

Jefferson – Israel Pilot Program Call for Proposals

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

Jefferson and the IIA are seeking to advance healthcare by helping Israeli companies get the evidence and assistance they need to fine-tune their development and to enter and be successful in the United States' healthcare market.

Jefferson would serve as a real-world living laboratory for the Israeli companies to test and improve an existing process, service, or product; 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 healthcare 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.

Jefferson is a large academic healthcare system that spans over Eastern Pennsylvania and Southern 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 IIA and Jefferson recently concluded a successful pilot program selecting four Israeli startup companies to receive grants to develop their innovative products at the Jefferson Health ecosystem. Jefferson is excited to share their experience and templates developed to assure future productive collaboration with the new selected applicants under this Call for Proposals.

The following Jefferson strategic innovation assets and capabilities serve as a “sandbox” environment for emerging innovative digital health solutions and can among other things serve as a resource for Israeli companies:

- Vicki and Jack Farber Institute for Neuroscience
- Sidney Kimmel Cancer Center
- National Academic Center for Telehealth – Thomas Jefferson University
- Center for Digital Health & Data Science – Thomas Jefferson University

- Institute for Smart and Healthy Cities
- Wills Eye Institute

The health themes of interest to Jefferson include:

1. Mobile health
2. Hospital at home
3. Healthcare with no address
4. Mobility solutions
5. Health information technology
6. Wearable devices
7. Clinical decision support
8. Telehealth
9. Digital Prevention, Diagnosis, Treatment, Rehabilitation
10. Team management
11. Materials

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 Jefferson offer?

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

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.

Jefferson 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;
- Access to real-field-conditions for the tested innovation;
- Usage of internal services, expertise, knowledge, or equipment;
- Access to unique data, datasets, engines, devices, skills;
- Possibility to recruit patients, experimenters, tools, etc. from the foreign entity;
- Experts' and consultants' time to guide, co-develop and, identify the parameters of the product/technology for testing or potential use cases;
- Regulatory and legal guidance to ensure full compliance;
- 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 foreign Jefferson's network.

Jefferson 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 Jefferson, this cost could not be funded by the IIA.

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

Process and Timeline

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| Program launch | 10/05/2020 |
| Applicants submit Expression of Interest (EOI) form | 02/07/2020 |
| IIA and Jefferson 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 Jefferson | 22/09/2020 |
| IIA and Jefferson 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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Israel Innovation Authority

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Attached: Expression of Interest (EOI) form