



**Greater Phoenix Economic Council (GPEC)
2019 Solicitation Notice: Validation Lab
Request for Proposals (RFP)
Issued: March 13, 2019
Proposal Due Date: 12:00 pm MST, March 29, 2019**

1.1. 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.

1.2. Background Information

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

1.3. Scope of Work, Outcomes, and Deliverables

GPEC seeks proposals from organizations to establish a Validation Lab, which includes a dedicated physical facility and suite of services and capabilities designed to supporting inventors, startups, entrepreneurs, and growth enterprises in wearable and medical technology space.

Scope of Work

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

- a) Launch a Validation Lab including a dedicated physical facility and suite of services.
- b) Create and provide access to industry and market validation services and tools, including assessment tools for commercialization potential of new technologies, customer discovery research, product/market fit validation, and databases and reports.
- c) Create and provide access to customized industry and market reports, workshops, and an online portal for aggregating and delivering Validation Lab services.
- d) Develop marketing to engage startups and high growth companies in the region, the U.S. and abroad in partnership with ASU, PEI, Startup AZ, GPEC, and other partners.
- e) Develop and implement protocols for ecosystem organizations including the WearTech Center, Medtech Ventures Program, Startup AZ, ASU, and others for accessing Validation Lab services and resources.
- f) Develop and report metrics for ecosystem impact.

1.4. Outcomes and Performance Standards

The outcomes expected include launch of validation lab 2020. The lab upon launch will have services, resources, and other programming in place. The contractor will provide progress reports and engage

with project lead 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.

1.5. The deliverables

- a) Brochure(s) on suite of validation lab services
- b) Semiannual report which includes 1) progress activities and milestones; 2) number of market and industry reports; 4) number of clients served; 5) number of partnerships; 6) number of workshops and participants; 7) facility operation report
- c) Final report

1.6. Term of Contract and Payment

The term of the contract may begin April 15, 2019 and end December 31, 2022. The dates may change contingent on RFP and selection process. The payment schedule will be based on deliverables.

1.7. Evaluation and Selection Criteria

The evaluation will be based on the following qualifications.

- Proven track record in business incubation services including number of startups, job creation, capital investment, and economic impact.
- Proven track record in EDA and other federal grant awards.
- Access to dedicated facility for Validation Lab.
- Proven track record in ecosystem development such as in-kind services provided to partner organization, access to equipment and resources, ongoing partnerships with entrepreneurship and higher education organizations.

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

Selection Criteria:

- Efficient and effective service delivery model
- Demonstrated understanding of wearable and medical technology ecosystem
- Demonstrated outcome-oriented service model
- Project budget and cost to not exceed \$250,000

1.8. 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 March 29, 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.