letter, optional

☒ Project Narrative

- Five (5) required elements (sections)
- Two (2) optional elements (sections)

☒ Budget Narrative

☒ Business Assessment of Applicant Organization

Project Abstract Summary

- One-page summary of proposed project
- Must include:
 - Goals
 - Total budget
 - Description of how funds will be used if awarded

Application Scoring Rubric

Topic	Total Available Points
Project Narrative	
Organization, Administration, and Capacity	15
Implementation Plan, Including Triage Core Functions	30
Description of Impact on the Applicant Community	20
Sustainability Plan, Existing Funding Sources, Plans for Alternate Funding	25
Optional Functions of the Medical Triage Line, if Applicable*	5
Optional Interoperability Plan, if Applicable*	5
Data Storage, Reporting, and Monitoring	30
Budget Narrative	20
Total Points for Required Information	140
*Total Bonus Points	10
Total Available Points	150

Project Narrative – Organization, Administration, and Capacity

- Implementation tasks
- Key personnel
- Past experience with cooperative agreements
- Management controls
- Coordination mechanisms
- Organizational chart
- Experience with designing triage lines
- Data sharing
- Managing cooperative agreement funds

Project Narrative
Required
Section I.
Section II.
Section III.
Section IV.
Section V.
Optional
Section I.
Section II.

Project Narrative – Implementation Plan

- Medical Triage Line implementation
- Proposed Geographic Region
- New or expanded Medical Triage Line proposal
- Hours of operation and staffing plan
- Overview of new or updated existing protocols
- Quality improvement or quality assurance processes
- Communication with Callers
- Plan to develop and maintain the Resource List
- Plan to implement the proposed intervention

Project Narrative
Required
Section I.
Section II.
Section III.
Section IV.
Section V.
Optional
Section I.
Section II.

Project Narrative – Geographic Region

- Total population of Geographic Region
- Annual number of ED visits and ground emergency transports
- Approximate number or percentage of 911 calls that will be routed to the Medical Triage Line and may result in the Caller being directed to a Community Resource
- Community Resources that will meet the needs of the community and Medicare FFS beneficiary
- Effect of Optional Functions on the community
- Impact of the establishment or expansion of a Medical Triage Line on the community EMS system

Project Narrative
Required
Section I.
Section II.
Section III.
Section IV.
Section V.
Optional
Section I.
Section II.

Project Narrative – Sustainability Plan

- Maintenance of current funding sources
- Ongoing investments
- Sustainable services through local or state support
- Alternative sources of ongoing funding for Callers with no health insurance
- Approximate annual number of uninsured Callers
- Engagement strategy with potential Community Resources for uninsured Callers
- Activities that complement, not duplicate, currently funded activities



Applicants with existing sources of funding or plans to secure additional funding are eligible to receive more points on their application.

Project Narrative
Required
Section I.
Section II.
Section III.
Section IV.
Section V.
Optional
Section I.
Section II.

Project Narrative – Medical Triage Line

Optional Functions

- Summary of applicable functions
- Process for Warm Handoffs
- Transportation coordination plan
- Scheduling process
- Plan to jointly monitor the outcome of follow-up referrals
- Capacity of each Community Resource for new appointments and acceptance of Warm Handoffs



If choosing not to implement the Optional Functions, applicants can state “not applicable” in this section.

Project Narrative
Required
Section I.
Section II.
Section III.
Section IV.
Section V.
Optional
Section I.
Section II.

Project Narrative – Interoperability Plan (Optional Section)

- Collect and share patient data among stakeholders
- Participate in health information exchange (HIE) or future plans to participate in an HIE
- Demonstrate collection of patient data and other anticipated information used to meet the goals of the ET3 Model and the Medical Triage Line
- Comply with applicable state and federal privacy laws, as well as information processing standards



Funding awarded under this NOFO may be used to strengthen an existing data-sharing system or implement a new one, including purchasing hardware and/or software for such systems.

Project Narrative
Required
Section I.
Section II.
Section III.
Section IV.
Section V.
Optional
Section I.
Section II.

Project Narrative – Data Storage, Reporting, and Monitoring (Optional Section)

- Capture data elements
- Utilize current technology and software systems
- Demonstrate progress toward a functional Medical Triage Line
- Provide program-related materials, including documents and training materials
- Comply with applicable federal and state privacy laws
- Participate in the Innovation Center’s mandatory model evaluation by the Recipient and Community Resources
- Participate in program-level data provision and qualitative evaluation or monitoring tasks

Project Narrative
Required
Section I.
Section II.
Section III.
Section IV.
Section V.
Optional
Section I.
Section II.

