

OPERATIONS ARCHITECTS



Guidian Healthcare Consulting works with community health centers to create sustainable growth plans that meet the health care needs of the community. Guidian provides the information, analysis and knowledge an organization needs to plan and design the operational and physical infrastructure to support growth.

Guidian uses the information that is developed to prepare successful grant applications for both federal and non-federal funding opportunities such as the HRSA's Service Area Competition, Budget Period Review, New Access Point, and Construction Funding Grants, as well as foundations, and other private funders.

MARKET ANALYSIS & NEEDS ASSESSMENT

Analyze the market to identify population and health needs changes to provide information for the Board to make strategic decisions and update the HRSA required strategic plan

Market Analysis

- Service Area and Target Market demographic analysis defining population by race, gender, age & income
- Evaluate payor mix of identified target market
- Quantify Medicaid, Uninsured and Medicare markets to develop payor mix estimates
- Forecast population and payor mix growth trends
- Prepare Needs Forms for grant applications as per HRSA guidelines

Health Needs Assessment

- Analyze health trends in the service area and provide statistical measures to illustrate the health status of the service area population

Physician Needs Assessment

- Determine numbers and types of primary care providers currently in the service area
- Develop a high-level GAPS in Access to Care analysis for the service area

PROJECT MANAGEMENT

Coordinate all aspects of preparing a grant

- Understand the grant guidance to determine how best to prepare a successful application
- Provide a list of all documents needed to prepare the grant application
- Coordinate the activities of the grant writing team to ensure that the application is completed within the timeframes specified in the grant guidance
- Review all narrative sections and forms to ensure that the data and information presented in the grant are consistent throughout the entire application

GRANT WRITING

Prepare a compelling grant application that meets the specifications of the funding opportunity

- Understand the goals of the granting agency as stated in the grant guidance
- In conjunction with the client, develop a compelling story that responds to the requirements of the grant guidance
- Write the narrative sections of the grant
- Assist in the preparation of all forms required by the granting agency
- Assist in the preparation of all attachments required by the granting agency
- Assist in the preparation of the grant budget and budget justification

Guidian has been the Project Manager/Lead Grant Writer on sixteen federal grant applications securing nearly \$64.7 million dollars of federal funding for health centers around the nation.

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