

# What to Know About Funding an Electronic Record

*“We were just awarded a federal grant for project expansion from SAMHSA at \$500,000/year for 5 years. The grading we received was “outstanding” . . . which, of course, is due to using [an EHR].”*



Community Counseling Center  
of Southern Nevada

## Diversify Your Funding Sources

While certain grants exist specifically to fund technology initiatives, funding for an electronic health record can come from many other sources. In your research into websites such as [guidestar.org](http://guidestar.org) and [foundationcenter.org](http://foundationcenter.org), focus on funders that have supported your types of services in the past. Often, funders like to extend their reach by rotating their grantees and/or areas of focus, so you can search for organizations that are similar to yours (in mission, population, or even geographical location) and see which foundations have supported them. If you already receive support for your agency’s programs or administration, it’s worth asking for a little more to help pay for your ongoing use of your software. It can be easier to incorporate the need for an electronic record when a foundation is already interested in what you do, and even better when you can demonstrate your agency’s potential by using an electronic health record.

## Approach from Every Angle

Different funders list different priorities: some grants focus on improving agency administration, while others intend to drive clinical outcomes. Foothold clients have presented our software as a tool to do both and more:

**Improve Program Outcomes:** Metrics are crucial to demonstrating the success of an agency. An EHR can track and report on client demographics and data related to services provided over time, and help identify gaps in service or target populations.

**Support Administration:** Management reports that normally take hours can be produced in a matter of minutes. Features like our Audit Trail hold staff accountable for their daily interaction with clients, while Messages and Alerts promote timely records. With a real-time relational database, mistakes are far less likely to occur.

## Present the Big Picture

When your documentation is organized and centralized, you can track services more accurately, report more quickly, and free up staff to provide more services. All these benefits work to boost your agency’s chances for success. National foundations such as the UPS Foundation, the Verizon Foundation, and the Commonwealth Fund are just a few examples of grantors that have funded electronic records under general categories such as “nonprofit effectiveness.”

Visit [footholdtechnology.com](http://footholdtechnology.com) to learn more.