

# GLOBAL HEALTH TECHNOLOGIES COMPETITIVENESS PROGRAM

## REQUEST FOR PROPOSALS

### Table of contents

Section 1.	Introduction
Section 2.	Eligible applicants and projects
Section 3.	Application process and awards
Section 4.	Proposal organization and requirements
Section 5.	How and when to submit
Section 6.	Selection criteria and the award process
Section 7.	Questions and clarifications

### Section 1. Introduction

The Global Health Technologies Competitiveness Program (GHTCP) was created in the 2010 special session of the State of Washington's 61<sup>st</sup> Legislature effective July 13, 2010.

Second Substitute Senate Bill 6675 creates the Washington GHTCP, amends RCW 43.79A.040, and adds a new chapter to Title 43 RCW. With this legislation, the Washington State Legislature entrusts the GHTCP with the administration of this new program and provides \$1 million 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 program is administered by the Washington Global Health Alliance. The board of the GHTCP is charged with establishing eligibility criteria for grants and adopting policies and procedures for review and award.

## Section 2. Eligible applicants and projects

Eligible recipients of the GHTCP 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.

Applicants will be judged on the following criteria:

- The ability of the proposed project to catalyze the development, design, or distribution of global health technologies and products.
- 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 November 10, 2010, with responses due on November 30, 2010. First-round grantees will be notified by December 14, 2010, if they are selected to enter into a project agreement with GHTCP.

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

GHTCP expects that agreements for selected projects will be executed by February 2011. **Even if a project is awarded funds, GHTCP 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 February 2011.**

First-round awards may be up to \$300,000. GHTCP 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.

**Section 4. Proposal organization and requirements**

GHTCP 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.

<p><b>In order to be invited for further consideration, proposals must be organized in the following order and must address every topic listed below:</b></p>	
1.	<p><b>Applicant information</b>                  If applying as a partnership, please identify the primary applicant and include the following information for all members of the group:</p> <ul style="list-style-type: none"> <li>• Legal name.</li> <li>• Tax ID number.</li> <li>• Type of organization (Washington public institution of higher education, municipality, etc.).</li> <li>• Primary contact name, title, phone number, email address, and mailing address.</li> </ul>
2.	<p><b>Global health experience</b>                  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 GHTCP or an explanation of how the necessary experience will be acquired.</p> <p>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.</p>
3.	<p><b>Project overview</b>                  Description must include:</p> <ul style="list-style-type: none"> <li>• The project title.</li> <li>• 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.</li> <li>• The number of jobs the applicant anticipates creating under the project and the type of expertise and facility required for these positions.</li> <li>• The global health issue this product will address and its anticipated impact.</li> <li>• 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.</li> </ul>

4.	<p><b>Project outcomes</b></p> <p>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:</p> <ul style="list-style-type: none"> <li>• The number of direct jobs this project will create.</li> <li>• The number of product units this program will produce.</li> <li>• A description of potential partnerships and how they will be leveraged.</li> <li>• If infrastructure creation will be required, a description of the type and length of employment for temporary employees.</li> <li>• Project milestones.</li> </ul>
5.	<p><b>Project financing</b></p> <p>Include:</p> <ul style="list-style-type: none"> <li>• The GHTCP funding requested.</li> <li>• A project budget (can be submitted as an attachment).</li> <li>• The potential for in-kind and direct resource funding.</li> <li>• Other funding sources.</li> <li>• The total estimated project cost.</li> <li>• Funding sources to date.</li> </ul>
6.	<p><b>Signature block</b></p> <p>Proposals will not be accepted for review if they do not include an <b>original signature</b>. 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.</p>

## Section 5. How and when to submit

Organizations interested in applying for the GHTCP 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 GHTCP and WGHA office by **5 p.m. PST on Tuesday, November 30, 2010**. Proposals may be submitted in one of the following ways:

1. Email the proposal in Microsoft Word format to [GHTCP@wghalliance.org](mailto:GHTCP@wghalliance.org), then mail a hard copy with an **original signature** to: GHTCP, c/o Washington Global Health Alliance, PO Box 900922, Seattle, WA 98109. The hard copy must be postmarked **on or before 5 p.m. PST on Tuesday, November 30, 2010**.
2. Mail a hard copy of the proposal with the **original signature** to: GHTCP, c/o Washington Global Health Alliance, PO Box 900922, Seattle, WA 98109.
3. Hand-deliver a hard copy of the proposal with the **original signature** to the GHTCP office at the Washington Global Health Alliance, located on the second floor of the PATH building, 2201 Westlake Ave., Suite 200, Seattle, WA 98121.

An application is not complete until GHTCP receives a hard copy with original signature, postmarked or hand delivered, by **5 p.m. PST on November 30, 2010**.

Section 6. Criteria and the award process

Timeline	Process steps and criteria
<p style="text-align: center;"><b>Proposals due November 30, 2010, by 5 p.m. PST.</b></p>	<p><b>A. Threshold review</b> All submitted proposals will be reviewed by GHTCP staff to ensure they meet the following eligibility requirements:</p> <ul style="list-style-type: none"> <li>• Were submitted by the posted deadline. Proposals that are not postmarked or received by November 30, 2010, at 5 p.m. PST will not be considered.</li> <li>• Are authentic (only original signed documents will be considered).</li> <li>• Clearly demonstrate how the project will support the development and commercialization of global health technologies in Washington state.</li> <li>• Include all required information as listed under Section 4 (Proposal organization and requirements).</li> </ul>
<p><b>Grantees selected December 14, 2010</b></p>	<p><b>B. Proposal evaluation</b> Proposals passing the threshold will be evaluated by a review panel consisting of GHTCP board members and other experts in the global health field.</p> <p>Proposals will be evaluated by:</p> <ul style="list-style-type: none"> <li>• What the project plans to do.</li> <li>• The number of jobs created.</li> <li>• What the project will accomplish and how these goals will be achieved.</li> <li>• Whether proposed collaboration, if any, adds to the value of the project.</li> <li>• The applicant’s global health track record and/or capacity to implement the project successfully.</li> <li>• How the projected outcomes balance with the project cost.</li> <li>• Use of leverage (could include matching funds, partnerships, or use of resources).</li> <li>• Measurable outcomes in years 1, 3, and 5 after project implementation.</li> </ul>

<p style="text-align: center;"><b>Grantees notified December 14, 2010.</b></p>	<p><b>C. Project awards</b> GHTCP members on the review panel will present recommendations for funding at the December 10, 2010, GHTCP meeting. GHTCP will make the final award decisions. Once applicants are notified, they will be invited to enter into an agreement with GHTCP. Once agreements are in place, awards will be granted.</p>
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## Section 7. Questions and clarifications

More information can be found at [www.wghalliance.org/content/global-health-technologies-competitiveness-board](http://www.wghalliance.org/content/global-health-technologies-competitiveness-board).

For further questions or clarification, please contact [ghtcp@wghalliance.org](mailto:ghtcp@wghalliance.org). All questions and answers will be compiled and added to a “frequently asked questions” document posted at [www.wghalliance.org/content/RFP](http://www.wghalliance.org/content/RFP).