WASHINGTON Global Health Fund

REQUEST FOR PROPOSALS

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Section 1. Introduction

The Washington Global Health Fund (WGHF) was created in the 2010 special session of the State of Washington's 61st Legislature effective July 13, 2010. With this legislation, the Washington State Legislature entrusts WGHF with the administration of this new program and provides funding to:

> "…stimulate the state's economy and foster job creation in the emerging field of global health while improving the health of the people in Washington state and the world. The purpose of this act is to create a funding mechanism and a grant program to ensure that Washington remains competitive in global health innovation and to guarantee that the development, manufacture, and delivery of global health products will become an even more dynamic part of the state's economy." (Second Substitute Senate Bill 6675)

The program is a 501(c)(6) nonprofit organization whose board of directors is appointed by the governor. The board of WGHF is charged with establishing eligibility criteria for grants and adopting policies and procedures for review and award of grants.

For the purpose of this application, "global health" is defined as improving the health of the most vulnerable and underserved people in the world.

WGHF

Section 2. Eligible applicants and projects

Eligible recipients of the WGHF funds are nonprofit organizations, private-sector companies, and public research institutions engaged in development, production, promotion, and/or delivery of global health technologies and products. Projects can be, but are not limited to, global health technology development (drugs, devices, and diagnostics), mobile technology applications, agricultural technologies with global health applications, and technologies or programs to address trauma or chronic disease burdens. **Basic research projects are not eligible for funding.** Public-private partnerships are eligible. Indirect costs must not exceed 12% of the budget.

Applicants will be judged on the following criteria:

- The ability of the proposed project to catalyze the commercialization and/or manufacturing of global health technologies and products. It is preferred that any required regulatory approvals have been secured prior to submitting an application.
- The potential for the project to improve global health.
- The potential for the project to leverage additional public or private funding and/or revenue sharing in the development, design, or distribution of global health technologies and products.
  The ability of the project to generate jobs in Washington state as quickly as possible.

Section 3. Application process and awards

This Request for Proposals (RFP) is being issued on October 5, 2011, with responses due on November 2, 2011. Grantees will be notified by November 30, 2011, if they are selected to receive a grant award.

RFPs will be evaluated by a review panel consisting of WGHF board members, in consultation with the WGHF Advisory Committee and other consultants as needed.

Even if a project is awarded funds, WGHF reserves the right to withdraw funds and reallocate them to another project if a project has not met milestones, including readiness to proceed with the agreement by December 2011.

Grant awards will range from $50,000-$100,000 and WGHF will award up to $225,000 in this round of grants. WGHF will negotiate funding levels and agreement-specific terms on a case-by-case basis and may make an offer of funding that is lower than the requested amount. Additional grants may be awarded as funding becomes available.

Section 4. Proposal organization and requirements

WGHF requests each applicant submit a proposal indicating an interest in applying for grant awards that support the commercialization and/or manufacture of global health technologies in Washington state. The proposal must not exceed three typed, single-spaced pages with a minimum font size of 11-point type. The budget and milestones may be submitted as separate documents to the three page proposal.

	In order to be invited for further consideration, proposals must be organized in the following order and must address every topic listed below:	
1.	**Applicant information** If applying as a partnership, please identify the following for the primary applicant and all members of the group (PI information must be part of the three page limit other team members information can be included in an appendix): • Legal name. • Tax ID number. • Type of organization (Washington public institution of higher education, municipality, etc.). • Primary contact name, title, phone number, email address, and mailing address.
2.	**Global health experience** Describe the applicant's track record in development, distribution, or commercialization of global health technologies. If the applicant is new to this industry, address the applicant's capacity and strategy to implement this type of project and any past experience relevant to the WGHF or an explanation of how the necessary experience will be acquired. If the applicant is working in partnership with other entities (eligible or non-eligible recipients), describe the circumstances and how this alliance will contribute to the success of the project.
3.	**Project overview** Description must include: • The project title. • A description of the technology or product the project will create. Include a brief overview of the technology/product and the applicant's plan for implementation, including the role of partners. Include specific, measurable steps that will be taken to achieve the projected outcomes. • The number of jobs the applicant anticipates creating with the funding requested for this grant. If other funding has been secured, list the number of jobs created by that funding, as well. Please indicate the type of expertise and facility required for these positions. • The global health issue this product will address and its anticipated impact. • Any other relevant information demonstrating the project's unique qualities. For example: level of innovation, creative solution to a problem, collaboration with other partners, leveraging of other funds, or best use of resources.
4.	**Project outcomes** Describe expected outcomes of this project and how those outcomes will be measured. When describing outcomes, include expectations for short-term (within the first year), mid-term (within three years), and long-term (within five years) outcomes. Explain how these outcomes were developed and how they will be measured. Include the following points: • The number of direct jobs this project will create. • The number of product units this funding and any other funds currently secured for

