Consortium for Affordable Medical Technologies
Innovation Award

Request for Proposals

Submission Deadline: May 8, 2013 (5pm EST)

Through support from the Baccar Foundation and the Omidyar Network, the Massachusetts General Hospital Center for Global Health (CGH) is pleased to announce its 3rd Innovation Award to accelerate health technologies to improve the lives of people living in low- and middle-income countries (LMICs). Innovation Awards are part of a growing portfolio of health technologies supported by the Consortium for Affordable Medical Technologies (CAMTech) at CGH. Applications should further CAMTech’s mission to develop, test, and deploy low-cost, innovative health technologies to improve and save lives in the poorest regions of the world. Awards provide one year of research, development and/or commercialization support to a research institution, NGO, or for-profit company working on affordable medical technologies.

Statement of Need
Innovative, low-cost technology can help address the problem of too few qualified health care providers and a growing patient demand in LMICs to expand access to health care in resource-poor settings. We define health technologies as tools (devices and protocols, but excluding medicines and vaccines) that can strengthen the delivery of healthcare. Developing these technologies requires user-enabled designs that are simple, field-tested and tailored with the end-user considered first and foremost in the design process. Therefore, proposals are encouraged to rely on co-creation -- co-development with stakeholders in LMICs at every step of the development process to empower end-users to be innovators (instead of simply the recipients of technology innovation) -- as a central component of technology development and commercialization.

Eligibility
In order to be eligible for an Innovation Award, proposals must include official organizational signature from an authorized representative, whether from an academic institution, an NGO or a private company. Preference will be given to proposals that include at least one of the following members of CAMTech: Mbarara University of Science and Technology (MUST) in Uganda; Vellore Institute of Technology (VIT) in India; members and affiliates of the Lata Medical Research Foundation (LMRF) in Nagpur, India; Harvard University or Harvard-affiliated teaching hospitals; Massachusetts General Hospital; and Massachusetts Institute of Technology (MIT). Applications that include collaborations with an LMIC partner are strongly preferred.

Innovation Awards
CAMTech will provide up to two Innovation Awards -- in your application in CoLab please select whether you are interested in applying to one or both:

1. **Innovation Award:** $100,000 award which may include minor terms and conditions on equity, royalty, IP and licensing income based on approved negotiations with the awardee
2. **Innovation Accelerator Award:** $100,000 award which will include more significant financial terms and conditions, including equity, royalty, IP and licensing income arrangements (see Terms and Conditions below for more details). In addition to funding, the Award will involve acceptance into the CIMIT Accelerator program and be accompanied by a high level of technology and business technical assistance.

The $100,000 is intended to cover costs for one year, commencing in 2013. Proposals with a budget of less than the amount of the award are still encouraged to apply. Funds may be used alone or as a supplement to other project funding.
Selection Process
The CAMTech Technology Review Committee (TRC) will evaluate complete applications and make awards based on a proposal’s potential to improve LMIC health outcomes in a sustainable manner. TRC members include clinicians with global health experience, business experts, and engineers. Applications must provide clear deliverables, outcomes, timelines, sustainable business models, and cost-effective approaches.

Proposals will be evaluated by the following criteria (with a possible total of 25 points):

Taking into consideration the stage of the technology, proposals will be evaluated by the following criteria (with a possible total of 25 points):

1. **Public Health Impact** (5 points)
   - Shows innovation is addressing high global disease burden
   - Demonstrates potential for widespread public health impact in LMICs
   - Illustrates clear public health need that technology can meet
   - Provides roadmap for likely adoption rates in LMICs

2. **Technology Innovation** (5 points)
   - Offers new and creative technology solution (.better/faster/cheaper*)
   - Shows proof-of-concept, feasibility data and/or 3rd-party validation
   - Provides convincing rationale for why this unique approach has the potential to work (if not already developed)
   - Addresses significant technical issues relevant for low-resource settings (e.g., low-cost components, intermittent power supply, parts replacement, unskilled health workers, etc.)
   - Can show limited direct competition and promise for strong intellectual property

3. **Commercial Viability** (5 points)
   - Demonstrates strong market demand and unmet need in LMICs
   - Outlines feasible business model in LMIC markets, including path from prototype to regulatory approvals to commercialization to distribution/delivery
   - Discusses clear partnership opportunities with industry, NGOs, governments or entrepreneurial ventures
   - Details plan to reach financial sustainability, preferably through sound business model
   - Shows near-term commercialization opportunity

