



Development
Services Agency

John R. Kasich, Governor

David Goodman, Director



Third Frontier
Innovation Creating Opportunity

Ohio Opioid Abuse, Prevention and Treatment Technology Initiative

Calendar Year 2017
Request for Proposals (RFP)

- RFP Released – May 31, 2017
- Letters of Intent due by 2:00 PM – July 14, 2017
- Written Questions – through August 1, 2017
- Proposals due by 2:00 PM – August 31, 2017
- Review and Award – December 7, 2017

RFP Administered by:

The Ohio Development Services Agency
Office of Small Business and Entrepreneurship
77 South High Street, 28th Floor
Columbus, OH 43215

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Ohio Opioid Abuse, Prevention and Treatment Technology Initiative

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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 confront the challenges posed by opioid use, misuse and addiction. The goal of this effort is to provide our communities, medical professionals, treatment specialists, and other

partners with new tools to help them fight this epidemic by accelerating the commercialization of existing, proven ideas and bringing these ideas to market.

1.2 Request for Proposal Issuance.

This Request for Proposals (“RFP”) is being issued for funds to be awarded under the Ohio Opioid Abuse, Prevention and Treatment Technology Initiative. This RFP will be released by publication on the Ohio Third Frontier website at https://development.ohio.gov/bs_thirdfrontier/ooaptti.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 State or the Ohio Development Services Agency (“DSA”).

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

1.3 The RFP and Award Processes

The RFP process will consist of the following steps:

- Release of RFP
- Letter of Intent (Required) – **A Proposal will not be reviewed unless a Letter of Intent for such Proposal has been submitted by the deadline**
- Questions & Answers (Q&A)
- 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 email. Substantive questions and answers will be posted in a Frequently Asked Questions section on the OTF website. Questions should be sent to OTF-opioid-competitive@development.ohio.gov with a subject line “RFP Q&A.” DSA reserves

the right to edit questions for brevity and clarity and to consolidate the same general question if received from more than one individual.

A template/sample grant agreement will be available on the Program's website: https://development.ohio.gov/bs_thirdfrontier/ooaptti.htm

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 Ohio Opioid Abuse, Prevention and Treatment Technology Initiative ("Program") is designed to accelerate the development and commercialization of promising new products (or adaptations or modifications) in the categories of medical devices, diagnostics, pharmaceuticals, and health technology to meaningfully address issues associated with the drug crisis driven by use, misuse, abuse and addictive potential of opioids. Specifically, projects must contribute to near term tangible solutions associated with addiction prevention, treatment and overdose intervention. Technology and products that enable safe and effective treatment of acute and chronic pain without the use of opioids are encouraged.

Projects advancing technologies that have already achieved technical proof of concept and for which there is evidence of interest by a potential end-user are the focus of the Program. Proposals to support products that are already in the market are eligible where the objective of the project is to adapt or modify those products to enable reduction of abuse, addictive potential and morbidity and mortality associated with opioid use. This includes technologies that address overdose prevention, treatment and recovery. Basic research projects are not eligible for funding.

This Initiative is focused on innovative technologies and products and not the direct delivery of social or clinical point of care services.

2.2 Eligibility

2.2.1 Technology Subject Matter

The Program seeks to fund grant applications that define specific problems associated with opioid addiction and abuse prevention, treatment or overdose intervention and associate them with near term commercially viable technology solutions. In general, technologies are sought in the categories of medical devices, diagnostics, pharmaceuticals and health technology.

Because of the urgency to deliver tangible solutions to address the opioid crisis, priority will be given to projects in any of the major categories below that have a clear path to market and for which the funding from the Program is clearly tied to steps that accelerate market entry. An existing for-profit company must propose project(s) meeting the specific requirements associated with any selected category below. Non-profit research entities must present project(s) that meet the specific requirements associated with any selected category below *and* include milestones for the creation of a start-up company or to enter into a license agreement with a for-profit company within the project period to advance the commercialization of the technology. The earliest acceptable stage of development that will be supported by this Program is work on protected technologies to address known validation/proof that will directly impact and enhance both the commercial viability and ability to support a start-up company or license opportunity. Initial capitalization of a start-up formed around protected institutional technology is an acceptable use of a portion of the Program funding if it is tied to specific commercialization objectives and milestones.

Medical Devices and Diagnostics. Projects developing and commercializing a medical device (including diagnostics) must (i) achieve an approved Investigational Device Exemption (IDE) and begin human clinical trials, if required, or receive 510 (k) clearance unless an exemption exists, within the project period, and (ii) define, at least, a market entry strategy including capital requirements. Diagnostics that allow for identification of patients having elevated risk of addiction are of interest.

