

**Jefferson – Israel R&D Program Call for Proposals**

**The Israel Innovation Authority and Thomas Jefferson University, d/b/a Jefferson Health (Jefferson) recently signed a Memorandum of Understanding to Co-operate in the Field of Technological Innovation and invite interested companies to submit applications to refine and validate their healthcare related technology solutions.**

**Jefferson is an academic medical center which owns a large health care system throughout Eastern Pennsylvania and parts of New Jersey. In addition to its traditional academic and clinical operations, Jefferson provides innovation related expertise to companies to help advance clinical care and hospital operations. The Israel Innovation Authority provides resources to aid technology advancement for Israeli companies. Jefferson and the Israel Innovation Authority are seeking to advance healthcare by helping Israeli firms get the evidence and assistance they need to enter and be successful in the United States health care market.**

**Deadline for Request for Proposal Submission:**

March 28, 2019 on attached Expression of Interest form

**Focus on:** Health Technologies

**Overview**

* The goal of a project is to co-develop, test, and pilot impactful technologies, products, services and devices within Jefferson, which are then translated to other sites and settings across the United States, and beyond
* Create a real-world living laboratory for external partners, to improve an existing process, or to apply a new process to health care for the first time
* Seek to derive value and impact at four key levels, i.e.
  + Patient care – through high quality and safe care, and better patient experience
  + Revenue generation – increased revenue and/or decreased cost
  + Reputation – be one of the key organizations to drive forward health care innovation
  + Philanthropy – engage potential partners to generate new channels for advancement

Successful applicant companies from Israel will receive funding directly from the Israel Innovation Authority according to its regulations and procedures. Jefferson will provide in kind services, expertise and/or use of facilities. In exchange for such services, expertise and/or use of facilities, Jefferson will be compensated by equity in the successful applicant and/or a revenue share of the products or services that are the subject of the project. .

**Request for Proposals Focus**

This RFP process will stimulate generation and development of new or significantly improved product or process for commercialization in global markets. This RFP solicits proposals with a focus on Health technologies.

**The Opportunity**

* JH and the Israel Innovation Authority have a **mutual interest** to source, develop, deploy and commercialize innovative technologies, products, services and devices, within the health care sector

**Funding Eligibility in Israel**

R&D performing companies registered and operating in Israel.   The Israel Innovation Authority will support up to 50% of the approved Pilot Expenses budget according to its funding rules.

**Expenses supported by the Israel Innovation Authority** **within the framework of these projects:**

* **Upgrade and/or production modification**
* **Travel abroad – based of rules for cooperative projects**
* **Regulatory conformation**
* **Establishment of beta-site**
* **Portion of work by Israeli sub-contractors**
* **Portion of work by foreign sub-contractors**
* **Portion of production permitted abroad –based on royalty regulations**
* **Utility Patent**

**Expenses not supported by the Israel Innovation Authority:**

* **Marketing**
* **Distribution**
* **Consultants and/or business development in target countries**

**JH provides in-kind project resources as follows:**

* internal champion to **co-develop** and identify the parameters of the product/technology and potential use cases
* **test and validate** the product given pre-identified parameters
* **deploy**, roll-out and operationalize the product internally
* assistance to co-**commercialize** the product, through introductions to partner health systems and entities
* **opportunity to interact with other companies and VC as appropriate**
* **Revenue** management will be underpinned by the collaboration agreement, in consultation between Jefferson and the company

**Potential Outputs**

* Create a **seamless process** for Israeli companies to test their technologies, products, services and devices in a living laboratory of a top 20 US health care system
* **Access to Jefferson clinical, service line, administrative and leadership staff**, across a variety of care settings, i.e. inpatient, outpatient, ambulatory, urgent care, rehabilitation, and community
* Opportunity to **generate peer-reviewed scientific data** to validate effectiveness of the product
* Alignment with **regulatory and commercial aspects** of the US health care marketplace
* **Commercialization potential** to JH health system partners
* Introductions and **engagement with other health care entities**, e.g. companies, investors, insurance providers
* Build **partnerships** between Israeli companies and a top 20 US health care system
* Drive forward Israeli innovation into the US healthcare market
* Enhance **intellectual capital of Israeli technologies**, products, services and devices
* Increase **economic growth and productivity** of Israeli companies, toward the Israeli economy
* **Minimal capital investment** from Israeli company or the Israel Innovation Authority
* Agreement structured to **maximize early impact and deliver sustained growth**
* Ongoing refinement and validation of Israeli company technology beyond commercialization

**Process and Timeline**

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| Program announcement | January 25, 2019 |
| Applicants submit Expression of Interest | March 28, 2019 by 5 pm EST |
| Israel Innovation Authority and Jefferson invite shortlisted applicants to submit application | May 20, 2019 |
| Shortlisted applicants submit full online application to the Israel Innovation Authority and program outline and budget in English to  Jefferson | September 3, 2019 by 5 pm EST |
| Israel Innovation Authority and Jefferson notifies selected applicants of Approval | December 12, 2019 |
| Sign agreements (est.) | December 31, 2019 |
| Project start (est.) | January, 2020 |

**Contacts**

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Attached: Expression of Interest form