



REQUEST FOR PROPOSAL FOR SPINAL CORD INJURY (SCI) ADOPT

1. GENERAL INFORMATION.

- a. Purpose.** This request for proposal (RFP) is for services and/or deliverables to be provided to the **Praxis Spinal Cord Institute** ("Praxis") for **SCI Adopt** for the period of January 20, 2025 to March 31, 2025. This RFP is intended to support early adoption of transformative technologies that improve health outcomes for people living with spinal cord injury (SCI) for use by individuals in community care and/or clinical settings.
- b. Who May Respond.** Canadian start-ups developing a health technology that have evidence-based applications (TRL 8-9) to individuals with a SCI. Clinicians, non-profit organizations and & hospitals supporting those living with SCI may also apply to adopt a relevant health technology. The health technology must market-ready (received Health Canada approval or equivalent within the past 4 years) and have demonstrated commercial/market viability and improved health outcomes for people with SCI and economic benefits to the Canadian healthcare system.

Praxis encourages proposals from under-represented groups including women, Indigenous Peoples, people with disabilities, people who are part of 2SLGBTQI+ communities, religious minority groups and racialized people, neurodiverse individuals, and others who may contribute to the further diversification of ideas.

c. Instructions on Proposal Submission:

- i. **Closing Submission Date.** Proposals must be submitted no later than midnight (Pacific Time) on **November 24th, 2024**.
- ii. **Enquiries.** All enquiries regarding any aspect of this RFP should be directed to the Contact Person by email (each an "Enquiry") not less than three business days before the Closing Date and Time. The Contact Person is **Andrew Forshner**: **aforshner@praxisinstitute.org**.

The following applies to any Enquiry:

- a. Enquiries must quote the RFP title in the subject line of the email;
 - b. directing an Enquiry to anyone other than the Contact Person may result in a Proposal being disqualified;
 - c. responses to an Enquiry will be in writing;
 - d. all Enquiries, and all responses to Enquiries from the Contact Person, will be recorded by Praxis;
- iii. **Instructions to Offerors.** Your proposal should be submitted to: **aforshner@praxisinstitute.org** and carbon copy to **contracts@praxisinstitute.org**. It is the responsibility of the Offeror to ensure that the proposal is received by Praxis, by the date and time specified above. Late RFPs will not be considered.

- iv. **RFP Costs.** All costs incurred in the preparation of a proposal responding to this RFP will be the responsibility of the Offeror and will not be reimbursed by Praxis.
- v. **Notification of Selection.** It is expected that a decision selecting the successful proposal(s) will be made within 30 days of the final interview following the receipt of proposals. Interviews are anticipated to occur in December 2024. Upon conclusion of final negotiations with the successful proposal(s), all Offerors submitting proposals in response to this RFP will be informed, in writing of the decision.

Praxis reserves the right to reject any and all proposals received in response to this RFP. An agreement for the accepted proposal will be drafted based upon the factors described in this RFP. Appeals may be addressed to aforshner@praxisinstitute.org with a cc to contracts@praxisinstitute.org by no later than January 15, 2025 in a clear 1 page/600 word summary clearly referencing the criteria and eligibility criteria as referenced in this RFP.

- vi. **Term and Scope of Engagement.** The engagement will commence on January 20, 2025 and end on March 31, 2025 and be subject to milestone reviews. Offerors must be available for monthly calls during term to provide updated metrics, impact, progress and to provide milestone reports during the term and every six months up to 2 years following the term. Selected services and/or deliverable provider must agree to terms aligned with Praxis' funder(s). Fees for services may range from \$20,000-\$100,000 CAD but have to be clearly mapped to milestones and timeline within the period of the engagement (see Scope of Services below) .

2. Description of Our Organization.

Praxis is part of the life-changing work done in the life sciences sector, and plays a key role in the development of new technologies and treatments for those living with SCI. Our vision is a world without paralysis after SCI.

