



The Florida Senate

Local Funding Initiative Request

Fiscal Year 2023-2024

LFIR # 1177

1. Project Title

2. Senate Sponsor

3. Date of Request

4. Project/Program Description

Directive Health's mission is to save lives and reduce healthcare costs. This is done by aggregating health data from not just medical record-keeping companies, but any available consumer health repository. With the Directive Health app, a healthy future is at the customer's fingertips. Directive Health is respectfully requesting funding to improve the lives of children in the Florida Foster Care System by digitizing their medical records after an exploratory study of needs and subsequent integration and deployment phase. These easy to understand, yet secure, records will assist caregivers and social workers in staying organized so one of Florida's most vulnerable populations, children in foster care, can thrive and meet physical and mental milestones.

5. State Agency to receive requested funds

State Agency contacted?

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

Type of Funding	Amount
Operations	820,151
Fixed Capital Outlay	0
Total State Funds Requested	820,151

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)	820,151	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	820,151	100%

8. Has this project previously received state funding?

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

9. Is future funding likely to be requested?

a. If yes, indicate nonrecurring amount per year.

b. Describe the source of funding that can be used in lieu of state funding.

Directive Health will partner with the appropriate Florida state agency to apply for federal funding if eligible and in alignment with this program's objectives. Prospects for funding will be identified during the pilot program.



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10. Has the entity requesting this project received any federal assistance related to the COVID-19 pandemic?

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		0
Other Salary and Benefits		0
Expense/Equipment/Travel/Supplies/Other		0
Consultants/Contracted Services/Study		0
Operational Costs: Other		
Salary and Benefits		0
Expense/Equipment/Travel/Supplies/Other	Directive Health, in months 6-12, will onboard, maintain and perform ongoing customer support for the approximately 2100 pilot participants. This expense also includes tech maintenance, service costs, and customer success resource staff.	220,151
Consultants/Contracted Services/Study	Directive Health, in months 1-3, will hire a business analyst and 4 customer success resource staff to analyze the current foster care system and to determine the best path for launching the pilot program for approximately 2100 children. This will cost \$150,000. \$450,000 will be used in months 3-6 to implement study findings using our software development team to create custom integrations and prototype the application for the foster care pilot. This will also include staff training.	600,000
Fixed Capital Construction/Major Renovation:		
Construction/Renovation/Land/Planning Engineering		0
Total State Funds Requested (must equal total from question #6)		820,151



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14. Program Performance

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

The main goal of the Directive Health Foster Care Innovation Pilot Program is to digitize medical records for the 21,000 children in the Florida foster care system. Given Florida's focus on childhood well-being and historical ranking in the top five states of children in foster care, the Directive Health Pilot Program will perform an exploratory analysis and launch a pilot program to allow caregiver teams to have instant access to secure and streamlined client medical information. In addition, this program will dramatically reduce underlying fiscal expenses in currently managing Florida's foster population. After a 1-3 month exploratory study of how the Directive Health application will integrate with the current ecosystem, there will be a 3-6 month implementation phase, to support a 6-12 month pilot program with 10% of the current foster care population (approx. 2100) participating.

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

There will be three main activities that will be provided to the State of Florida with the proposed designated funds.

1. The Directive Health Team will provide an exploratory study in months 1-3.
2. The Directive Health Team will take findings from the study and implement the needed customized integrations, prototypes, and will focus on training and development for Department Staff in months 3-6.
3. The Directive Health Team will on board and pilot the digitization of medical records for approximately 2100 children in the Florida Foster Care System. This pilot will include a dedicated care team for customer service needs.

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

Once funded, Directive Health's discovery, integration, and pilot program will contribute a number of positive impacts. The innovation program will improve the accuracy of medical records for one of Florida's most vulnerable populations - children under 18 that are in foster care. The aggregation of personal health records will increase the speed of care resulting in better health outcomes for participants. Particularly for children in foster care, better health outcomes decrease costly emergency care. Having nearly instant access to accurate medical records will allow parents, foster parents, social workers, and other interested parties to monitor not only primary medical information, but critical child development milestones related to motor, sensory, communication, and emotional skills. This program will create complete and accurate medical records for the foster population which will lead to expense waste reduction and fiscal savings for the state.

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

There are over 21,000 children in Florida's foster care system. In addition, to supporting that population there are over 4,500 foster parents and 12,000 employees of the Florida Department of Children and Families that will benefit from the modernization of foster care children's medical records. Approximately 37,500 individuals will be served. The Directive Health pilot will provide support to approximately 2,100 foster children in Florida.

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

Digitizing medical records for one of Florida's most vulnerable populations, children in the foster care system, will assist caregivers and key stakeholders in addressing physical and mental challenges quickly and efficiently. The Directive Health application will be customized for the program which will ensure that no child will fall through the cracks because their medical information will be easy to access, digest, and share. In addition, the optimization and streamlining of medical records for one of Florida's most vulnerable populations will lead to fiscal savings and expense waste reduction for the state.

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?

1. For agreed upon performance levels, we suggest creating service level agreements to ensure uptime, availability, and other key performance measures.
2. For contractual deliverables, we suggest a standard penalty per each deliverable on the agreed upon calendar basis.
3. If there are consecutive SLA/performance issues noted, Directive Health will create a remediation plan to get performance back to agreed upon levels. The content and activities in this plan will be agreed upon with the contracting agency.
4. If the remediation plan is unsuccessful, the contracting agency will have the option of Directive Health creating a secondary remediation plan or terminating the contract for cause.



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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)
- 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