**REQUEST FOR PROPOSAL (RFP) FOR SPINAL CORD INJURY (SCI) ADOPT**

* 1. **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 October 1, 2025, to April 15, 2026. This RFP is intended to support the early adoption of transformative health technologies in community care and/or clinical settings to validate the health outcomes improvements for people living with spinal cord injury (SCI) for use by individuals.

The RFP is intended to support the adoption of health technology that is market-ready, has commercial viability, and demonstrates improved health outcomes for people with SCI. The health technology must have received Health Canada approval or equivalent. Proposals that support the adoption of health technologies that have received Health Canada approval, or equivalent, to enter the Canadian market within the past 5 years (since January 1, 2020) will be given priority.

**b. Who May Respond:**

A) Canadian Health Technology start-up who are developing a health technology (TRL 8-9) that has evidence-based applications for individuals with an SCI;

B) Clinical sites (Clinics, clinicians, non-profit organizations, or hospitals) in Canada looking to adopt a relevant health technology to enhance its SCI care;

C) Joint proposals from a Canadian Health Technology start-up and a clinical site in Canada will be prioritized.

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.

Please note that organizations or companies that have previously received investment from Praxis are not eligible to apply for this RFP.

* 1. **c. Instructions on Proposal Submission**:
1. **Closing Submission Date**. Proposals must be submitted no later than midnight (Pacific Time) on **Sunday, July 27, 2025**.
2. **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 **Tathagata Ray: tray@praxisinstitute.org.**

The following applies to any Enquiry:

1. Enquiries must quote the RFP title in the subject line of the email;
2. Directing an Enquiry to anyone other than the Contact Person at Praxis may result in a proposal being disqualified;
3. Responses to an Enquiry will be in writing;
4. All Enquiries, and all responses to Enquiries from the Contact Person, will be recorded by Praxis;
5. **Instructions to Offerors**. All proposals shall be submitted through our online submission portal at <https://questionnaire.simplesurvey.com/f/s/Praxis_SCI_Adopt_RFP>. It is the offeror's responsibility to ensure that Praxis receives the proposal by the date and time specified above. Late RFPs will not be considered.
6. **RFP Costs.** All costs incurred in preparing a proposal responding to this RFP will be the responsibility of the Offeror and will not be reimbursed by Praxis.
7. **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 August 2025. 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 by August 29, 2025.

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 on 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 September 5, 2025, in a clear one-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 October 1, 2025 and end on April 15, 2026 and will be subject to milestone reviews. Offerors must be available for monthly calls during the term to provide updated metrics, impact, progress, and milestone reports during 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 timelines within the period of the engagement.

**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:

* Incorporate active involvement of PLEX of SCI across research and innovation programs;
* Mobilize translational research and best practice implementation; 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](http://www.praxisinstitute.org)) for additional information.

* 1. **3. SCOPE OF SERVICES.** The Offeror shall be readily available to perform the following SCI Adopt services, as requested by Praxis:
	2. Generate evidence to illustrate improved clinical and/or community care from health technology adoption through improved health outcomes augmented with clinical cost savings.
	3. Directly contribute to one or more of Praxis’ additional priorities under this RFP as follows:
1. 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.
2. Training for the purposes of technology adoption (e.g., researchers, entrepreneurs, businesses, clinicians);
3. Innovation (e.g., knowledge transfer, ideation and conception, prototyping, testing, patenting, manufacturing, investment attraction, marketing to SCI use/adoption);
4. Outreach and engagement (e.g., communications and promotions clearly connected to SCI adoption); or
5. Advocacy and coordination (e.g., standardization, data and informatics, research and analysis, policy development).
	1. **4. PROPOSAL CONTENTS.** The Offeror, in its proposal, shall, as a minimum, include the following within a maximum of 10 pages (11-point font size)
6. **Corporation/Organization Information:** Please provide a short overview of the Offeror to a maximum of 1 page that includes the following:
* Offeror overview, including team leads, background, and vision statement;
* A summary of the Offeror’s expertise/experience with providing solutions and services similar in scope and complexity to the proposed Services;
* A summary of customers (large, medium and small clients); and
* Number of years providing solutions and services similar in scope and complexity of the proposed Services.
1. **Technology Information:** The Offeror shall describe the novel technology and its intended impact on the SCI population, the 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. If the technology received Health Canada approval prior to January 1, 2020, please outline the reasons that have impacted its clinical adoption in Canada and why the technology should be considered as an emerging technology that fits the scope of this RFP. The Offeror must also disclose whether proprietary IP is being used in this technology and confirm that they hold sufficient rights.
2. **Clinical Adoption Plan**: The Offeror shall describe their intended plan of activities for the technology to be adopted by specific clinics/clinicians in Canada and include an assessment of generated clinical evidence. The adoption plan should clearly outline a specific clinical target and a draft evaluation framework to measure and track the identified health outcomes, and a return on investment (ROI)/budget impact assessment framework (e.g. functional improvement and its clinical cost savings). It is highly recommended that adoption plans include an explanation on how the expected outcomes of the adoption activities will help scale the adoption of the health technology across Canada and improve access to Canadians.