Praxis advances SCI research and innovation worldwide through networks of international researchers, health care professionals, clinical trials, entrepreneurs, investors, and people with lived experience (PLEX) of SCI.

Driven by the priorities of people with spinal cord injuries, the three distinct areas of focus for Praxis are:

- Mobilize translational research and best practice implementation;
- Incorporate active involvement of PLEX of SCI across research and innovation programs; and
- Accelerate SCI innovation into adoption.

Praxis takes on the role of identifying priorities, marshalling resources, and driving knowledge translation. From our home in Vancouver, Canada we facilitate an international network of people with SCI and world-class experts who work together to identify, prioritize and solve the most urgent challenges.

To achieve this, we take a multi-disciplinary, adaptable approach to maximize our impact. This enables us to move the most promising ideas out of the laboratory, into both standards of care for people with SCI. We also work to get new technologies from idea, to development, and ultimately available to improve the lives of those dealing with SCI in their lives.

Please refer to the Praxis website (www.praxisinstitute.org) for additional information.

3. SCOPE OF SERVICES. The Offeror shall be readily available to perform the following SCI Adopt services, as requested by Praxis:

- a) Generate evidence to illustrate improved clinical and/or community care and the resulting health outcomes, which can be augmented with potential health system cost savings for Canada (e.g economic impact analysis) and demonstrate a link towards advancing and increasing access to SCI-related health technology.
- b) Directly contribute to one or more of Praxis' additional priorities under this RFP as follows:
 - i. Clinical Adoption of technologies to demonstrate, through evidence generation, the health impact of human use of the technology/device, including but not limited to, collaborative projects, human factor testing and clinical pilots. Earlier stage safety/pre-clinical testing is not eligible given the stage of technologies supported through this proposal.
 - ii. Training for the purposes of technology adoption (e.g., researchers, entrepreneurs, businesses, clinicians);
 - iii. Commercialization (e.g., knowledge transfer, ideation and conception, prototyping, testing, patenting, manufacturing, investment attraction, marketing to SCI use/adoption);
 - iv. Outreach and engagement (e.g., communications, conferences and events, promotions clearly connected to SCI adoption); or
 - v. Advocacy and coordination (e.g., standardization, data and informatics, research and analysis, policy development).

4. PROPOSAL CONTENTS. The Offeror, in its proposal, shall, as a minimum, include the following within maximum 10 pages (font size, paper size)

- a. **Corporation/Organization Information:** Please provide a short overview of the Offeror to a maximum of 1 page (single sided) that includes the following:
 - Offeror business overview, including size & background, vision statement and future plans;
 - A summary of the Offeror's expertise/experience with providing solutions and services similar in scope and complexity to the proposed Services and Solution;
 - A summary of customers both large, medium and small clients; and
 - Number of years providing solutions and services similar in scope and complexity of the proposed Services and Solution.
- b. **Technology Information:** The Offeror shall describe their novel technology (TRL 8-9) and its intended impact on SCI population, current scope of adoption, regulatory approval, and clinical validation/research completed to date (with a focus on current evidence to support SCI care). The approval documentation from Health Canada must be included as an attachment to the proposal.
- c. **Clinical Adoption Plan:** The Offeror shall describe their intended plan for their technology to be adopted by clinics/clinicians in Canada and to include an assessment of generated clinical evidence. The adoption plan should clearly outline a specific clinical

target (e.g. functional improvement and its economic savings). It is highly recommended for adoption plans include an expanded intention to procure/utilize the health technology following SCI Adopt, subject to expected economic and health outcomes being achieved.

