

**2019 Solicitation Notice:
Request for Proposals (RFP)
Wearable and Medical Technology Startup Founders Collective Program
Issued: November 1, 2019
Proposal Due Date: November 15, 2019; Extended to December 16, 2019**

1. Statement of Purpose

GPEC is requesting proposals to meet the requirements of the WearTech Research and Commercialization Project (the “Project”), which is funded in part by the U.S. Economic Development Administration’s 2018 i6 Challenge Grant. The purpose of the Project is to further advance Greater Phoenix’s efforts to promote and grow innovative companies in the wearable and medical technology cluster.

2. Background Information

The Greater Phoenix Economic Council (GPEC) is a nonprofit regional economic development organization located in Phoenix, Arizona.

3. Scope of Work, Outcomes, and Deliverables

GPEC seeks proposals from organizations to provide a “startup founders collective” program, which includes program activities designed to support high growth Arizona companies in wearable and medical technology space.

Scope of Work

The scope of services includes but not limited to the following:

- Create and implement a “startup founders collective” program for wearable technology and medical device companies in Arizona.
- The program should provide peer-to-peer learning opportunities, networking and meaningful engagement with founders of successful startup firms, and access to broader ecosystem partners and organizations.
- Develop strategies to recruit participants from diverse and underrepresented communities.
- Participate in co-marketing efforts by i6 challenge project partners by providing success stories and other relevant content and promoting stakeholder engagement.
- Provide regular reporting and outcome metrics.

Outcomes and Performance Standards

The outcomes expected include launch of two startup founders collective programs, first one in Spring of 2020 and second in 2021. The contractor will provide progress reports and engage with client and partners as appropriate and requested. The contractor will report promptly any potential delays and issues to project lead and make best faith efforts to resolve issues according to the requirement of the project.

Deliverables

- Startup founders collective program with 2 cohorts over two years
 - Each cohort to include leaders from 5-10 companies
- Semiannual report which includes:
 - a) program activities and milestones;
 - b) number of participants;
 - c) number of related events and convenings;
 - d) startup growth data (e.g., jobs created, capital raised, revenue)
- Final report due at the end of the contract term

4. Term of Contract and Payment

The term of the contract will be 24 months, to begin January 2020 and end December 2021. The dates may change contingent on RFP and selection process. The payment schedule will be based on deliverables.

5. Evaluation and Selection Criteria

The evaluation will be based on the following qualifications.

- Demonstrated startup founders collective program development and implementation.
- Demonstrated leadership in entrepreneurship development with outcomes.
- Proven track record in engaging founders of successful startups.
- Proven track record in executing grants and external funding.

The proposals will be reviewed by an internal selection team comprised of Project Lead and representatives from the ecosystem.

Selection criteria include:

- Efficient and effective program delivery model
- Demonstrated understanding of wearable and medical technology ecosystem
- Demonstrated outcome-oriented model
- Budget and cost to not exceed \$65,000

6. Submittal Instructions

Please direct all inquiries for this RFP to Kathleen Lee, Senior Vice President of Regional Initiatives, at klee@gpec.org. The deadline for RFP submittals is 12:00 PM (Noon) MST on November 15, 2019.

The RFP submittal shall not exceed 5 pages of content, including attachments. Send one (1) electronic copy in PDF format to: Kathleen Lee, klee@gpec.org.

Submittal to include: Statement of work, qualifications, deliverables, timeline, and budget.

GPEC reserves the right to reject any and all proposals submitted. The successful service provider will be required to execute GPEC's agreement for professional services. The proposals and attachments will not be returned unless requested in writing by the proposer.