

General Information

HCP or Consortium: 49488 - Ballad Health
Application Number: RHC46100022778
FCC Registration Number: 0019653815
Address: 303 MED TECH PKWY STE 330 , JOHNSON CITY, TN 37604
Application Nickname: FY 2027-A
Funding Year: 2027
Funding Priority: Priority 7

Consortium Participating Sites

HCP Number	Name	LOA Expiry
49793	Ballad Health - ITC Data Center	
49795	Ballad Health - Reimbursement Department	
49796	Ballad Health - Patient Resource Woodlawn	
49491	Ballad Health - Indian Path Community Hospital	
49489	Ballad Health - Franklin Woods Community Hospital	
32651	Ballad Health - Johnston Memorial Hospital	
49495	Ballad Health - Sycamore Shoals Hospital	
32652	Ballad Health - Rural Health Clinic - Glade Spring	
49492	Ballad Health - Johnson City Medical Center	
50182	Ballad Health - Medical Call Center	
50184	Ballad Health - Human Resources - Corporate	
12631	Ballad Health - Dickenson Community Hospital	
12803	Ballad Health - Russell County Hospital	
12801	Ballad Health - Norton Community Hospital	
14950	Ballad Health - Smyth County Community Hospital	
12834	Ballad Health - Johnson County Community Hospital	
51769	Ballad Health - Rural Health Clinic - St. Paul	
41628	Ballad Health - American Way - Admin Center	
41176	Ballad Health - Holston Valley Medical Center	
41177	Ballad Health - Bristol Regional Medical Center	
63221	Ballad Health - Wellmont CVA Heart Institute - Greenville	
27401	Ballad Health - Vann Rd Clinic	
38940	Ballad Health - Commonwealth - Norton	
41096	Ballad Health - Urgent Care Clinic - Lebanon	
38935	Ballad Health - Family Medicine Clinic - Norton	
14746	Ballad Health - Hancock County Hospital	
16378	Ballad Health - Lonesome Pine Hospital	
16377	Ballad Health - Hawkins County Memorial Hospital	
31455	Ballad Health - Cancer Care - Norton	
31454	Ballad Health - Family Medicine Clinic - Big Stone Gap	
31451	Ballad Health - Lonesome Pine Clinic	
41098	Ballad Health - Lee County Community Hospital	
70314	Ballad Health - Thomas E. Renfro Community Clinic	

66467	Ballad Health - Greene Mountain Pediatrics
15451	Ballad Health - Greenville Community Hospital East
113363	Ballad OB/GYN
113365	Ballad Health - Sleep Lab
113368	Physical Therapy - Erwin
114201	BALH - Francis Marion Manor
114283	BALH - Training Center
44680	MSMG - Family Medicine - Rural Retreat
117928	BALH - Ballad IT
133210	BALH - Ridgeview Pavilion
135385	BALH - Family Medicine Clinic - Wytheville
135302	BALH - Surgery Center - Marion
135853	BALH - Equinix Atlanta AT1 Data Center
135852	BALH - Equinix Washington Data Center DC5

Requested Services

Type of Services	Description for Other	Min Download Speed	Max Download Speed	Min Upload Speed	Max Upload Speed	Speed Unit	Allow Bids for Similar Services
Data		1.544	100000	1.544	100000	Mbps	Yes
Equipment							

Dates and Timing

What is the HCP's desired service contract length?:	Up to 3 Year(s)
Will the HCP consider bids with contract extension language?:	Yes
Will the HCP consider bids for month-to-month contracts?:	Yes
What is the HCP's desired time to publicly post this request for services?:	28 Day(s)
What is the HCP's expected bid evaluation period after the public posting?:	14 Day(s)

Bid Evaluation

Select the criteria that will be used to evaluate the bids collected.