- If the applicant is a start up, a letter or support from a clinician/clinic or relevant program administrator at a hospital outlining the intention to adopt the technology must be included as an attachment to the proposal.
 - If the applicant is a clinician or a public health system administrator, a Letter of Support outlining a similar agreement from a health technology start-up to provide devices at cost would be expected.
- d. **Commercialization Plan Summary:** The Offeror shall describe their intended plan to use this clinical adoption and potential health economic impact analysis to advance the commercialization of the technology in Canada and globally. The plan summary should outline how the offeror plans to leverage generated clinical evidence, reports and testimonials in furtherance of its reimbursement, healthcare adoption, and sales milestones matched to clear timelines. A start-up pitch deck may be attached too, but not in replacement of the clearly labelled summarized commercialization plan.
- e. **Plan to Develop a Health Economic Impact Analysis:** A summarized plan and budget for the development of a high-level report estimating potential of health system savings through adoption of the health technology (compared to standard of care) in a realistic clinical setting, with clear assumptions and methodology outlined. A summary/link to relevant vendors or plans to develop this report may be provided.
- f. **Scope of Services:** The Offeror shall describe the activities, in alignment with the eligible activities listed below, to deliver the clinical adoption of its technology, and the structure for delivering the activities, including the allocation of responsibilities and the overall supervision to be exercised. The scope of services must include an intention to conduct a health economic impact analysis illustrating the potential health impact and economic benefits of adopting this technology. The scope must include a clear deployment of the technology in a real-world setting. The scope of services needs to also demonstrate how the work undertaken will directly lead to an increased potential and speed with which the technology will be available to Canadians. Scope of services elements must clearly align with budget presented (see g. Price). The economic impact analysis may be a high level analysis utilizing evidence based estimates as appropriate.
- g. **Price:** Inclusive of GST, the fees for services may range from \$20,000-\$100,000 CAD but have to be clearly mapped to milestones and timeline within the period of the engagement. The Offeror's proposed price should include a clear budget and schedule of expenses, inclusive of information on the billing rates of each staff member who is expected to work on this project their expected hours and charges for expenses and the relevant milestones attached to all expenses. Please include any relevant in-kind contributions. Only expenses incurred completing the scope of the work and milestones shall be included in the Offeror's proposed price.

The intention of the RFP is to primarily cover the costs of manufacturing the technology (materials & supplies) and the accompanying economic and health analysis, with an allowance of 10-20% for staffing costs. The incurred device costs must be the at-cost price of the product/technology being adopted. Praxis reserves the right to negotiate with the Offeror on the proposed structure of work and billing processes.

The budget for services for SCI Adopt will not include fees or costs incurred outside of Canada. If a cost outside of Canada needs to be incurred, the expense will require pre-approval by Praxis. For a cost to be incurred outside of Canada to be approved, a report justifying why suitable alternatives do not exist in Canada will be required.

- h. **References:** Provide three references external to the organization (names, contact persons, telephone numbers and emails). Please include the clinician who will be adopting the technology as one of the references.
- i. **Confidentiality.** All staff must ensure the confidentiality of information obtained as a result of their involvement with matters is maintained.
- j. **Independence.** The Offeror must provide a statement confirming their independence from Praxis.

5. PROPOSAL EVALUATION

a. Submission of Proposals. The intention of the SCI Adopt program is to support the adoption of novel health technologies that have evidence-based applications to individuals with a spinal cord injury (SCI) and a demonstrated market/commercial viability. All proposals shall be submitted to aforshner@praxisinstitute.org.

b. Evaluation Procedure and Criteria. A review committee will review proposals and may request an interview or meeting with qualified Offerors prior to conducting final selection. Proposals will be reviewed in accordance with the following criteria:

- I. **Impact on individuals with SCI:** Applicants will be assessed for the degree to which the health technology could improve health outcomes and/or quality of life for people living with SCI based on tangible metrics and evidence provided through initial evidence generated to date. The service needs to illustrate the potential for significant improvements to current standard of care for SCI and/or the secondary health complications due to spinal cord injury. Previous experience engaging with people with SCI, caregivers, clinicians and researchers will be noted. A key metric/indicator will be the number of people living with SCI to be reached/treated as a result of this engagement. While higher cost capital products are potentially eligible please note the prices outlined and the metrics of # engaged when considering eligibility.
- II. **Potential for Commercialization/Adoption:** The health technology is differentiated from current offerings. It has a reasonable estimated market size based on its value proposition, market size and scalability. Market size may include indication of application(s) in addition to SCI such as: cerebral palsy, multiple sclerosis, stroke, age-related chronic conditions as it is important in validating the broader market viability of the health technology adoption.
- III. **Commercialization Plan Feasibility and Financial Viability:** the commercialization plan demonstrates that there is potential for the services to be financially sustainable in the future and be available for people with SCI to access. Plan outlines realistic objectives, resource requirements, timelines, capital to be raised, business model, and exit strategy. The team involved in executing the plan has the relevant expertise, experience, and network to conduct the proposed activities and adequate full-time resourcing is available to meet the needs of the plan.

- IV. **Scalability and Accessibility:** the ability for the services to scale to, at minimum, thousands of people living with SCI, is an important factor. The significance of impact on a smaller subset of people living with SCI, however, will be considered.
- V. **Economic Impact and Potential for Adoption in Canada:** the technology needs to illustrate the potential positive economic impact it may have in Canada through metrics and available evidence including but not limited to health system efficiencies and commercialization of Canadian intellectual property. The commercialization plan showcases that the services have a strong potential for adoption throughout Canada.
- VI. **Cost of services:** the pricing and cost of the proposal for the relative potential impact on SCI will be assessed. If relevant specific line items/costing may be compared internally to relevant vendors/providers to assess effective use of funds.

FORM OF PROPOSAL

Through submission of this Proposal, I/we agree to all of the terms and conditions of this RFP. No person, firm or corporation other than the undersigned has any interest in this Proposal. Offerors must complete and submit all of the Form of Proposal and supply all of the information requested by the Appendix – Business Information and Requirements. Proposals that do not include the information requested in the Appendix, or do not have sufficient information to be readily understood and evaluated may be rejected without further notice.

Note: Information provided must be responsive to the question. Please review all questions carefully.

Certification and Authority

I wish to present this Proposal as a qualified provider of the services and certify that the information contained in this Proposal is accurate and true to the best of my knowledge and I am duly authorized to sign the Proposal on behalf of the Offeror with the intent to bind the Offeror to the RFP and the statements and representations in the Proposal.

Offeror Name:	
Authorized Signature:	Date:
Print Name:	Title:

APPENDIX – BUSINESS INFORMATION AND REQUIREMENTS

1.0. BUSINESS INFORMATION:

Offeror's legal name:

If you carry on business under a name other than your legal name, please provide it:

If the Offeror is not an individual, please provide a contact name and title:

Name: _____ Title: _____

If not an individual, please provide the name and title of the representative(s) authorized to execute agreements on behalf of the business:

Name: _____ Title: _____

Please submit the following documents as applicable, if not an individual:

- If your business is an **incorporated company or registered not-for-profit organization**, a current copy of your certificate of good standing.
- If your business/organization is incorporated in a **jurisdiction other than BC**, a current copy of the company's certificate of good standing.
- If your business is a **registered partnership or sole proprietorship** in BC, a current copy of the BC Registry Services search showing the partnership registration or business name registration, as applicable.

2.0. BUSINESS ADDRESS:

Street Address:	
City:	Province:
Postal Code:	Telephone #:
E-mail:	

3.0. ADDITIONAL INFORMATION

3.1. Conflict of Interest: The provision of Services must not represent a conflict of interest.

Are there any potential areas of conflict of interest that may exist with the provision of these Services to Praxis?

Without limiting the foregoing, please disclose if you are a current or previous employee of Praxis.

- If there is a potential conflict, provide a description as an attachment to your Proposal.

- No Conflict
 Yes, there is a potential conflict of interest.

If Yes, confirm you have attached this information to your Proposal.

- Yes No