4. **Management/Team** (5 points)
   - Brings expertise in technology development, clinical medicine and business
   - Has proven track record in technology development, launching/running ventures and/or running LMIC businesses
   - Demonstrates experience with field testing, clinical trials, regulatory approvals, etc.
   - Demonstrates commitment to public health
   - Has proven track record in raising funds

5. **Co-Creation/Partnerships** (5 points)
   - Documents plan to work in the field and continually incorporate end-user feedback
   - Includes LMIC partner(s) in technology development and commercialization processes
   - Integrates business, engineering and clinical partnerships into the project plan
   - Details any capacity-building results that can be expected as part of the project
   - Partners with MUST, VIT and/or LMRF
Application Requirements
Applications must include two PDF documents to be uploaded to CoLab for each application. If partnering with another organization, proposals should be developed in collaboration with partners input.

- Proposal Body (4 pages excluding references in Arial 10, 0.5" margins) - Save as single PDF as “Proposal_Last Name of Primary Investigator”
  - Public Health Impact
  - Technology Innovation
  - Commercial Viability
  - Management Team
  - Co-Creation Partnerships

- Administrative documents (click for templates) – Save as single PDF as “Admin_Last Name of Primary Investigator” Coversheet and Statement of Intent(s), if applicable, must be approved and signed by an authorized representative that can provide official organizational signature:
  - Prime Coversheet
  - Sub-Contract Statement of Intent (for collaborating organizations)
  - Budget – Prime followed by sub-contracts
  - Budget Justification - Prime followed by sub-contracts
  - Timeline with milestones
  - Biosketch/CV of Principal Investigator and key personnel–4 pages maximum for each
  - Letters of Collaboration with Sub-Contract and/or Consultant, if applicable
  - Copy of current Institutional Review Board (IRB) approval letter covering proposed human subjects research, if applicable. Note if IRB protocol is pending approval.

**For MGH internal application for this RFP, investigators do not need to go through Research Management for signature.

Project Budget (all budget costs are required to be in USD)
Applicants must use CAMTech Innovation Award Budget Template and submit a budget justification for both the prime and sub-contract organizations. The one-year budget including fringe, facilities and administrative costs may not exceed $100,000 in total costs. Indirect costs may not exceed 25% total for the primary organization and if applicable, collaborating organizations.

Funding will be given in two payments based on approved milestones. For questions on payment schedules, please see the FAQs.

Reporting
The recipient will be required to complete a financial and scientific report, including milestone status and budget reconciliation, before requesting the second payment of funding. At the end of the award a final progress report will be due within 60 days of the end date. This final report will include a financial and scientific report.

Terms & Conditions
MGH will have standard terms and conditions, such as requirements for financial reporting, re-budgeting, use of name, and copyright. All funding will have regular reporting of financials and scientific research with release of funding dependent on meeting one or more milestones.

Innovation Awards may include certain terms to allow for financial return and thereby sustainability for the CAMTech program. Such terms and conditions in the Innovation Award agreement, as appropriate for the technology and entity, may include (i) in the case of for-profit entities/awardees: a small equity ownership position in the company (i.e. awardee company will issue shares of common stock to CAMTech/MGH of company that equal a certain agreed percent of the company’s issued and outstanding common stock); milestone payments tied to achievement of specific events in the development of funded technology and/or company’s success; a royalty on the sale of product or service based on funded technology; and (ii) in the case of not-for profit entities/awardees: reimbursement of Innovation Award amount and milestone payments; a share of any income generated through the licensing or transferring of the funded technology or any intellectual property claiming the
funded technology to a commercialization partner. Such terms will be finalized and agreed to prior to final selection of the Innovation Award.

Additionally, if applicable, the terms shall also include the opportunity for the Omidyar Network to participate in limited equity financing of a commercial entity developing the technology.

**Application Submission**
All proposals should be submitted through our web portal on CoLab (https://colabcghinnovations.induct.no/maya/companymain.aspx)

Submit questions to Aya Caldwell (acaldwell1@partners.org)
Include “CAMTech Innovation Award” in the subject heading

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