

## Overview: Health Innovation Partnership Portal (HIPP)

Thank you for your interest in engaging the Hamilton health cluster **Health Innovation Partnership Portal (HIPP)**, managed by the [Synapse Life Science Consortium](#).

If you are seeking a partner to drive your health innovation, **submit an [online intake form](#)** through the Health Innovation Partnership Portal.

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## SYNAPSE CONSORTIUM: HAMILTON'S STRATEGIC BROKER

The **Synapse Life Science Consortium** is a strategic broker for the Hamilton life sciences ecosystem, representing 25,000 employees. Hamilton, Ontario is Canada's leading Health Research & Education cluster and is a soft landing and launch pad for novel health technologies looking to enter the Ontario and Canadian health system.

As a strategic broker, Synapse seeks to:

- Act as a neutral advocate and concierge for the Hamilton ecosystem
- Create a collaborative hub serving innovators and entrepreneurs seeking to develop novel health innovation
- Facilitate partnerships with organizations and assets across the Hamilton health cluster to accelerate the commercialization of health innovation and the attraction of investment to drive global health exports
- Represent and advocate for the interest of its consortium partners and the broader Hamilton life science ecosystem

## HAMILTON'S HEALTH INNOVATION PARTNERSHIP PORTAL (HIPP)

Through Synapse, the Hamilton ecosystem identified the need to more effectively identify and evaluate novel health technology from organizations seeking to engage Hamilton resources and assets in support of the commercialization of health innovation.

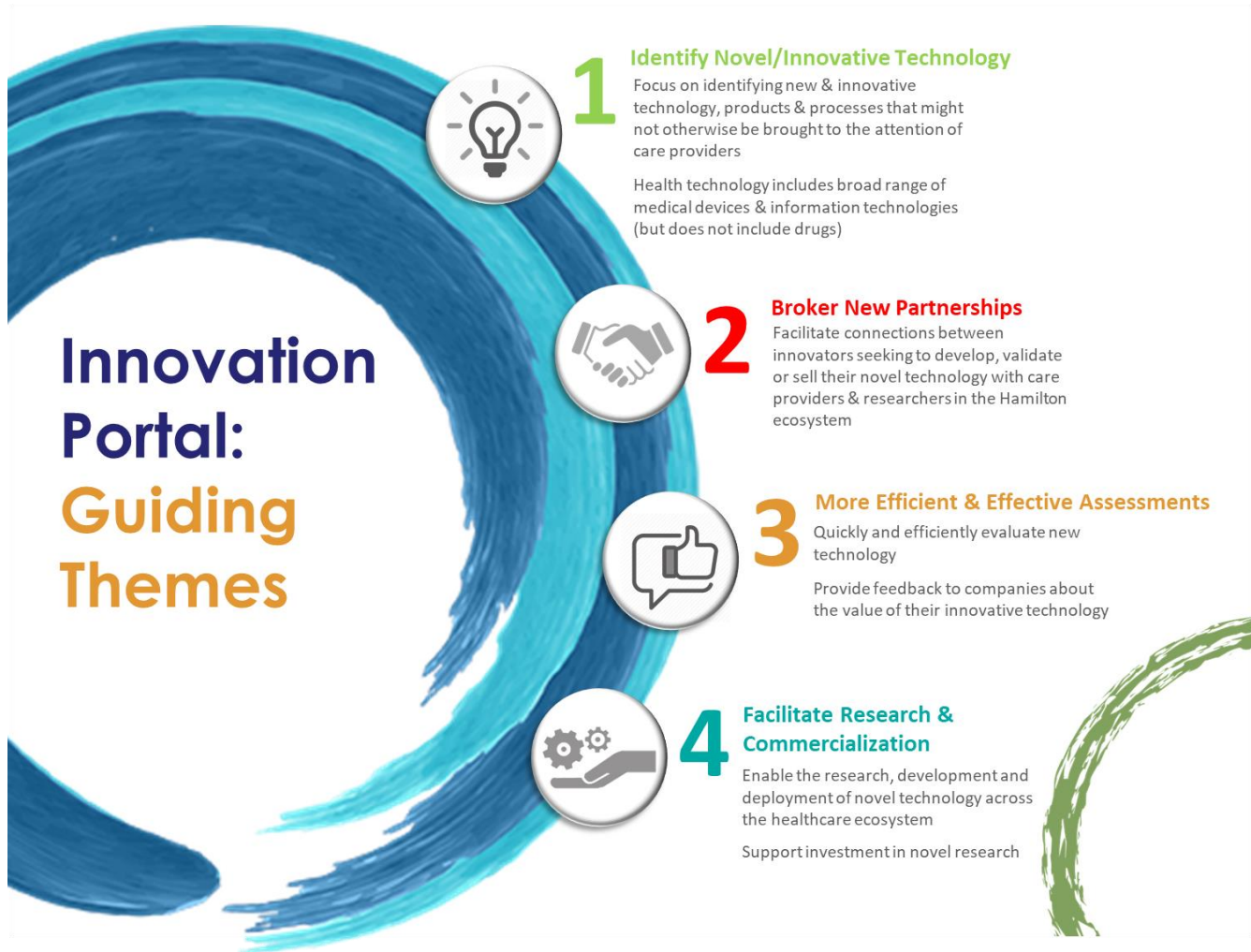
Key stakeholders allied together in Hamilton to create the **Health Innovation Partnership Portal (HIPP)** to connect innovators/companies to accelerate:

