

# ABC's of Project Funding

A recipe for making the case  
for First Nations Telemedicine

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# Overview

- High level concepts
- Fundamental questions
- Strategic considerations

# Vision

- Leadership
  - Shining the light
- Simplicity
  - Stating the problem
- Urgency
  - Mobilizing interest

# Incentives

- Agendas
  - Finding alignment
- Evidence
  - Demonstrating impact
- Opportunities
  - Opening new personal/institutional doors

# Partners

- Trust
  - Establishing presence
- Skills
  - Growing without slowing
- Approvals
  - Navigating new waters

# Pull

- Innovative providers
  - Showcasing ingenuity
- Community ownership
  - Distributing authority
- Aggregating demand
  - Leveraging capacity

# Interoperability

- Cultural & clinical protocols
  - Work flows & best practices
- Technical agreements
  - Service and performance levels
- Operational requirements
  - Shared business rules & processes

# Economy

- Utility
  - base infrastructure to support services
- Scalability
  - Capacity to expand and adapt
- Community benefit
  - The value proposition

# Stuff

- Clinics/homes
  - The distributed workplace
- Networks
  - Systems linking people and providers
- Technologies
  - Devices that have to be replaced

# Discussion

- Questions?

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