All proposals not jointly submitted by the clinical site and the Health Technology start-up must include a letter of support from the other project partner.

* + If the applicant is a health technolgy start-up, a Letter of Support from a clinical site with an intention to adopt the technology and implement the evaluation framework must be included as an attachment to the proposal.
	+ Generally, the Letter of Support should include the following: the PI/Clinical lead supporting the adoption of the technology, the intended scope and timeline of the project and the interest of the clinic in procuring the technology following the study. Any in-kind or other support by the clinical site should be included as relevant.
	+ If the applicant is a clinical site (clinician or clinic administrator/owner), a Letter of Support from a health technology start-up to provide device(s) at cost and an intention to develop the return on investment (ROI)/budget impact assessment must be included as an attachment to the proposal.
	+ If the adopting clinician is part of a larger healthcare entity, a letter attesting to the procurement authorization would be required.
1. **Plan to Develop a Return on Investment (ROI)/Budget Impact Analysis**: A summarized plan and budget for the development of a high-level report estimating the potential clinical cost savings through the adoption of the health technology (compared to standard of care) in a realistic clinical setting, with clear assumptions and methodology outlined. A summary plan outlining relevant vendor(s) to assist in developing this assessment may be provided.
2. **Scope of Services:** The Offeror must outline how they plan to support the clinical adoption of their technology, including who is responsible for each activity and how the work will be managed. The plan should show how the technology will be used in a real-world setting and how this work will help make the technology available to Canadians more quickly. All activities should align with the proposed budget (see section f. Price). A health-economic impact analysis plan must also be included, which can be high-level and based on existing evidence with the necessary ethical guidelines.

**The Scope of Services should include:**

* Real-world deployment of health technology
* Details of the technology along with links to relevant publications on clinical outcomes
* Plan for generating clinical or community-based evidence
* Outline of a plan for a health-economic impact analysis showing potential health and cost benefits
* Roles and responsibilities of all key contributors
* Oversight and coordination structure
* Explanation of how the work increases the technology's accessibility and adoption in Canada
* Activities clearly mapped to project milestones and budget.
1. **Price:** Project budgets may range from **$20,000 to $100,000 CAD** (inclusive of applicable taxes) and must be tied to specific milestones and timelines.

Proposals should include a clear budget breakdown with staff billing rates, expected hours, significant expenses, and any matched or in-kind contributions. Only costs directly related to delivering the proposed work and milestones should be included.

The RFP is intended to primarily cover **at-cost technology manufacturing expenses (materials and supplies)** and **health/economic analysis**, with **10–20% of the budget allowed for staffing**. Praxis may negotiate the proposed work plan and budget if needed.

**International costs are not eligible** unless pre-approved. If proposing a non-Canadian expense, applicants must provide a written explanation showing that no suitable Canadian alternative is available. Praxis will only provide payment to Canadian entities through this program.

1. **References:** Provide 2-3 external references to the Offeror (names, contact persons, telephone numbers, and emails). Please include the clinician/clinical lead who will be adopting the technology as one of the references. Praxis may conduct reference checks to assess commitment and feasibility.
2. **Confidentiality.** All staff must ensure the confidentiality of information obtained as a result of their involvement with matters.
3. **Independence.** The Offeror must provide a statement confirming their independence from Praxis.
	1. **5. PROPOSAL EVALUATION**
	2. **a. Submission of Proposals.** The intention of the SCI Adopt program is to support the early adoption of transformative technologies in community care and/or clinical settings to improve health outcomes for people living with SCI. All proposals shall be submitted through our online submission portal at <https://questionnaire.simplesurvey.com/f/s/Praxis_SCI_Adopt_RFP>.
	3. **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 evaluation rubric, with proposals prioritized for joint proposals and health technologies that have received regulatory approval, or equivalent in the last four years (since Jan 1, 2021):

|  |  |  |
| --- | --- | --- |
| **Evaluation Criteria** | **Description** | **Weight (%)** |
| Impact on Individuals with SCI | Degree to which the technology improves health outcomes for people with SCI. Evidence of clinical validation, feasibility, and user engagement metrics. | 25% |
| Clinical Adoption Plan Impact & Feasibility | Strong plan for clinical deployment. Accurate and reasonable budget and alignment to project milestones, timelines, and impact potential. | 30% |
| Health Technology Scalability & Accessibility | Commercial potential to scale adoption of the health technology to significant number of people living with SCI in Canada. Realistic return on investment methodology for clinical adoption. | 25% |
| Cost Effectiveness & Alignment | Accurate and reasonable budget alignment to project milestones, timelines, and direct project impact. | 20% |