Criteria	Description	Evaluation Weight (%)	Minimum Requirement
Price		34	
Leverage existing resources		33	Bid items must be compatible with existing network and satisfy the needs of the HCPs
Other	Prior Experience, including past performance	33	No negative experiences with bidding carriers

Does the HCP have any disqualifying factors that will remove bids or bidders from consideration?: Yes

Disqualifying factors:

Failure to follow the bidding guidelines in the RFP may result in your bid being rejected. Bids Received on or after the ACSD will not be considered bids for this filing Failure to send the Bid to bids@channelford.com

Main Contact

Name	Organization	Title	Phone	Email	Address
Steve Rau	Ballad Health	CEO	(818) 625-1050	steve@channelford.com	7095 Hollywood Blvd , Los Angeles, CA 90028

RFP and Summary

Is the HCP likely to request more than \$100 000 in program support from this request for services?: Yes

Do state, Tribal, or local procurement rules require the HCP to include an RFP with this request for services application?: No

Will the HCP be including an RFP with this application?: Yes

Ballad Health Circuit RFP 2027_Final.docx

Summary of the HCP's requested services. :

Data services to be used for network connectivity, Internet connectivity, and Voice Transmission Please see attached circuit list and RFP

Additional Documentation

Document Type	Description for Other	Document	Uploaded On
Network Plan		Ballad Health - Network Plan 2027_Final.docx	10/7/2026 1:21 PM EDT
Other	RFP	Ballad Health Circuit RFP 2027_Final.docx	10/7/2026 1:21 PM EDT
Other	Circuit List	49488 RFP Circuit List A-2027.xlsx	10/7/2026 1:22 PM EDT

Declaration of Assistance

Name	Organization Type	Title	Employer	Nature of Relationship	Email	Telephone
Greg Hall	Consultant	Funding Analyst	Channelfor d Associate s Inc	Consultant	greg@channelfor d.com	(972) 814-3998
Steve Rau	Consultant	CEO	Channelfor d Associate s Inc	Consultant	bids@channelfor d.com	(805) 495-3255
Lisa Medina	Consultant	COO	SpectraCorp Technologies Group , Inc.	Consultant	bids@channelfor d.com	(972) 671-1700

Certifications

- ✓ I certify under penalty of perjury that I am authorized to submit this request on behalf of the healthcare provider or consortium.
- ✓ I certify under penalty of perjury that I have examined this request and all attachments, and to the best of my knowledge, information, and belief, all statements contained herein and in any attachments are true.
- ✓ I certify under penalty of perjury that the applicant seeking supported services has complied with any applicable state, Tribal, or local procurement rules.
- ✓ I certify under penalty of perjury that all requested RHC Program support will be used solely for purposes reasonably related to the provision of health care service or instruction that the health care provider is legally authorized to provide under the law of the state in which the services are provided.
- ✓ I certify under penalty of perjury that the applicant seeking supported services satisfies all of the requirements under section 254 of the Communications Act, 47 U.S.C. § 254, and applicable Commission rules.
- ✓ I certify under penalty of perjury that the applicant seeking support has reviewed and is compliant with all applicable RHC Program requirements.
- ✓ I understand that all documentation associated with this request, including a copy of the signed Request for Services (FCC Form 461), any bids/contracts resulting from the FCC Form 461 posting, scoring sheet, and other information that was used in the decision making process, must be retained for a period of at least five years pursuant to 47 CFR § 54.631, or as otherwise prescribed by the Commission's rules.
- ✓ I certify under penalty of perjury that the applicant seeking supported services is a nonprofit or public entity that falls within one of the seven categories set forth in the definition of health care provider listed in 47 CFR §54.600 of the Commission's rules.
- ✓ I certify under penalty of perjury that the applicant seeking supported services is physically located in a rural area as defined in section 47 CFR § 54.600 of the Commission's rules, or is a member of a consortium which satisfies the majority-rural composition requirements set forth in 47 CFR § 54.607 of the Commission's rules.
- ✓ I certify under penalty of perjury that the services will not be sold, resold, or transferred in consideration for money or any other thing of value.

Signature

Name:	Greg Hall
Email:	greg@channelford.com
Phone:	(972)814-3998
Employer:	Channelford Associates Inc
Title:	Funding Analyst
Employer's FCC RN:	0021353289
Certifier's Full Name:	Greg Hall
Digital Signature:	Greg Hall
Date and time:	10/7/2026 1:22 PM EDT