



Third Frontier
Innovation Creating Opportunity

Ohio Opioid Technology Challenge

Calendar Year 2017

Request for Proposals (RFP)

- RFP Released – May 31, 2017
- Written Questions through June 23, 2017
- Proposals due by June 30, 2017
- Review and Award in July 2017



**Development
Services Agency**

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Ohio Opioid Technology Challenge

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1 Ohio Third Frontier Statement of Solicitation

1.1 Background

Created in 2002, the Ohio Third Frontier represents an unprecedented commitment to create new technology-based products, companies, industries and jobs in the State of Ohio. Today, the Ohio Third Frontier is innovation creating opportunity. The \$2.1 billion initiative's strategic intent is to create an "innovation ecosystem" that supports the efficient and seamless transition of great ideas from the laboratory to the marketplace.

The Ohio Third Frontier is successfully building an innovation economy with a commitment to:

- Produce a high level of economic return for the state in quality jobs, company growth and wealth creation
- Attract companies, talent and capital to Ohio
- Create sustainable engines of economic development activity in key areas of technology and industry strengths
- Reduce the risk of pursuing entrepreneurial, innovation and development activities in Ohio
- Sustain best practices and relationships that lead to efficient commercialization
- Increase the visibility and reputation of Ohio as an innovation and entrepreneurial destination

Ohio Third Frontier is committed to transforming Ohio's economy through the growth of startup and early stage technology companies. Businesses and entrepreneurs have access to a statewide network of resources through this nationally-recognized initiative. This network provides access to business expertise, mentorship, capital and talent to help turn great ideas into thriving companies and well-paying jobs.

The administration has asked the Ohio Third Frontier to help State government do its part in confronting the new challenges posed by opioid use, misuse and addiction. The goal of this effort is to provide our communities, educators, medical professionals and other partners with new tools to help them fight this epidemic by funding existing, proven ideas that could benefit from an extra push to bring them to market.

1.2 Request for Proposals Issuance

This Request for Proposals (“RFP”) is being issued for funds to be awarded under the Ohio Opioid Technology Challenge (“Challenge”). This RFP will be released by publication on the Ohio Third Frontier website, http://development.ohio.gov/bs_thirdfrontier/ooc.htm and the State of Ohio procurement website at <https://procure.ohio.gov>.

The Ohio Third Frontier Commission (“Commission”) reserves the right to fund any proposal in full or in part, to request additional information to assist in the review process, to reject any or all proposals responding to this RFP, and to re-issue the RFP and accept new proposals if the Commission determines that doing so is in the best interests of the State of Ohio (“State”). Issuing this RFP does not bind the State to make an award of Ohio Third Frontier funds. Any award of Ohio Third Frontier funds in respect to this RFP will be subject to availability of funds as provided in Ohio Revised Code Section 126.07. This RFP is not a contract or commitment of any kind on the part of the Ohio Development Services Agency (“ODSA”)

ODSA administers this RFP and reserves the right to adjust the dates for this RFP for whatever reason it deems appropriate. ODSA’s Office of Small Business and Entrepreneurship will administer all funds awarded under this RFP.

1.3 RFP Process and Awards Process

The RFP process will consist of the following steps:

- Release of RFP
- Questions and Answers (Q&A) and Communications
- Submittal of Proposals

Each of these steps is discussed in [Appendix A – RFP Process, Awards Process, and Mandatory Compliance](#).

The Awards Process will consist of the following steps:

- Proposal Review and Evaluation Procedures
- Award Decision
- Award and Agreement Preparation and Execution

Each of these steps is discussed in [Appendix A – RFP Process, Awards Process, and Mandatory Compliance](#).

All questions regarding this RFP must be submitted in writing via e-mail to OTF-opioid-challenge@development.ohio.gov with a subject line of “RFP Q&A”. Lead Applicants, Clients and/or others acting on their behalf shall be aware of all prohibited contact in Section IV of [Appendix A – RFP Process, Awards Process, and Mandatory Compliance](#).

If a Lead Applicant, Client or others acting on their behalf makes prohibited contact, ODSA, in its sole discretion, may eliminate the proposal from the RFP process.

2 Program Description

2.1 Purpose

Ohio has put in place one of the nation's most aggressive and comprehensive approaches to fighting opiate addiction and drug overdoses and has developed a responsive, comprehensive and community-centered plan of action based on four strategic pillars:

- Treatment and Recovery,
- Prevention,
- Education, and
- Enforcement aimed at the drug traffickers and pill-mill operators.

Ohio is investing nearly \$1 billion each year to help communities battle the scourge of drug abuse and addiction at the local level. Because of this strong commitment, Ohio communities have access to funding to help them address treatment, prevention and law enforcement. These funds will help draw out scientific breakthroughs to help us further battle against drug abuse and addiction.