Pharmaceuticals. Projects developing and commercializing pharmaceuticals including those focusing on prevention of opioid use, must (i) have already achieved proof of concept in animal studies, and be ready to conduct IND-enabling studies such as animal toxicology testing and pharmaceutical grade manufacturing, (ii) must achieve approval of an FDA Investigational New Drug (IND) application and begin human clinical trials within the project period, and (iii) define, at least, a market entry strategy including capital requirements. Projects that have been or could qualify for FDA fast-track designation are preferred.

Health Technologies. Projects developing and commercializing health technology products and platforms must (i) have a Minimal Viable Product demonstrated to have passed feasibility testing at the time of proposal

submission, (ii) attract beta-customers during the project period, and (iii) define a full market entry strategy including capital requirements. Projects to develop data bases or predictive analytics relevant to informing public policy decisions on the opioid crisis response are not eligible.

2.2.2 Lead Applicant

A proposal may be submitted by a single eligible entity. However, collaborations among multiple entities that increase the technical and commercialization capacity being brought to the project are strongly encouraged.

An applicant can be any in-state entity (O.R.C. 184.10). Out-of-state companies applying as Lead Applicants are also eligible to receive awards. However, no funds will be distributed to an out-of-state Lead Applicant selected for award until the Lead Applicant has established a Principal Place of Business in Ohio. This obligation must be fulfilled within 6 months of award notification.

Out-of-state non-profit research entities and for-profit businesses are encouraged to participate through collaborative relationships with an in-state entity acting as the Lead Applicant. In this circumstance, Lead Applicants should take care that the preponderance of grant funds is allocated to Ohio-based entities.

Each Proposal must designate one Lead Applicant, which will be responsible for the administration of the project should it be awarded. The Lead Applicant must also serve as both administrative and technical director of the project.

Lead Applicants that become Grantees must maintain eligibility during the term of the award grant agreement. A Grantee that loses eligibility forfeits its award and may be required to repay the State of Ohio the full amount of the monies it has received, plus interest.

2.3 Funding and Cost Share

2.3.1 Funding Available

DSA anticipates the Commission awarding up to \$12 million in grants through the CY 2017 Program. It is expected that there will be multiple awards.

2.3.2 Cost Share

Cost share is required and the commitment must be at least one dollar for every dollar of Ohio Third Frontier funds requested (i.e., a ratio of 1:1). Cost share is the commitment of financial resources to the support of the overall project budget by the Lead Applicant, Collaborators or third parties. The primary source of cost share is typically cash contributions from institutions, businesses and other entities associated with the project.

DSA may choose to waive the cost share requirement, but only when the Lead Applicant can justify the presence of extraordinary circumstances prior to submission of their proposal.

2.3.3 Additional Resources

The level of additional resources contributed to increase the scope and effectiveness of the project is an evaluation criterion. In any case, the Lead Applicant must clearly demonstrate that the resources available are sufficient to advance the technical and commercial goals defined in the Project to a stage that meets the purpose of the Program.

2.4 Term of Project

The term of the Program Grant Agreements 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 24 months. Following the Project Period, for an additional three (3) years of the grant, the Lead Applicant will continue to follow and report commercialization successes to DSA.

3 General Proposal Requirements

3.1 General Instructions

Submit a Letter of Intent using the form provided in [Appendix B – Letter of Intent](#) and receive a Letter of Intent ID Number from DSA. This Letter of Intent ID Number should then be included with the proposal submission. The Letter of Intent may be posted to the Ohio Third Frontier website and should not contain any proprietary, confidential or trade secret information.

Program proposals and Letters of Intent must be submitted electronically as a single readable PDF file to OTF-opioid-competitive@development.ohio.gov with the subject line “OTF Opioid Competitive - LOI Submission” or “OTF Opioid Competitive - Proposal Submission” as appropriate. 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 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 C – Application Form.
- Do not include a cover or cover letter other than the Application Information Page.

3.1.2 Page Limitations

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.

| Section | Page Limits and Notes |
|--|--------------------------------------|
| 3.3.2 Abstract | 1 page |
| 3.3.4 Qualifications of Lead Applicant | 1 page |
| 3.3.5 Technical Plan | 12 pages |
| 3.3.5.5 Biographical Sketches | 5 pages |
| 3.3.6 Commercialization Plan | 12 pages |
| 3.3.7 Performance Goals | 2 pages |
| 3.3.8 Budget | Use specified table |
| 3.3.8.3 Budget Narrative | Minimum: 2 pages Maximum: 4 pages |
| 3.3.10 Letters of Commitment | 1 page per Letter |

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

3.3.1 Application Information Pages

The first page of the Proposal must be the completed Applicant Information Page found in Appendix C – Application Form to this RFP.