	this project will produce. • The projected price per unit at scale. • A description of potential partnerships and how they will be leveraged. • If infrastructure creation will be required, a description of the type and length of employment for temporary employees. • Project milestones.
5.	**Project financing** Include: • The WGHF funding requested. • A project budget* (can be submitted as an attachment). • The potential for in-kind and direct resource funding. • Other funding sources. • The total estimated project cost. • Funding sources secured to date.
6.	**Signature block** Proposals will not be accepted for review if they do not include an **original signature**. Include a signature block at the end of the proposal containing the printed name, title, date, and original signature of the individual authorized to sign legal documents for the applying organization. This person does not need to be the same individual listed as the primary contact for the proposal.

* Indirect costs cannot exceed 12%

Section 5. How and when to submit

Organizations interested in applying for the WGHF must submit a proposal that follows the outline, criteria, and instructions listed in Section 4 (Proposal organization and requirements). Proposals will only be accepted if emailed, postmarked, or hand-delivered to the WGHF and WGHA office by **5 p.m. PST on Wednesday, November 2, 2011.** Proposals may be submitted in one of the following ways:

1. Email the proposal in Microsoft Word format to info@wghfund.org, then mail a hard copy with an **original signature** to: Washington Global Health Fund, PO Box 9705, Seattle, WA 98109. The hard copy must be postmarked **on or before 5 p.m. PST on Wednesday, November 2, 2011.**

2. Hand-deliver a hard copy of the proposal with the **original signature** to Vajra Allan at the Washington Global Health Fund located on the second floor of the PATH building, 2201 Westlake Ave., Suite 200, Seattle, WA 98121.

An application is not complete until WGHF receives a hard copy with original signature, postmarked or hand delivered, by **5 p.m. PST on November 2, 2011**.

Section 6. Criteria and the award process

Timeline	Process steps and criteria
Proposals due	**A. Threshold review**

November 2, 2011, by 5 p.m. PST.	All submitted proposals will be reviewed by WGHF staff to ensure they meet the following eligibility requirements: • Were submitted by the posted deadline. Proposals that are not postmarked or received by November 2, 2011, at 5 p.m. PST will not be considered. • Are authentic (only original signed documents will be considered). • Clearly demonstrate how the project will support the commercialization and /or manufacture of global health technologies in Washington state. • Include all required information as listed under Section 4 (Proposal organization and requirements).
Grantees selected November 3- November 26, 2011	**B. Proposal evaluation** Proposals passing the threshold will be evaluated by a review panel consisting of WGHF board members and other experts in the global health field. Proposals will be evaluated by: • What the project plans to do. • The number of jobs created by this project (including grant funding requested in the proposal and any additional funds secured for this phase of the project). • The number of jobs that would be created with a successful product at mature market. • What the project will accomplish and how these goals will be achieved. • Whether proposed collaboration, if any, adds to the value of the project. • Whether there is a global health application for the product • The projected price of the product at a mature market scale of production • The applicant's global health track record and/or capacity to implement the project successfully. • How the projected outcomes balance with the project cost. • Use of leverage (could include matching funds, partnerships, or use of resources). • Measurable outcomes in years 1, 3, and 5 after project implementation.

Grantees notified November 30, 2011	**C. Project awards** WGHF members on the review panel will present recommendations for funding at the November 18, 2011, WGHF meeting. The WGHF board of directors will make the final award decisions. Once applicants are notified, they will be invited to enter into an agreement with WGHF. Once agreements are in place, awards will be granted.

Section 7. Questions and clarifications

More information can be found at www.wghfund.org. For further questions or clarification, please contact info@wghfund.org. All questions and answers will be compiled and added to a "frequently asked questions" document posted at www.wghfund.org.