The Challenge is a prize competition seeking innovative solutions to reduce morbidity and mortality associated with opioid use and addiction by addressing prevention, treatment, and overdose response and avoidance. This will be a multi-tier competition with escalating prize amounts associated with progressive levels of solution development. Each tier of the competition is to be associated with highly visible events to showcase ideas, announce awards and details of the next tiers of the competition, and generally provide a public forum for the discussion of the opioid crisis in Ohio.

In collaboration with ODSA, the Lead Applicant will be responsible for program design, topic refinement, need articulation, outreach strategy to the technical community, assessment criteria development, media amplification, marketing outreach and public relations, multi-page custom website development, webinar hosting, proposal submission management, judging panel and evaluation facilitation, award of prizes, award/announcement support, and program management and reporting.

The general design of the competition will be an ideation phase followed by a two-tiered formal phase seeking solutions to specific challenges. The ideation phase will be structured to invite wide-ranging technology concepts for dealing with the opioid crisis from both the professional community and the public. Clusters of promising ideas will then form the basis for three to five formal technology challenges that will be open to qualified companies and non-profit research institutions.

The ultimate goal of the Challenge is to advance commercially viable solutions for prevention, treatment, and overdose response and avoidance. The specific challenges will arise from the early development of the challenge competition structure with the Lead Applicant and from the concepts that emerge during each tier of the competition. In addition to the financial award, prizes will be structured to include public recognition and access to relevant professional networks that can assist prize winners in advancing their concepts technically and commercially.

The Lead Applicant is expected to recruit from Ohio a majority of the expertise used to evaluate submissions and select prize winners at each tier of the competition.

The Lead Applicant is expected to have a plan for seeking private sector matching contributions to augment the prize pool supported with funding from this solicitation.

2.2 Lead Applicant Eligibility

A Lead Applicant is the entity that submits a proposal and will be legally and financially responsible for the administration of any resulting award of Ohio Third Frontier Funds (“Lead Applicant”). The Lead Applicant will be responsible for the satisfactory performance of all scope under any resulting grant agreement should it be awarded.

A Lead Applicant must be: 1) an in-state entity (O.R.C. 184.10) or an entity with a substantial presence in Ohio; and 2) have significant experience in managing major publicly funded challenge competitions. Organizations currently approved on the U.S. General Services Administration schedule 00CORP/541-4G for Challenges and Competitions Services are preferred.

Out-of-state entities applying as Lead Applicants are eligible to receive an award. However, no funds will be distributed to an out-of-state Lead Applicant selected for award until the Lead Applicant has established a substantial presence in Ohio, which for the purposes of the Project is a facility located in Ohio and managed locally by a senior representative who is authorized to make decisions and to obligate the company and its resources. This obligation must be fulfilled within 30 days of award and maintained for the duration of the Project Period (see 2.4 below).

2.3 Funding

2.3.1 Funding Available

ODSA anticipates the Commission awarding up to \$8 million in Calendar Year 2017.

2.3.2 Funding Details

The funding awarded will be in two components. The first, and smaller, component will be used by the Lead Applicant to develop and operate the challenge competition. The remaining funding must be used to provide the cash prizes associated with each tier of the challenge competition.

2.4 Term of Project

The term of the Challenge Grant Agreement will be up to five (5) years. The Project Period, during which the active work funded by the Grant will take place, can be up to 36 months. Following the Project Period, for an additional two (2) years of the grant, the Lead Applicant will continue to follow and report commercialization successes to ODSA.

3 General Proposal Requirements

3.1 General Instructions

Proposals must be submitted via email to OTF-opioid-challenge@development.ohio.gov with a subject line of “RFP Proposal”.

It is the Lead Applicant’s responsibility to ensure submission of a complete proposal based on all requirements of this RFP.

3.1.1 General Formatting Requirements

- Proposals are to be submitted in pdf format on 8.5 x 11-inch page size.
- Margins must not be less than $\frac{3}{4}$ of an inch on all sides, with the exception of forms found in the Appendices.
- Font must be 11 point or larger with no more than 6 lines per inch.
- All pages must be numbered consecutively using the format “Page [#] of [total number of pages]” (e.g., Page 2 of 25).
- The proposal title and Lead Applicant name must appear at the bottom of each page.
- Proposals should not include color figures that cannot be understood when photocopied in black and white.
- The first page of the proposal must be the Application Information Page found in Appendix B – Application Forms.
- Do not include a cover or cover letter other than the Application Information Page.

