Consortium for Affordable Medical Technologies
Innovation Award

Request for Proposals

Submission Deadline: November 21, 2012 (5pm EST)

Through support from the Bacca Foundation and the Omidyar Network, the Massachusetts General Hospital Center for Global Health (CGH) is announcing their second Innovation Award to accelerate innovative health technologies to improve the lives of people living in resource-poor settings in low- and middle-income countries (LMICs). The Innovation Award is designed to be a part of a growing portfolio of innovative 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 the lives of people living in the poorest regions of the world. This grant is designed to provide one year of research, development and/or commercialization support at 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 growing patient demand in LMICs and help 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 broadly 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, and to leverage the resources of partners based in LMICs.

Eligibility

In order to be eligible for the Innovation Award, proposals must include written institutional approval, whether from an academic institution, an NGO or a private company. While not limited to these, preference will be given to proposals that include at least one of the following institutions that are currently part 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 Award**
The maximum award is $100,000 total costs for one year, commencing in 2013; up to 25% indirect costs may be included in the budget. Proposals with a budget of less than $100,000 are still encouraged to apply. Funds may be used alone or as a supplement in conjunction with other funding to support a project.

**Innovation Award Selection Process**
A Technology Review Committee (TRC) will evaluate complete applications and select a recipient based on the proposal’s potential to improve LMIC health outcomes in a sustainable manner. TRC members will include clinicians with global health experience, business experts and engineers. Applications that focus on clear deliverables, outcomes, timelines, a sustainable business model, and cost-effective approaches are particularly encouraged.

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
   - Targets reduction in maternal and neonatal morbidity and mortality

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 (see web portal address below):
  o Proposal Body – outlined proposed activity (Limit 4 pages - 12 point font with 0.5” margins) with clear sections based on:
    ▪ Public Health Impact
    ▪ Technology Innovation
    ▪ Commercial Viability
    ▪ Management Team
    ▪ Co-Creation Partnerships
  o Administrative documents – as one single PDF
    ▪ Cover letter with institutional signatures (Principal Investigator and the Institutional Authorized Signatory) – the cover letter must include the following information:
      a. Title of the proposal
      b. Name of the Principal Investigator
      c. Total costs requested
      d. The following statement must be included: “In signing below and offering to participate in this research program, the Applicant institution certifies that neither they nor their principals are presently debarred, suspended, proposed for debarment, declared ineligible for voluntarily excluded from receiving funds from any federal department or agency and are not delinquent on any federal debt. In signing below the Authorized Institutional Official confirms that the budget and administrative documents submitted with this application are in compliance with the Applicant institution’s policies and guidelines and agrees to accept the terms and conditions outlined in the RFP.”
      ▪ Proposed mentor and/or partner collaborator(s) and department contact information
      ▪ Budget with budget justification (1-page maximum for budget justification) signed by institutional research management or Chief Financial Officer (CFO)
      ▪ Listing of co-investigators and institutional affiliations (if applicable)
      ▪ Current CV of project director and key personnel
- Letter of support from the international partner institution as well as other collaborators is recommended but not required
- A copy of the current IRB approval letter covering proposed human subjects research if applicable. You can also note if the IRB protocol is pending approval.

**Project Budget**
Applicants must use CAMTech Innovation Award Budget Template (found on CoLab) and submit a budget justification. One year total cost budget including fringe, facilities and administrative costs may not exceed $100,000 in total costs. Up to 25% indirect costs may be included in the budget.

**Reporting**
The recipient will be required to complete a mid-year and a final progress report including timeline, milestone status and budget reconciliation.

**Terms & Conditions**
Consistent with CAMTech’s mission and goals, and as appropriate for the technology and the Recipient entity, the Innovation Award Agreement will also include terms and conditions related to intellectual property and license income terms, and if applicable, 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 globalhealth@partners.org
Include “CAMTech Innovation Award” in the subject heading

**Submission Deadline: November 21, 2012 (5pm EST)**
Frequently Asked Questions

Q: Who is eligible to apply?
A: Anyone is eligible to apply as long as the proposals have official institutional approval, whether from an academic institution, an NGO or a private company.

Q: I need more clarity on the definition of “co-creation.” Where can I find further information?
A: Please see the article at the link below: http://lifesciences.ieee.org/articles/47-global-health-technology-20

Q: Can I submit more than one proposal?
A: We are interested in seeing as many proposals as possible. Proposals from different disciplines and for different funding amounts that represent all of the activity around technology innovation are welcome.

Q: How many awards are there and can I submit a proposal that is less than the $100K?
A: There will be only one award given. Proposals less then $100K are acceptable. The $100K is the maximum amount given.

Q: Can I apply the funding towards tuition for a Master’s degree in public health or global health work in a developing country?
A: No. The Innovation Award is intended for a specific technology focused on resource-limited settings. It cannot be applied to tuition for academic programs or clinical work in a low- and middle-income country.

Q: Where do I find more information on CAMTech?
A: CAMTech’s mission to develop, test, and deploy low-cost, innovative health technologies to improve and save the lives of people living in the poorest regions of the world. Please see our website (http://www.massgeneralcenterforglobalhealth.org/camtech) for further questions.

Q: Why is the Center not funding vaccine and pharmaceutical development?
A: We are currently focusing our efforts on medical technologies (devices and protocols). Devices or protocols that administer vaccines or medicines will be considered.

Q: When are applications due?
A: Full proposals are due by 5PM EST November 21, 2012.

Q: Does CGH offer multi-year grants?
A: CGH does not provide multi-year grants.

Q: Who should I list as collaborators?
A: List only those who are significant contributors and who have agreed to be on the proposal.
Q: Who reviews the applications?
A: The proposals are reviewed by a technology review committee. The review committee includes reviewers from and outside of Massachusetts General Hospital. Reviewers include clinicians with global health experience, business leaders and engineers.

Q: Is my proposal confidential?
A: Proposals shall not be distributed beyond the technology review committee which will be asked to keep all proposals confidential; however, investigators should work with their respective institution to protect any potential Intellectual Property (IP).

Q: If I would like to pilot my technology at one of the CGH field sites or work with other investigators, whom should I contact?
A: CGH staff will provide facilitation to investigators for developing a strong application. Please email globalhealth@partners.org or Aya Caldwell (acaldwell1@partners.org) with any specific questions.

Q: Are there any reporting requirements?
A: Yes. We require a mid-year and a final report.

Q: What does the final report process include?
A: We will require a detailed written report. In addition, we require that you present formally to the MGH community and the public in a seminar.

Q: What are the guidelines for indirect costs?
A: Up to 25% indirect costs are allowed. One year total cost including fringe, indirect, and facilities and administrative costs may not exceed $100,000.

Q: May I submit part of the application and finish the other components at a later time?
A: No. All components of the application including the proposed activities, budget, budget justification, CVs, and letter of recommendations must be submitted via CoLab.

Q: Will I receive confirmation that my application has been received?
A: Yes. Following the submission of your complete application, applicants will receive an automated email confirmation.

Q: If my proposal is not funded will I be able to see the reviewer’s comments?
A: Yes, we will provide all comments from the reviewers to all applicants upon request; however, the reviewers’ names will remain confidential.