

REACH Program Frequently Asked Questions (FAQs)

- 1. What is the REACH expectation about a “priority system challenge?”**
 - Publicly funded healthcare organizations are required to develop a Problem Statement to define the priority system challenge they need to address through this procurement process. The identification and procurement of innovative technology products and services by the health care sector should have the potential to improve the quality of patient care and create long-term value for money.
- 2. Can more than one healthcare “priority system challenge” be identified in the application?**
 - It is recommended that only one priority system challenge be addressed through a single project.
- 3. What activities are eligible to be supported with the funding?**
 - Design, develop, and administer a public sector innovation-based procurement process. These activities can include, staff training, procurement document development and review, facilitation of vendor information sessions, development of agreements and contracts, and knowledge dissemination.
 - Engagement of public sector innovation experts and professional services, to assist with the selection of the most appropriate method and to advise the project team through the various stages of their process.
 - Funding must be used to utilize innovation-based procurement methodologies to more effectively identify and procure innovative health care technology products and services.
- 4. What activities are not eligible to be supported with the funding?**
 - Actual purchase transaction.
 - Technology demonstration.
- 5. How does the program align with the BPS Directive?**
 - The REACH program is implemented to support Ontario health care provider organizations to use innovation procurement models/processes to identify and procure innovative solutions to meet their high-priority need.
 - The early market engagement strategies and innovation procurement models featured in the program are based on experiences of public organizations in other jurisdictions and represent some approaches to innovation procurement involving competitive selection of suppliers.
 - Similar to any other public procurement, innovation procurement processes must be conducted in accordance with the laws of Canada, BPS Procurement Directive and any other applicable trade agreements. When carefully designed and planned, these strategies and models can be implemented in compliance with the BPS Procurement Directive.
 - Procuring organizations should always seek legal advice on their procurement processes to ensure that they meet the legal obligations of the BPS Procurement Directive.
- 6. Is an “innovation procurement methodology” itself an innovation, or is it an adaptation of an existing procurement methodology focusing on other “innovative health care technology products and services?”**
 - There are many ways to structure an innovation procurement process. Innovation procurement models themselves are not innovations. They are non-traditional

procurement processes that have been identified based on experiences of public organizations in other jurisdictions.

- An innovation procurement process is used when the end product to procure is new and when the benefits of using innovation procurement outweigh the time and resources to procure outside of traditional procurement processes. Procuring organizations should design a process that best fits their needs.
- Traditional procurement projects are not supported through the REACH Program.

7. Can vendors be included into the REACH Project applications?

- Applications are led by publicly funded healthcare organizations. Applications support the innovation procurement process to identify potential vendors and to request proposals in response to the Problem Statement. Applicants will reach out to the vendors directly through the process, not at the time of submitting the application.
- Vendor solutions must be validated technologies.
- Vendor information is confidential and would not be shared with a “Preferred Bidder”.

8. Are Local Health Integration Networks (LHINs) and Community Care Access Centres (CCACs) eligible to apply for funding?

- LHINs have been developed to plan, coordinate, integrate and fund health services at the local level. LHINs are not healthcare provider organizations and are fully funded by the Ministry of Health and Long-Term Care (MOHLTC). LHINs are not eligible for funding through the REACH Program. CCACs are transitioning into the LHINs and will not be eligible to receive funding from the REACH program.

9. How does the REACH program align with the Office of the Chief Health Innovation Strategists’ (OCHIS) health innovation priorities?

- The REACH program enables effective procurement of innovation by shifting the health care system to strategic, value-based procurement and removing barriers for small and medium-sized enterprises to participate. OCHIS is fully aware of the REACH Program and is supportive of OCE. REACH is part of the continuum of OCE’s Innovation Procurement programs.