3.1.2 Page Limitations

The proposal is limited to 20 pages including budget table and budget narrative. Any pages beyond the page limits listed below will be eliminated from the proposal before it is sent for review and evaluation. Except as otherwise noted, appendices or other methods to augment the information presented in the proposal are not allowed. References to web-based information to supplement the proposal are not permitted, and such references will not be considered in the evaluation.

3.2 Public Information

Lead Applicants are reminded that all information submitted in response to this RFP is public information unless a statutory exception exists that exempts it from public release under the Ohio Public Records Act in Section 149.43 of the Ohio Revised Code.

3.3 Order and Content of Proposal Sections

Unless otherwise noted, the proposal must address all of the elements listed in this section in the order requested.

3.3.1 Application Information Page

The first page of the proposal must be the completed Appendix B – Application Forms.

3.3.2 Table of Contents

Prepare a Table of Contents with detail for all levels of headings requested in this RFP. This section should also include a list of Charts, Figures and Tables that appear in the proposal with a page number for each.

3.3.3 Lead Applicant Qualifications

Describe the qualifications of the Lead Applicant to conduct a multi-tier challenge competition. Cite specific examples of competitions managed by the Lead Applicant, particularly those conducted to address major public health problems.

Identify key personnel that will be involved in the project, their roles and specific qualifications.

3.3.4 Approach

Provide a description of the general approach the Lead Applicant will use to structure and manage a multi-tier challenge competition. To the extent possible, define how the general approach is likely to be tailored to support challenges associated with opioid prevention, treatment, and overdose response and avoidance.

Describe how expertise will be recruited to evaluate submissions and select prize winners at each tier of the competition, including meeting the requirement that a majority of the expertise be recruited from Ohio.

Provide specific steps that will be taken to attract private sector matching contributions to augment the prize pool. Specifically define the targeted amount of funding expected to be attracted.

Without specific dates, please provide a timeline for development of the challenge competition and execution of the multiple tiers and show approximately how the available prize amounts might be distributed across the various stages and elements of the competition for maximum impact.

The execution of a robust outreach campaign in both traditional and social media is essential to the success of the competition. Please describe how the Lead Applicant intends to develop and execute a marketing and communications campaign that will complement and support the competition at each stage.

3.3.5 Budget

Please see Section 2.3 for additional information.

The budget must clearly describe all sources and uses of funds for the proposed Project Period. The Lead Applicant is to provide a detailed budget and related explanations that are consistent with the level of resources being requested.

3.3.5.1 Specific Budget Definitions

Indirect Costs. Indirect costs are allowed under the Program. Indirect costs are those costs incurred for common or joint objectives and are necessary to the operation and administration of an entity, but cannot be readily identifiable to a specific cost objective or grant. These costs are commonly known as “Facilities & Administrative (F&A) costs,” “General & Administrative (G&A) costs” or “Management & Administrative (M&A) costs.” All facility related costs are to be considered indirect costs. These include, but are not limited to, rents, utilities, janitorial services, grounds maintenance and minor building maintenance. Purchase of real estate, capital improvements and renovations are not allowable as either direct or indirect costs. Depreciation expense and interest on mortgages are allowable as indirect costs pursuant to 2 CFR 200.

For Lead Applicants with indirect rates approved by a “cognizant federal agency”, the State will accept the approved or provisional rates for use in calculating fully loaded costs. The Indirect Cost Negotiation Agreement letter or similar document from the cognizant agency documenting the approved rates for federal FY2017 must be included with the proposal. For Lead Applicants without federally approved indirect rates, a 2 CFR-200-compliant rate application must be submitted with the proposed budget. A well-written guide for generating a compliant indirect rate calculation may be found at <http://www.dol.gov/oasam/boc/DCD-2-CFR-Guid-Jan2015.pdf>. Upon acceptance by ODSA, these indirect rates will be applied for the Project Period. All costs are subject to reconciliation if provisional rates have been used. Complete financial records are expected to be kept, and will be subject to audit.

4 Evaluation Criteria

Only the most meritorious proposals are sought for funding. Proposals will be evaluated based on responsiveness to all the requirements of this RFP. Implicit in those requirements and evaluation criteria is the quality of the statement of work and budget.

The following criteria have been designated with the highest relevance to and weighting for the Program:

- Qualifications of the Lead Applicant to manage a major challenge competition.
- Quality and uniqueness of the proposed approach in meeting all of the requirements described in Section 2.1.
- Efficiency of the approach in defining challenges, soliciting solutions, and selecting the most meritorious approaches for prize awards.
- Robustness of the plan for media amplification, marketing outreach and public relations.
- Aggressiveness of the target for raising private sector matching funds and the justification for the target based on the fund-raising plan.

5 APPENDICES

Appendix A – RFP Process, Awards Process, and Mandatory Compliance

Appendix B – Application Forms