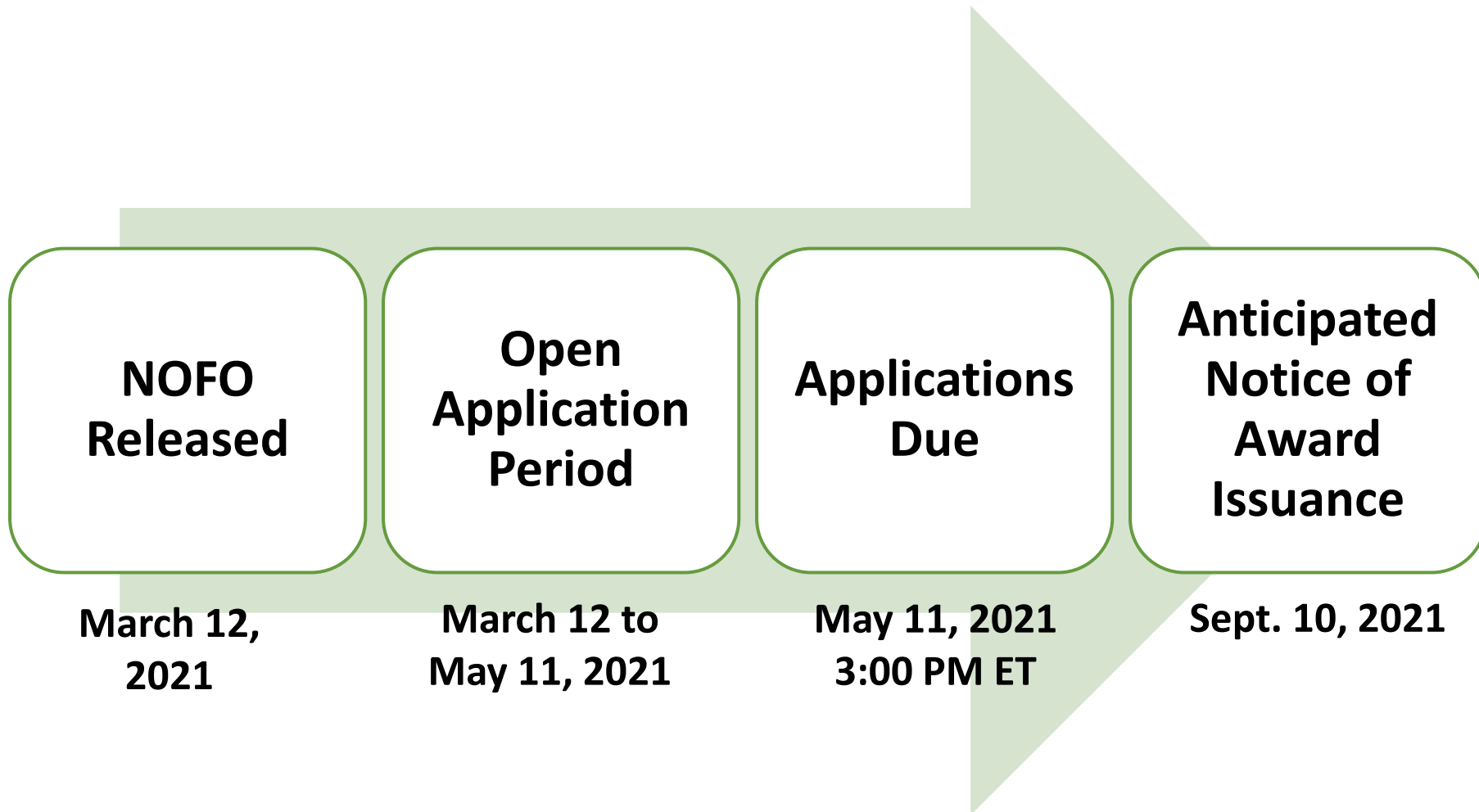
Budget Narrative

- Detailed budget
- Reasonable request for funding
- Available funding, and all activities linked to goals and alignment with ET3 Model requirements
- Support personnel costs
- Project goals for the Medical Triage Line (new line or expansion of an existing line)
- Identification, value, and usage of any non-CMS funding source
- Plans and usage for milestone funding supporting the goals of the ET3 Model

Application Scoring Rubric

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Application Timeline



Application Submission

Application Submission

- Application materials and instructions are available on the Grants government website: <http://www.grants.gov>
- Search by the CFDA number: **93.381**
- Applications must be submitted electronically through the website.
- All applications must be submitted to Grants.gov by **May 11, 2021, at 3:00 PM ET.**



HHS strongly recommends that you do not wait until the application due date to begin the application submission process.

Application Submission (cont'd)

The **Authorized Organizational Representative (AOR)** who officially submits an application on behalf of the organization must register with Grants.gov for a username and password.

