## GOAL

The Health Tech Accelerator is a year-long, cohort-based program that is intended to provide support through advising and funding aimed at accelerating the life cycle of innovative health technologies. Support may include technical de-risking (e.g., prototype development, proof of concept, etc.) and/or commercial de-risking (e.g., setting development milestones, clinical strategy, regulatory strategy, reimbursement strategy, etc.) with the goal of attracting further financial support and eventual commercialization and impact.

## SCOPE

Submissions across ALL unmet clinical need areas within medical devices and health technologies are encouraged to apply.

Proposals must be translational in nature, i.e., focused on efforts to translate research results and/or novel ideas into innovative medical devices and health technologies that have potential for commercialization and societal benefit. Projects that propose to undertake early-stage discovery research will not be considered and may be more suitable for our other funding mechanisms (including our sponsored opportunities such as the NEMO prize and the IDEA prize).

All unmet clinical needs are encouraged to apply, but some areas of special interest are:

1. Connected Health: sensors, AI/ML, devices, and systems
2. Delivery Platforms: drug and gene therapy
3. Pediatric Devices: diagnose or treat disease and conditions from birth to age 21 [1]
4. Surgery: instruments for cardiovascular, neuro, orthopedic, and other procedures

[1] Co-sponsored by Pennsylvania Pediatric Medical Device Consortium

## ELIGIBILITY

Applicants must be Penn or CHOP faculty or staff.

## WHAT IS INCLUDED IN THE AWARD?

- Funding in the range of $5,000 to $75,000, customized to project needs, with potential for additional funding based on project progression
- Hands-on advising to support development
- Access to industry experts and complementary programs to assist with engineering and design, manufacturing, regulatory guidance, and reimbursement assessment
- Participation in optional HTA Innovation & Commercialization Bootcamp

## HTA INNOVATION & COMMERCIALIZATION BOOTCAMP

Penn Health-Tech (PHT) hosts a strategic technology development and innovation education program (known as the Health-Tech Accelerator "Boot Camp"), teaching the basics of commercialization of technologies developed in academic settings, with application to your specific project. The **goal** of the program is to support the development of a high-quality translational proposal and pitch for funding consideration by PHT.

**Context**: This program is part of a for-credit course for students that is offered in partnership with PHT. PHT teams will be assigned a team of graduate students (unless equivalent support is already available) to support your project, including performing structured interviews with key stakeholders and development of a commercialization plan.

**Expectations**: PHT semi-finalist teams are expected to be involved and accessible and typically devote an average of an hour per week working with the student team. In addition to meeting with your teams once per week, we recommend sending a member of your team to each session. We understand this is a significant commitment and therefore it is not required.

The program will start in late January and will run for 9 sessions on Wednesdays from 3:30-6:30 PM. More information can be found here.

## APPLICATION PROCESS

The application process is multi-stage, starting with submission of a pre-proposal. A subset of project teams is then selected as semifinalists and are invited to participate in the optional Bench to Bedside workshop series, which consists of interactive sessions that help each team prepare a competitive full proposal and pitch deck. Teams then submit these full proposals and "pitch" their projects for funding consideration to our panel of experts.

| Date | Important Date |
|------|----------------|
| September 20, 2023 | Pre-Proposal Application Launch |
| October 17, 2023 | Virtual Information Session |
| November 8, 2023 | Pre-Proposals Application Deadline |
| December 2023 | HTA Semi-Finalist Cohort Announced |
| January - April 2024 | HTA Innovation & Commercialization Bootcamp |
| February 2024 | Full Proposal Application Launch |
| April 2024 | Full Proposal Submission Deadline[2] |
| May 2024 | Call for Proposals Finalist Pitch[2] |
| July 2024 | HTA Program Kick-off for 2024 Cohort[2] |

[2] Dates in 2024 to be communicated in Semifinalist announcement

## REVIEW PROCESS

HTA proposals are evaluated on the basis of the project's (1) potential for impact, (2) potential for commercialization, (3) technical feasibility, and (4) the potential of obtaining further financial investment to bring the proposed solution to the bedside.

Pre-Proposals and Full Proposals will be reviewed by a panel of judges composed of clinicians, investors, entrepreneurs, and experts in industrial R&D, intellectual property and technology transfer.

Semifinalist notifications will be made within six weeks of the application submission deadline. HTA award notifications will be made by June 2024. Awarded funds are contingent on your acceptance of the terms and conditions of the award.