Complete and include the Lead Applicant Contact Information Page. One individual may serve in more than one capacity.

Complete and include the Financial Liability and Legal History Page.

Complete and include the Collaborator Information Form for each Collaborator. Include the lead individual for each Collaborator on this form. Additionally, for each Collaborator organization, a Letter of Commitment must appear in an appendix to the Proposal.

3.3.2 Abstract

Prepare an Abstract that summarizes the proposed Project and its expected commercial and technical outcomes. This section should minimize use of jargon and technical language and be written so that a non-technical person can understand it. This section will be used in public documents, including press releases, and must be understandable by the general public. The Abstract must not contain any information that would be covered by the exception referenced in Section 3.2.

3.3.3 Table of Contents

Prepare a Table of Contents with detail for three levels of headings in the Proposal. All Lead Applicants must use the requirements in this section of this RFP for the level 1 and 2 headings. This section should also include a list of Charts, Figures, and Tables that appear in the Proposal with a page number for each.

3.3.4 Qualifications of Lead Applicant

Provide a narrative establishing the qualifications of the Lead Applicant to accomplish the proposed Project. Specifically, demonstrate both the ability and experience of the Lead Applicant and Collaborators in commercializing products and the scientific and engineering ability and experience of the Lead Applicant and Collaborators in performing the work needed to produce evidence necessary to satisfy investors, regulators, and the market.

3.3.5 Technical Plan

This section of the Proposal's narrative must contain information that addresses the subject matter delineated below:

3.3.5.1 Problem Statement

Define the specific problem(s) associated with opioid addiction and abuse prevention, treatment or overdose intervention to be addressed. Clearly connect the technical and commercial challenges in the proposed Project to the problem(s) and why solutions to these challenges will increase the likelihood of successfully achieving a viable solution to the problem(s).

For the solutions being proposed, describe the timeline and financial resources associated with getting the technology to its current state of development.

3.3.5.2 Project Goals and Objectives

Clearly state the goals and objectives of the proposed Project and each of its related sub-elements.

3.3.5.3 Technical Approach and Work Plan

Discuss the overall activities that are proposed to meet the Project’s goals and objectives. Important research and development techniques, methods, facilities, and equipment to be used in the proposed Project should be discussed and compared to alternative approaches. Key factors that will affect the success of the proposed Project should be identified as well as significant risk factors. Also, identify all the tasks and activities that will be performed for each area of investigation. The tasks should be described in terms of their specific objectives, approaches, resources and outcomes. **The description of the specific tasks should be detailed enough so that the work plan can be clearly evaluated as to whether there is a credible plan for moving the technology from the current stage of development to the next.** The work plan should also provide a clear indication of how progress will be made and measured. The following table, without modification to its column headers, must be used in the description of the work plan:

| | Milestone Name | Milestone Description | Timeframe | OTF Funds Required |
|----|----------------|-----------------------|-----------|--------------------|
| 1 | | | | |
| 2 | | | | |
| 3 | | | | |
| 4 | | | | |
| 5 | | | | |
| 6 | | | | |
| 7 | | | | |
| 8 | | | | |
| 9 | | | | |
| 10 | | | | |

To describe “Timeframe” utilize months (e.g., Month 1, Months 3-4, etc.)

Address significant scientific/technical objectives of the proposed project which are original and innovative, as well as employ novel concepts, approaches or methods. Accordingly, describe how the project:

- Demonstrates the potential advancements beyond previous studies, projects, and commercial effort that can be expected with respect to accuracy, validity, sensitivity, comprehensiveness, and range.

- Is scientifically and technologically feasible as supported by research and development results and findings to date and the conceptual framework, design, methods, and analyses that are adequately developed, well integrated, and appropriate to the objectives of the proposed project.
- Generates the proof necessary to attract additional financial resources required to advance the technology toward successful commercialization and application to the opioid problems defined.

3.3.5.4 Management Plan

Discuss plans for internal means of communication, coordination of data and information management, evaluation and assessment of progress, allocation of funds and personnel, and other specific issues relevant to the proposed activities. Proposals with sub awards must provide a description of the Lead Applicant's oversight plan for those sub awards, including:

- Ensuring financial accountability, including the monitoring of expenditures and reporting on outcomes, for all sub awardees; and,
- Ensuring adherence to the Project's scope of work.