All applications must:

- Have a valid Employer Identification Number (EIN) / Taxpayer Identification Number (TIN)
- Have a Dun and Bradstreet (D&B) Data Universal Number System (DUNS) number
- Register in the System for Award Management (SAM) database to be able to submit an application (annual registration)

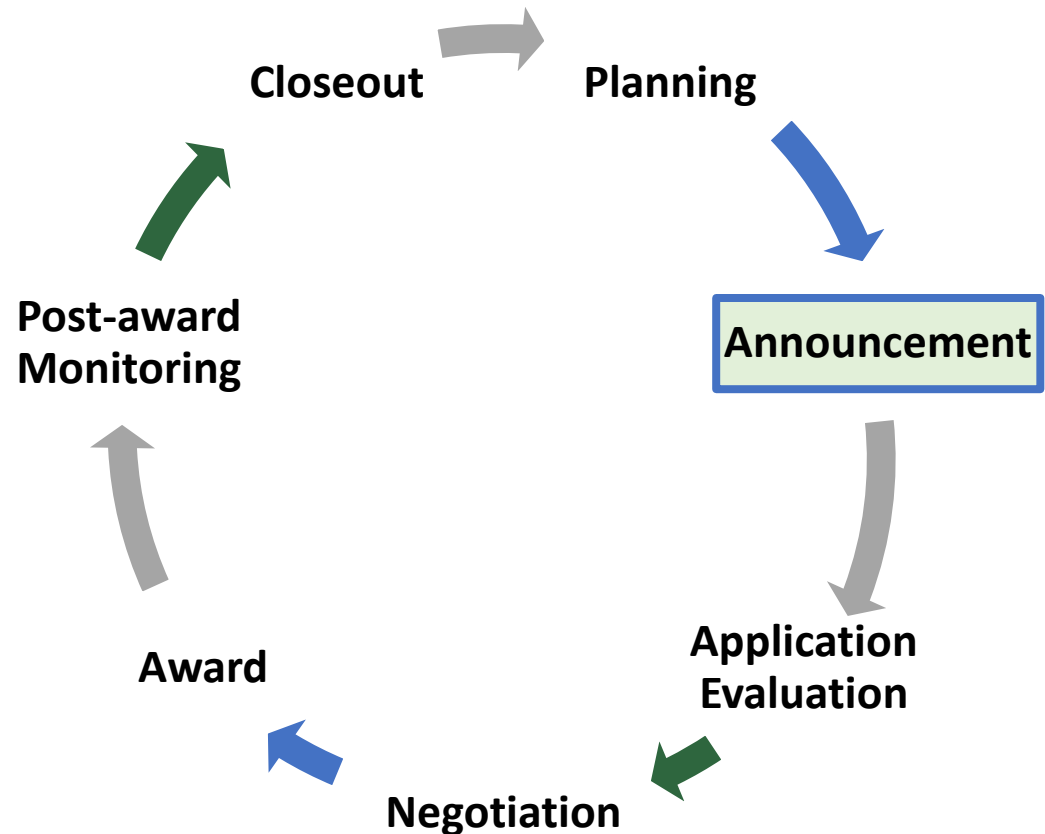


**Complete your SAM and AOR registration immediately.
The electronic signature must match the AOR named on the SF-424.**

U.S. Department of Health and Human Services (HHS) Grant Management

HHS Grant Management Process

1. Planning
2. **Announcement**
3. Application Evaluation
4. Negotiation
5. Award
6. Post-award Monitoring
7. Closeout



Funding Mechanism

What Is a Grant or Cooperative Agreement?

- A grant or cooperative agreement is defined as a transfer of money, property, services, or anything of value to a Recipient, in order to accomplish a public purpose through support or stimulation that is authorized by federal statute.
- A grant or cooperative agreement is used when the principal purpose of the award is to provide assistance for public good or benefit.
- Awarding agencies are substantially involved with cooperative agreement Recipients, providing technical assistance, monitoring, and evaluating project performance.

Cooperative Agreements will be awarded with consideration to:

- Overall cost effectiveness of the applicant's implementation proposal
- Overall quality of the proposal and the ability to meet project goals
- Ability to demonstrate a sustainability plan

The Application Process

Steps to Apply for a Federal Grant

Step 1: Registration

- Obtain DUNS Number
- Register with System for Award Management (SAM)
- Obtain username and password
- Authorized Organizational Representative (AOR) authorization
- Track AOR status

1. Obtain a DUNS Number

How do I get a DUNS number?

Call [1-866-705-5711](tel:1-866-705-5711) or access the Dun & Bradstreet website
<http://fedgov.dnb.com/webform>

How long does this step
usually take?

1-2 business days

2. Register with SAM

How do I register with the System Award Management (SAM)?

