



Mayo Clinic – Israel Innovation Authority Pilot Program

Call for Proposals

The *Israel Innovation Authority* (IIA) and *Mayo Clinic* invite interested Israeli companies to submit applications to pilot healthcare-related technology solutions with Mayo Clinic.

Mayo Clinic and the IIA are seeking to advance healthcare by helping Israeli companies get the evidence and assistance they need to improve their development and to enter and be successful in the United States' health care market.

Mayo Clinic would serve as a real-world living laboratory for the Israeli companies, where its clinical and research experts would work with Israeli startups to test and improve existing processes, services, or products; or to apply a new process to health care for the first time.

The goal of this collaboration is to accelerate the availability of medical innovations to the public, introduce Israeli health care technology to the U.S., and advance the development and deployment of discoveries for the benefit of patients everywhere.

The **IIA** provides resources to aid technology advancement for Israeli companies.

Mayo Clinic is ranked as No. 1 hospital overall and top-ranked in twelve specialties by the U.S. News & World Report. With world-class experts working together across specialties, Mayo Clinic gives patients the unparalleled care they deserve.

The health themes of interest to Mayo Clinic include new medical devices, software and digital solutions for diagnostics and therapy. Mayo Clinic is interested in projects in which it can add value to the company.

Deadline for Expression of Interest (EOI) form submissions: 02/07/2020

Supported activities may include: piloting, testing (of different kinds; including in real-world conditions), validation, trials, performance verification, device iteration, product and interface customization, pre-pilot activities, R&D activities needed for the pilot, optimizing the clinical use of a given



technology/product, identifying the parameters of the product/technology and potential use cases, optimizing user interfaces, etc.

What support do the IIA and Mayo Clinic offer?

Successful Israeli applicant companies will receive funding from the IIA and in-kind services from MC.

The IIA can support R&D performing companies, registered and operating in Israel, with a grant of up to 50% of the approved Pilot Expenses Budget, according to its regulations and procedures.

When a project eventually results in sales of a product, service, or process, the financial support must be repaid in royalties to the *Israel Innovation Authority* according to its regulations. In general, royalties are paid at rates beginning at 3% of sales, depending on various criteria. Royalties are payable until 100% of the amount of the grant has been repaid with interest as provided in the applicable regulations. If the project does not result in sales, no repayment is required.

Mayo Clinic will provide in-kind services, expertise, and/or use of facilities. Examples for such in-kind support can include:

- Usage of unique facilities for beta-sites operations;
- Usage of internal services, expertise, knowledge, or equipment;
- Access to unique data, datasets, engines, devices, skills;
- Possibility to recruit patients, experimenters, tools, etc.;
- Experts' and consultants' time to guide, co-develop and, identify the parameters of the product/technology for testing or potential use cases;
- Assistance in co-commercializing the product; for example, through joint work with relevant local business partners (companies, investors, distributors, etc.) that are part of the Mayo Clinic network.

Mayo Clinic would fund its in-kind assistance for the project and make it accessible through an applicable agreement with the selected Israeli companies. If according to the arrangement the Israeli company needs to pay MC, this cost could not be funded by the IIA.

An appropriate agreement between successful applicant companies and Mayo Clinic will need to be signed before project initiation.



Process and Timeline

Program launch	10/05/2020
Applicants submit Expression of Interest (EOI) form	02/07/2020
IIA and Mayo Clinic invite shortlisted applicants to submit a full application	23/08/2020
Shortlisted applicants submit a full online application to the IIA and program outline and budget in English to Mayo Clinic	13/09/2020
IIA and Mayo notify selected applicants of approval	~ December 2020
Agreement signing and submission to the IIA	~ January 2021
Project launching	~ February 2021

Contacts

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Attached: Expression of Interest (EOI) form