3.3.5.5 Biographical Sketches

Biographical information is limited to no more than five (5) individuals whom the Lead Applicant considers key to the success of the project. These five (5) individuals should represent the proposed project's leadership from the technical, commercial, and managerial perspectives and ideally should be drawn from personnel of the Lead Applicant as well as Collaborators.

Biographical sketches shall be no more than one (1) page each and one sketch must be included for each Key Personnel up to the total of five (5) individuals. The biographical information should present the relevant work history, technical experience, commercialization experience, project management experience, educational attainment, honors and recognitions, and selected recent publications that relate directly to the subject matter of the proposed project. If a key position is to be filled upon award of a Grant, please provide either a job description for that position or a description of a candidate to whom the Lead Applicant has made a contingent offer.

3.3.5.6 Deliverables

Identify the deliverables from the proposed project. Deliverables will include tangible evidence of commercialization and technical progress and other deliverables that the Lead Applicant deems significant for measuring progress.

3.3.5.7 Schedule

Provide a schedule that graphically displays the duration of tasks, interactions between the tasks, and the timing of deliverables and other key milestones (e.g., a Gantt chart). The schedule should be based on weeks or months from authorization to proceed, rather than on any firm, fixed calendar dates.

3.3.6 Commercialization Plan

This section of the Proposal's narrative must contain information that addresses the subject matter delineated below. The Lead Applicant should specifically address the following topics about each product development opportunity that will be funded by the requested Grant Funds. While these subject matter areas represent generalized elements needed to understand the path to commercialization of any technology/product, the Lead applicant should, wherever appropriate, articulate how the potential products are being positioned and validated as viable solutions to the opioid problem(s) defined above.

3.3.6.1 Roles and Responsibilities

Describe the specific roles and responsibilities of the Lead Applicant and Collaborators in the commercialization process.

3.3.6.2 Ability to Achieve Market Entry or Relevant Regulatory Approval

Demonstrate an understanding of the commercialization process, total resource requirements for achieving market entry or relevant regulatory approval and full commercialization, and who will likely be the funding providers for the market entry stage or clinical trials stage. The Lead Applicant must identify any commitments from potential resource providers about their willingness to fund efforts to achieve market entry or clinical trials.

3.3.6.3 Size of Opportunity

Demonstrate that the market is of sufficient size and has growth potential to positively impact the State. Provide an assessment of the market and realistic assumptions about the market share that potentially could be captured; potential customers; and competitors and competing products.

3.3.6.4 Value Proposition

Describe and explain the specific value proposition associated with the proposed project. Describe the differentiating benefits associated with the proposed technology as well as showing evidence to support the contention that the market values these

benefits. The value proposition should address reimbursement strategy if appropriate.

3.3.6.5 Management of IP

Control and management of Intellectual Property (IP) are key success factors. The Proposal should clearly define the underlying IP directly related to the technology proposed for commercialization, identify its status (e.g., trade secret, disclosure, patent application filed, patent awarded), and identify who controls the IP.

The Proposal must demonstrate that the commercializing entity has the freedom to operate and has the ability to sustain a competitive advantage.

The Proposal should also clearly define how the Lead Applicant intends to manage new and existing IP so as to make the results of the project as widely accessible to the market as possible. Applicants are reminded that DSA and Ohio Third Frontier will not take any ownership rights to intellectual property developed through the execution of the work being proposed.

3.3.6.6 Degree of Customer Readiness

Define the functionality and market need(s) that the proposed technology will address as evidenced by potential customer/end-user input.

3.3.6.7 Investment and Time to Market

Describe the general magnitude of the investment needed to bring the product to market, and address how long the commercialization process will take.

3.3.6.8 Potential for Leverage

Define how the project leverages the potential OTF award with other sources of non-State funding, such as federal agencies, industry organizations, and private investors that advanced the technology/product to its current stage, and is expected to continue the development and commercialization activities during and beyond the OTF funding.

3.3.6.9 Potential for Additional Products

Identify any additional, clearly project-linked commercialization opportunity areas that will have significant industry (i.e., market size and growth) and economic impacts. Provide brief descriptions of the value proposition for each of project's potential technologies or products.

3.3.7 Performance Goals

This section of the Proposal’s narrative must address the projected performance measures that are anticipated to be achieved by the proposed project.

The Lead Applicant must provide a succinct statement of where technical and commercial progress will be at the end of the Project Period relative to addressing the opioid problem(s) defined above.