## EXPECTATIONS OF AWARDEES

Penn Health Tech employs a hands-on, active project management style. Funding and advancement are tied to achievement of specific technical and business milestones. Teams should be willing and able to devote the necessary time and resources to their project and be open to receiving mentorship and advice related to the development of their idea towards commercialization.

## BUDGET AND USE OF FUNDS

The Health Tech Accelerator (HTA) employs a "stage-gate model" of project management. Accordingly, funding is **not** guaranteed (unlike federal grants). Instead, funding is issued in tranches, with issuance at each tranche subject to achievement of agreed upon milestones.

Penn Health-Tech issues awards through internal funding through the University of Pennsylvania or by providing direct payments for expenses and services. Penn Health-Tech does not issue funding to Penn start-ups. Formal contracts with the University must be in place with approved vendors in order to issue a direct payment to that vendor.

Funds may be used for salary and fringe benefits for project personnel (other than PI or Co-PIs), materials and supplies, consumable equipment (e.g., components for systems), and costs for human studies (e.g., IRB fees, patient recruitment fees, etc.). Past Seed grant funding has also been used for consultation around regulatory, reimbursement, market, and other areas necessary for commercialization. Funds may NOT be used for salary or fringe for PIs or Co-PIs, tuition, space and renovation, or indirect costs.

**Pre-Proposal Application**

## INSTRUCTIONS
Please complete the sections described below.

### Section 0: PI Information
    A. Please list the names of all contributing team members and their affiliations.

### Section 1: Non-confidential Title and Abstract
    A. Provide a non-confidential title (no more than 10 words) intended for a lay audience to succinctly convey: a) what the envisioned product is, b) what it does, and c) what problem it solves. Example 1: Smartphone app to reduce readmissions of acute myocardial infarction patients. Example 2: Home-based test to predict and monitor risk of preterm birth.

    B. Provide a non-confidential abstract that is **no more than 100 words**. The abstract should succinctly describe the unmet need you are addressing, the envisioned product and enabling technology, key features, and advantages of the envisioned product over the gold standard/state of the art, and what key milestone(s) you hope to achieve with the HTA Program funding.

### Section 2: Unmet Need
    A. Briefly describe the unmet need you are solving and the current standard of care (no more than 250 words).

### Section 3: Proposed Solution and Stage of Development
    A. What is the proposed solution and how is it an improvement compared to the standard of care? Does it work? How do you know? What has been accomplished to date? (no more than 500 words)

### Section 4: Intellectual Property
    A. What steps have you taken to ensure your idea is protected?
        a. None- if none, please submit an invention disclosure to the technology transfer office ([Penn Center for Innovation](#) or [CHOP Office of Technology Transfer](#)) in order to be eligible for participation in our HTA program.
        b. Disclosure patent filed
        c. Provisional patent filed
        d. Non-provisional patent filed
        e. Patent granted
    B. Which is your office of tech transfer?
        a. Penn Center for Innovation (PCI)
        b. CHOP Office of Technology Transfer (OTT)
    C. Who is your technology licensing officer? Please put N/A if unknown.

### Section 5: Key Milestones, Path to Market, and Budget
    A. What key milestones (over a 12-month period) do you hope to achieve with this HTA Program funding and advisory support?
    B. Please complete and submit the [budget template provided](#).

### Section 6: HTA Bootcamp Participation

Semifinalists will be invited to participate in a strategic development and entrepreneurial education program starting in [January], teaching the basics of commercialization of technologies developed in academic settings. The **goal** of the HTA Bootcamp program is to support the development of a high-quality translational proposal and pitch for funding consideration by PHT. More information, including time commitment required for teams, can be found here.

A. Would you like to participate in the optional HTA Innovation & Commercialization Bootcamp?
   a. Yes
      i. Are you interested in working with a team of graduate students to support your project in the HTA Innovation & Commercialization Bootcamp?
         1. Yes
         2. Maybe/No, I need more information and/or have another reason (please provide context below).
         3. No, I already have a team of graduate students (or other trainees) who will participate in the bootcamp (list names and emails of graduate students in section below)
   b. No, we have already validated the problem/solution fit and product/market fit for our technology and have developed a commercialization plan (Penn Health-Tech may request submission of the related pitch deck, business plan, or equivalent documentation)
   c. No, I have another reason (please provide context below).
B. Please share any questions or additional comments you have for PHT regarding the HTA Bootcamp.