

CONVERGENT MEDICAL TECHNOLOGIES PROGRAM

PROGRAM GUIDELINES

OVERVIEW

Under the Ontario Israel Memorandum of Understanding, the governments of Ontario and Israel have committed to strengthen and promote industrial and technological research and development partnerships and to support joint research and development projects.

Supported by the Memorandum of Understanding between Ontario and Israel, htx.ca - The Health Technology Exchange (HTX), the Ontario Centres of Excellence Inc. (OCE Inc.) and the Canada-Israel Industrial Research & Development Foundation (CIIRDF) are collaborating with the Office of the Chief Scientist in Israel to deliver the **Convergent Medical Technologies Program (the “PROGRAM”)** providing the opportunity for funding support of up to 50% of the cost of a joint R&D effort, provided it meets high standards of technological/scientific quality and commercial promise. At least 50% of the total project costs must be borne by the applicants.

The **PROGRAM** jointly funded and delivered by HTX, OCE Inc. and CIIRDF and the Office of the Chief Scientist in Israel directly invests in the growth of Ontario and Israeli companies respectively that are in the convergent medical technology sector. The convergence of medical and assistive technologies and information and communications technologies will revolutionize risk assessment, diagnosis and treatment. The **PROGRAM** offers a significant advantage to companies that see research and development (R&D) as a key part of their growth strategy and allows these companies to undertake collaborative projects beyond the scope of their current R&D capability for the development of innovative, leading edge health technologies for the global market.

The objective of the **PROGRAM** is to drive advances in healthcare and healthcare delivery systems with increased efficiency and effectiveness.

FINANCIAL SUPPORT

The **PROGRAM** will fund joint R&D projects typically of 24 months in duration that are undertaken by a company in Ontario in collaboration with a company in Israel. Collaborative projects involving academic research organizations and institutions in Ontario and Israel are encouraged.

The PROGRAM may contribute up to 50% of total eligible project expenditures. It is expected that project funding by the PROGRAM will typically be fully justified in the range of \$300K-\$500KCAD. Ontario companies must fund at least 50% of Ontario eligible expenditures and Israeli companies must fund at least 50% of Israeli eligible expenditures. Please note the government of Canada stacking limit applies to all Canadian applicants. Total Government Assistance (federal, provincial and municipal) limit for the same eligible expenditures is 75%.

PROGRAM funding to the companies is repayable from gross sales derived from the sale or other commercial exploitation of the product or process innovation resulting from the Project.

Please note that funds for the **PROGRAM** are limited.

Applicants must demonstrate the capacity to manage, conduct and benefit from the proposed research. Proposals are expected to include clearly identified commercial goals and commercialization strategies. The parties should agree in advance on the IP rights and commercialization strategy of the product or service.

Expressions of Interest (EOI) are invited from companies for collaborative R&D projects. Companies submitting an EOI that meet the **PROGRAM's** criteria will be contacted and asked to submit a full application. The **PROGRAM** staff will help guide this process.

ELIGIBILITY

Companies from Ontario in collaboration with companies from Israel for R&D projects in the convergent medical technologies sector. Collaborative projects involving academia are encouraged.

The **PROGRAM** will facilitate partnership identification for companies interested in participating in the **PROGRAM** that have not identified a counterpart partner in Ontario or Israel. **To initiate partnership facilitation, the Partner Search Form set out in Appendix A must be completed and submitted to both Jennifer Woods, HTX jwoods@htx.ca and Les Abelson, CIIRDF lesabelson@ciirdf.ca.** Identification of a partner may result in delay beyond the timelines of this Call for Proposal. Where such a delay is incurred, companies will be eligible to participate in subsequent Calls for Proposals.

APPLICATION PROCESS (PHASE 1 & PHASE 2)

Applying for the R&D **PROGRAM** involves two phases:

Phase 1: Expression of Interest (EOI)

Phase 2: Full Application (upon invitation)

PHASE 1: EXPRESSION OF INTEREST

Expressions of Interest (EOI) will be used to screen for:

- eligibility criteria and conditions
- direct relevance to objectives of the **PROGRAM**
- commercialization potential of the proposed work.

The EOI Internal Review Committee reviews all proposals. Following this review, the Review Committee will make a common decision regarding which EOIs will be rejected, accepted or returned for clarification and/or modification before a final accept/reject decision can be made. Applicants of accepted EOIs will be asked to submit full proposals for Phase II.

PHASE 1: EOI INSTRUCTIONS

The application process includes electronic submission of the EOI template followed by an original signed EOI in the mail to both Jennifer Woods, HTX jwoods@htx.ca and Les Abelson, CIIRDF lesabelson@ciirdf.ca. **Incomplete EOIs will not be reviewed.**

PHASE 2: FULL PROPOSAL

This second phase applies only to applicants who have been invited to submit full applications through the adjudication process in Phase 1. (see Full Proposal Guidelines Information Handbook for submission)

EVALUATION AND SELECTION PROCESS

All proposals will be evaluated against three fundamental criteria:

- The scientific merits of the project and the degree of innovation inherent in the product or service being developed.
- The business opportunity of the proposed project and its capacity for commercial success in the near future.
- Capacity of the participants to manage and conduct the project, including commercialization thus leading to clear benefits to both Ontario and Israel.