As with all Ohio Third Frontier programs, the Lead Applicant must define the goals for the project for attraction of follow-on capital, sales/revenues (assuming market entry) and new job creation.

3.3.8 Budget

The Lead Applicant must retain a significant percentage of the requested budget to be spent in-house for the efforts of the Lead Applicant. The budget must clearly describe all sources and uses of funds for the proposed project Period, which cannot exceed 24 months.

3.3.8.1 Ineligible Expenses

Ohio Third Frontier funds may not be used for any of the following types of activities/expenses:

- Bonuses, incentive compensation or rewards
- Travel expenses (including conference fees)
- Indirect costs (e.g., F&A)
- Any other activity determined to not be consistent with the intent, goal, or rules of the Program.

3.3.8.2 Budget Table

Proposals must include the following budget table without modification to its categories.

| | CY18 | CY19 | Total |
|---------------------------|-------------|-------------|--------------|
| Personnel | | | |
| Purchased Services | | | |
| Supplies | | | |
| Equipment | | | |
| Other Direct Costs | | | |
| Collaborators | | | |
| OTF Funds Subtotal | | | |
| Cost Share | | | |
| Project Total | | | |

3.3.8.3 Budget Narrative

A budget narrative must be included covering a detailed explanation of the sources and uses of funds for Ohio Third Frontier funds. The uses of funds and the scope of activities must be clearly and fully described for each line item. Provide specific detail, including amounts and vendors to be used under “Other Direct Costs”. The budget narrative should also describe the proposed amounts, sources and uses of cost share.

All significant expenditures should be accompanied by a rationale for the expenditure as well as a basis for the budget provided. Examples include, but are not limited to: justification of vendor(s) chosen, basis for costs provided, breakdown of costs among multiple suppliers, etc.

3.3.9 Additional Resources

Any additional resources, beyond Ohio Third Frontier project funds and associated cost share, contributed to increase the scope and effectiveness of the project will be an evaluation criterion. A narrative description must be included covering a detailed explanation of the source and use of those funds. The Lead Applicant must clearly demonstrate that the resources available are sufficient to advance the technical and commercial goals defined in the Project to a stage that meets the purpose of the Program.

3.3.10 Letters of Commitment

A Commitment Letter must be provided for each Collaborator. Commitment letters may not be more than one (1) page and may not include appendices or attachments.

The letters must:

- Be submitted on the letterhead of the Collaborator;
- Include the name of the Lead Applicant, the title of the Proposal, and the LOI number assigned by DSA; and
- Briefly state the nature and duration of the collaboration and how it will contribute to meeting the technical and commercial goals of the proposed project.

General support letters are not allowed. Any such letters submitted will be removed from the Proposal and not transmitted to the external evaluation team.

4 Evaluation Criteria

Proposals will be evaluated based on responsiveness to all the requirements of this RFP and on the Lead Applicant’s response to any additional information that may be requested by the external reviewers. Implicit in those requirements and evaluation criteria

is the quality of the presented work plan and budget. The following criteria have been designated with the highest relevance to and weighting for the Program:

- Alignment of the Proposal with the Program purpose, eligibility, and funding, as described in Section 2 of this RFP.
- The demonstrated qualifications of the Lead Applicant to accomplish the proposed Project and ability and experience of the Lead Applicant and Collaborators to commercialize products.
- Quality of the responses to the proposal requirements of this RFP as outlined in Section 3. The following specific elements of the work plan will be examined:
 - Degree to which the project objectives align to solve clearly defined problems associated with the opioid crisis.
 - The relative importance of the specific problem being solved.
 - The uniqueness of the solution to solve the problem (i.e., incremental or game changing).
 - The amount and appropriateness of the financial resources that have already been applied to advance the technology to its current level of development.
 - The time to achieve a commercially available solution.
 - Availability of all financial and other resources needed to conduct the work, including specific financial resources that the Lead Applicant and its collaborators commit to the project beyond the grant funding requested.
 - Degree to which the Lead Applicant has a protected position with respect to the proposed technology, and concurrently, the plan to minimize technical, legal and economic barriers to adoption of the proposed solution.
 - Quality and likely achievability of the commercial path to market.
 - Financial stability of the Lead Applicant and key Collaborators, particularly partners who will take the technology to the market.
 - Compliance with this RFP's administrative requirements.

The evaluation criteria are designed to support the mission and goals of Ohio Third Frontier and its various programs.

5 APPENDICES

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

Appendix B – Letter of Intent Form

Appendix C – Application Form