



**Greater Phoenix Economic Council (GPEC)**  
**2019 Solicitation Notice: Wearable and Medical Technology Research and Entrepreneurship**  
**Training Program**  
**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 universities, research institutions, and other organizations to support the WearTech Center develop and implement industry-led applied research projects in wearable and medical technology and train the next generation of entrepreneurs to start investment-ready companies.

**Scope of Work**

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

- a) Identify technical and engineering challenges, scout technologies, and source appropriate university research expertise and resources to implement applied research projects with industry and the WearTech Center.
- b) Develop a streamlined technology commercialization process that addresses industry needs and accelerate introduction of new products and services to the market.
- c) Generate investment-ready wearable and medical technology startups through intensive entrepreneurship training program.
- d) Recruit participants to entrepreneurship training program from the Greater Phoenix region and provide resources to focus on full physical realization of the concept and venture. This will include product industrial design, mockups, technology demonstration prototyping, and manufacturability (integrated into the design).
- e) Contribute to development of research and engineering lab at WearTech through equipment sharing arrangements and other capabilities.

- f) Assist in marketing efforts 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.
- g) Develop and report metrics for ecosystem impact.

#### **1.4. Outcomes and Performance Standards**

The outcomes expected include research projects co-developed with WearTech Center which would facilitate development of new wearable and medical technologies including proof of concept, prototypes, and testing. The entrepreneurship program outcomes include the launch of entrepreneurship program focused on wearable and medical technology in fall of 2019. 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) Annual report on applied research projects, describing the project scope, participants, and potential outcomes. It should also include development of protocols for implementing industry-led research projects.
- b) Annual report documenting wearable and medical technology startups and business plans established by the entrepreneurship program.
- c) Semiannual report which includes 1) progress activities and milestones; 2) number of participants in entrepreneurship program; 4) number of industry clients served; 5) amount of industry research sponsorships; 6) number of research and licensing agreements; 6) number of industry participants engaged; 7) number of startups.
- d) 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.

- Demonstrated research in wearable and medical technologies.
- Demonstrated entrepreneurship training program with outcomes including startup activity.
- Proven track record in industry-sponsored research in wearable and medical technologies.
- Proven track record in executing technology commercialization.
- 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 \$235,000

### **1.8. Submittal Instructions**

Please direct all inquiries for this RFP to Kathleen Lee, Senior Vice President of Regional Initiatives, at [klee@gpec.org](mailto: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](mailto: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.