Access <https://www.sam.gov> and complete the online registration process.
You also need the authorizing official of the organization to send a
[notarized letter](#) to SAM and an EIN.

How long does this step
usually take?

After SAM receives the notarized
letter, [up to 2 weeks](#) (up to 5
more weeks to acquire EIN)

3. Register with Grants.gov

How do I register a Grants.gov account?

Click the [Register](#) link in the top banner and complete the on-screen
instructions.

How long does this step
usually take?

Same day



NOTE: Passwords expire every 60 days. Accounts inactive for 1 year or more result in removal of all account roles. For more account management information, review the [Applicant FAQs](#).

The Application Process (cont'd)

Step 2:

- Learn Grants 101
- Attend future trainings (GrantSolutions) and webinars



A Short Summary of Federal Grants

What is a grant? A grant is a way the government funds your ideas and projects to provide public services and stimulate the economy. Grants support critical recovery initiatives, innovative research, and many other programs listed in the Catalog of Federal Domestic Assistance (CFDA).

A grant is one of many different forms of federal financial assistance. **Federal financial assistance** is a broad term to refer to the various ways the U.S. government redistributes resources to eligible recipients. On Grants.gov you will find grant and cooperative agreement opportunities from federal agencies that award grants.

The Grant Lifecycle

The grant process follows a linear lifecycle that includes creating the funding opportunity, applying, making award decisions, and successfully implementing the award. Check out the [Grant Lifecycle](#) page to find out what the applicant and the grant-making agency do in the lifecycle.

The specific actions along the lifecycle are grouped into three main phases. Each of the three phases has its own page that provides a more detailed look at the process:

1. **Pre-Award Phase** - Funding Opportunities and Application Review
2. **Award Phase** - Award Decisions and Notifications
3. **Post Award Phase** - Implementation, Reporting, and Closeout

Grant Lifecycle	
Pre-Award Phase	Funding Opportunity Announcement & Application Review
Award Phase	Award Decisions & Notifications
Post Award Phase	Implementation, Reporting & Closeout

Roles and Responsibilities

- Grants Management Specialist (GMS) (Federal)
- Grants Management Officer (GMO) (Federal)
- Program or Project Officer (PO) (Federal)
- Program Authorizing Official (AO) (Federal)
- Authorized Organizational Representative (AOR)(non-Federal)
- Principal Investigator (PI)/Project Director (PD) (non-Federal)

Grants Management: Grants Solutions



Once applications are submitted to Grants.gov, all applications are:

- Downloaded to Grant Solutions (GS), the CMS grants management system
 - GS is managed by the Grants Center
- [The Grants Center of Excellence](#)
- Official Grant File
 - Electronic file format



Accessible to OAGM/CMMI/Applicant:

- Issue Notices of Award (NOA)
- Grant notes
- Amendments (budget reallocations, carryovers, no-cost extensions, closeouts)
- Federal Financial Report (FFR) modules
- Closeout

Next Steps and Resources

Next Steps

1

- Visit the **ET3 Model Website** for model details and resources.

2

- Review the **NOFO** and the **eligibility requirements** prior to beginning the application.

3

- Familiarize yourself with **Grants.gov** and the overall [Grants Lifecycle](#).

4

- Visit <http://www.grants.gov> to begin the **registration and application** process.

5

- Review the application **format and content requirements** to ensure that you have an eligible application.

6

- Submit your application **no later than May 11, 2021, at 3:00 PM ET.**

Questions

Questions submitted via the **Q&A** panel today will be answered and posted on the ET3 Model website after this webinar.



We Value Your Feedback

- Please take a few minutes to complete the short survey!
- The survey is anonymous and will open in your internet browser when you leave this webinar.



Resources



Grants Regulation and Policy

- Uniform Administrative Requirements, Cost Principles, and Audit Requirements for HHS Awards
 - 45 CFR Subpart 75 – Uniform Administrative Requirements, Cost Principles, and Audit Requirements for HHS Awards
- HHS Grants Policy Statement
- [Beta.SAM.gov](https://www.betasam.gov)
 - Excluded Parties List System (EPLS)
 - Central Contractor Registration (CCR)
- Federal Awardee Performance & Integrity Information System – initiated January 2016

Resources (cont'd)



ET3 Model Resources

ET3 Model Website: <https://innovation.cms.gov/initiatives/et3>

Email: ET3Model@cms.hhs.gov

Latest news and updates: [ET3 Model listserv](#)



Grants.gov Resources

Application Technical Assistance: (800) 518-4726

Email: support@grants.gov

Registration and Application Instructions: [Grants.gov User Guide](#)

Closing Remarks

thank you!

If you have any questions pertaining to the NOFO application, please email ET3Model@cms.hhs.gov and include “NOFO Inquiry” in the subject line.