



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2023-2024

LFIR # 1936

1. Project Title
2. Senate Sponsor
3. Date of Request

4. Project/Program Description

Guardian Angel 360 (GA360) is a technology app that will be provided to ALL residents in the defined 6 Counties listed in the request. We will demonstrate the ability to save money by employing a triage opportunity through GA360 to a Telehealth provider to connect patients to the most appropriate care. Data shows - 1.9M Emergency Room (ER) visits each year in the State of Florida did not require emergency care. These cases represent the highest cost of care, strain ER resources, increase the spread of infectious diseases in over-crowded waiting rooms, and may prevent patients who need emergent care in an ER from being seen in a timely manner. Prove the concept and post pilot expand across the remaining 61 Counties in Florida.

5. State Agency to receive requested funds
- State Agency contacted? Yes

6. Amount of the Nonrecurring Request for Fiscal Year 2023-2024

| Type of Funding | Amount |
|------------------------------------|------------------|
| Operations | 2,291,000 |
| Fixed Capital Outlay | 0 |
| Total State Funds Requested | 2,291,000 |

7. Total Project Cost for Fiscal Year 2023-2024 (including matching funds available for this project)

| Type of Funding | Amount | Percentage |
|--|------------------|-------------|
| Total State Funds Requested (from question #6) | 2,291,000 | 100% |
| Matching Funds | | |
| Federal | 0 | 0% |
| State (excluding the amount of this request) | 0 | 0% |
| Local | 0 | 0% |
| Other | 0 | 0% |
| Total Project Costs for Fiscal Year 2023-2024 | 2,291,000 | 100% |

8. Has this project previously received state funding? No

| Fiscal Year (YYYY-YY) | Amount | | Specific Appropriation # | Vetoed |
|--------------------------|-----------|--------------|-----------------------------|--------|
| | Recurring | Nonrecurring | | |
| | | | | |

9. Is future funding likely to be requested? Yes
- a. If yes, indicate nonrecurring amount per year.
- b. Describe the source of funding that can be used in lieu of state funding.
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10. Has the entity requesting this project received any federal assistance related to the COVID-19 pandemic?



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If yes, indicate the amount of funds received and what the funds were used for.

Complete questions 11 and 12 for Fixed Capital Outlay Projects

11. Status of Construction

a. What is the current phase of the project?

- Planning
 Design
 Construction

b. Is the project "shovel ready" (i.e permitted)?

c. What is the estimated start date of construction?

d. What is the estimated completion date of construction?

12. List the owners of the facility to receive, directly or indirectly, any fixed capital outlay funding. Include the relationship between the owners of the facility and the entity.

13. Details on how the requested state funds will be expended

| Spending Category | Description | Amount |
|--|--|------------------|
| Administrative Costs: | | |
| Executive Director/Project Head Salary and Benefits | administrative costs (CEO, CMIO, CFO, CTO, CSO). | 280,000 |
| Other Salary and Benefits | | 0 |
| Expense/Equipment/Travel/Supplies/Other | Patent, Trademark. | 245,000 |
| Consultants/Contracted Services/Study | Medical/Legal Fees/Education and promotion of the program. | 127,000 |
| Operational Costs: Other | | |
| Salary and Benefits | Research and development costs, operations, addition of data analyst & finance associate at onset of go-live, support telehealth providers for call from uninsured patients. | 1,086,500 |
| Expense/Equipment/Travel/Supplies/Other | Blade server. | 2,500 |
| Consultants/Contracted Services/Study | Acato, LLC - software development/coding. | 550,000 |
| Fixed Capital Construction/Major Renovation: | | |
| Construction/Renovation/Land/Planning Engineering | NA as our service does not require construction. | 0 |
| Total State Funds Requested (must equal total from question #6) | | 2,291,000 |

14. Program Performance

a. What specific purpose or goal will be achieved by the funds requested?

Decrease unnecessary use of Emergency Rooms in the Panhandle. Give Florida residents in the Six Counties (Bay, Walton, Holmes, Jackson, Calhoun, and Gulf) covered in this pilot the option to see a telehealth provider immediately.



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b. What activities and services will be provided to meet the intended purpose of these funds?

Guardian Angel 360 will provide a free download of state-of-the-art technology to offer patients the opportunity to connect immediately with a leading telehealth provider in the State of Florida who can determine the type of care needed. This could be anywhere, including their home. The telehealth medical professional will either address the patient's need or direct the patient to the most appropriate care provider.

c. What direct services will be provided to citizens by the appropriation project?

When a patient is headed towards or sitting in an Emergency Room, Guardian Angel 360 technology will offer teh patients the opportunity to connect immediately with a telehealth provider who can determine the type of care needed for the patient. The patient could also opt in from their home to utilize the service. The telehealth medical professional will either address the need or direct the patient to the most appropriate care provider.

d. Who is the target population served by this project? How many individuals are expected to be served?

Target population is inclusive of ALL residents in the following Counties: Bay, Gulf, Calhoun, Jackson, Washington, and Walton.

e. What is the expected benefit or outcome of this project? What is the methodology by which this outcome will be measured?

Decrease total number of patients waiting to see a physician in an ER for non-emergent care. Decrease over-use and crowding of ER and subsequent exposure to infectious diseases in ER's. Decrease costs of care to patients, self-insured employers, hospitals, physicians' groups, and payers. Avg Costs of ER visit \$3,200 vs telehealth at \$80 (savings of \$3,120 per patient that did not go to an ER for non-emergent care. Nationally, Florida ranks #1 in ER costs per visit. Our methodology will be measured through our app and AHCA's HIE data management system. We will count the number of patients who use telehealth through GA360 and thus avoided a non-emergent ER visit. We will compare the amount of time a patient waited with GA360 to be triaged by a medical professional vs ER wait times.

f. What are the suggested penalties that the contracting agency may consider in addition to its standard penalties for failing to meet deliverables or performance measures provided for the contract?

This is a pilot program to see if the State of Florida can be successful at improving human life by improving access to appropriate care. As a pilot, we cannot know the extent of its success until it is complete. We will work diligently with AHCA and the State of Florida to provide improved access to care in these rural counties while reducing non-emergent ER visits. Failure to meet deliverables would result in the penalty of concluding the pilot.

15. Requester Contact Information

a. First Name **Last Name**

b. Organization

c. E-mail Address

d. Phone Number **Ext.**

16. Recipient Contact Information

a. Organization

b. Municipality and County

c. Organization Type

For Profit Entity

Non Profit 501(c)(3)



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- Non Profit 501(c)(4)
- Local Entity
- University or College
- Other (please specify)

d. First Name **Last Name**

e. E-mail Address

f. Phone Number

17. Lobbyist Contact Information

a. Name

b. Firm Name

c. E-mail Address

d. Phone Number