Incomplete and/or late applications will not be reviewed.

All valid proposals will go through an independent external review process both in Ontario and in Israel. Review committees consisting of independent experts in each of Ontario and Israel will evaluate the proposals. Meetings with applicants will be arranged. Based on the results of these evaluations, HTX, OCE and CIIRDF and the Office of the Chief Scientist in Israel will make a common decision regarding the successful proposals.

TIMELINES AND REQUIRED DELIVERABLES

The deadline for receipt of EOIs is Friday, January 25, 2008, It is anticipated that the EOI applicants will be notified of the decision of eligibility to proceed to a Full Proposal by February 18, 2008. Full Proposals will be required by March 31, 2008. It is anticipated that notification of the decisions regarding successful Proposals will be made by June 16, 2008.

REPORTING REQUIREMENTS

Funding recipients are required to submit:

Formal Reports

During the Project: Technical and Fiscal Reports must be submitted to and approved by the **PROGRAM**. Technical and Fiscal Reports are to be submitted pursuant to periods to be determined. The transfer of interim and final grant payments are conditional upon the receipt and approval by the **PROGRAM** of the Fiscal and Technical Reports.

Final Technical and Fiscal Reports are to be submitted within 60 days following the completion date of the project. Commercialization is reported on a bi-annual calendar basis, for the periods of January to June and July to December, commencing from the

completion date of the project. Reports are due within three months following the end of each of these bi-annual periods.

Please follow the format and include all requested information. For your convenience, all Templates will be available for download in Word format.

PROJECT MANAGEMENT

The lead Ontario applicant companies for the successful projects will sign a project funding agreement with HTX, OCE and CIIRDF and the lead Israeli applicant companies for the successful projects will sign a funding agreement with the Office of the Chief Scientist in Israel. The project funding agreement will detail the project plan, budget and the project management including reporting requirements, to be followed by all project participants.

APPLICATION PROCESS AND CONTACT DETAILS

Applicants should contact the **PROGRAM** to discuss their proposed project and obtain the relevant forms.

ONTARIO

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www.ciirdf.ca

ABOUT THE PARTNERS

CIIRDF

CIIRDF was established in 1994 to promote collaborative bilateral research and development initiatives and has a demonstrated successful track record in facilitating research and development partnerships between Canadian and Israeli companies. For more information, please visit the website at www.ciirdf.ca

HTX

htx.ca – The Health Technology Exchange (HTX), is a not-for-profit organization whose mission is to support and accelerate the growth of a dynamic, prosperous MAT sector in the province of Ontario. HTX has a mandate to support research and development and commercialization of medical and assistive technologies emerging out of Ontario's public research institutions. Financial support derives from the Ontario Ministry of Research and Innovation. For more information, please visit the website at www.htx.ca

OCE Inc.

OCE Inc. supports commercialization of research and the development of the next generation of talent in a range of key market sectors, including communications and information technology, earth and environmental technologies, energy, materials and manufacturing and photonics. Established in 1987, OCE is a not-for-profit corporation that delivers its Research, Commercialization and Talent programs through the financial support of the Ontario Ministry of Research and Innovation. For more information, please visit the website at www.oce-ontario.org

OFFICE OF CHIEF SCIENTIST

The Office of the Chief Scientist (OCS) within the Ministry of Industry, Trade and Labor is responsible for executing the government policy relating to industrial R&D support. The OCS objectives are to support industrial R&D, encourage entrepreneurs in high-tech start-up companies, leverage Israel's highly capable scientific and technological labor force, facilitate the academic industrial interface for the transfer scientific know-how and technology and in general to stimulate cooperation in state of the art R&D at national and international levels. For more information, please visit the website at www.moit.gov.il

APPENDIX A

The PROGRAM will facilitate partnership identification for companies interested in participating in the PROGRAM that have not identified a counterpart partner in Ontario or Israel. To initiate partnership facilitation, this Partner Search Form must be completed and submitted to both Jennifer Woods, HTX jwoods@htx.ca and Les Abelson, CIIRDF lesabelson@ciirdf.ca.

Partner Search Form

Date of Request:	
Company name	
Contact person and title:	
E-mail:	
Phone number:	
Mobile number:	
Website:	

SECTION 1: Proposed Technology Partnership Project

- Proposal Name
- Technology Sector(s)
- Subject of Proposal
- Strategic Objective(S)
- Key Project Components
- Keywords
- Work to be carried out by the partner

SECTION 2: Profile of Partner Sought

- Profile of ideal technology partner
- Core technological competencies and expertise
- Other essential qualifications (e.g. ownership, track record)

SECTION 3: Information on Your Company

- Business sector
- Company mission or core functions
- Date of establishment
- Ownership (if public and traded, add stock exchange and ticker symbol)
- Parent organizations, if applicable
- Annual revenue for the last fiscal year
- Total number of employees
- Number of employees in R&D
- Key products sold or services provided
- Geographic markets and key clients
- Company core technical competences
- Key R&D programs and activities
- Examples of accomplishments
- Company strategic orientation

R&D Projects Application/Review Process