<p><b>Product Development</b></p>	<ul style="list-style-type: none"> <li>• Leverage technical expertise</li> <li>• Seek clinical insights &amp; end user requirements</li> <li>• Engage ecosystem assets &amp; resources</li> </ul>
<p><b>Product Validation</b></p>	<ul style="list-style-type: none"> <li>• Regulatory approval</li> <li>• Data and analytics</li> <li>• Provider and/or patient assessments</li> <li>• Clinical and user trials</li> <li>• System integration / inter-operability</li> <li>• Evaluate health economics benefits</li> </ul>
<p><b>Sales / Procurement</b></p>	<ul style="list-style-type: none"> <li>• Secure first sale</li> <li>• Scale up sales, identify subsequent customers</li> <li>• Understand and initiate procurement</li> </ul>

We hope HIPP will generate value for both innovators and the broader Hamilton life science community:

<b>Value for Innovators, Entrepreneurs &amp; Researchers</b>	<b>Value for Hamilton's Life Science Stakeholders</b>
<ul style="list-style-type: none"> <li>• Streamlined access to Hamilton's hospitals, research institutes, university, college, and leading private sector companies, including clinical champions with deep knowledge and expertise</li> <li>• Establish innovation-focused partnerships with Hamilton assets and resources</li> <li>• Assistance with product development and validation: secure clinical insights and requirements, access to test sites to validate innovation</li> <li>• Access to industry-grade technical expertise and tools</li> <li>• Engage ecosystem assets &amp; resources</li> <li>• Gain insights into procurement channels, including innovation procurement streams</li> </ul>	<ul style="list-style-type: none"> <li>• Improve health outcomes for patients through identification of new health technologies</li> <li>• Save time and effort, reviewing high-potential innovations currently done on ad hoc basis</li> <li>• Increase visibility and viability of potential partnerships</li> <li>• Greater collaboration across Hamilton life sciences stakeholders</li> <li>• Searchable database to identify potential partnerships, both now and in future</li> <li>• Strengthen partnerships with innovators, researchers and industry locally, provincially and globally</li> <li>• Encourage investment in Hamilton</li> <li>• Facilitate a culture of acceptance and adoption of health innovation</li> </ul>

## GUIDING THEMES



- Proposed innovations are expected to:
  - Have a direct impact on the provision of healthcare in some way
  - Offer a solution that either addresses a challenge or propose a collaboration with a relevant partner
  - Meaningfully engage affected populations, including patients, care providers and researchers
- Innovative technology is not limited to addressing a problem in its entirety; it can address discrete elements of a challenge
- Partnerships and collaborations related to new health innovations, both large and small, are of interest to the Hamilton community (e.g., solutions that address an important hospital need and/or demonstrate an opportunity for cost containment and resource utilization)

## INNOVATION PORTAL: INTAKE PROCESS & SCREENING CONSIDERATIONS



If you would like to submit a request to engage the Hamilton health ecosystem, please complete and submit an online [Health Innovation Partnership Portal application](#).

- The Health Innovation Partnership Portal (HIPP) is focused on **surfacing novel health innovations and technologies, products or services**, including medical devices and digital health solutions
- HIPP will consider proposed innovations **across product development phases** – from prototype to proof of concept to licensed
- HIPP will consider engagement with **all business types and sizes**, including small and medium size enterprises and multi-national corporations. **Businesses from around the world** are encouraged to apply, though Canadian companies will be prioritized
- There is **no guarantee** that a new innovation or technology will be accepted for a potential partnership or collaboration, including as it relates to procurement or project funding
- Should a new technology not be considered for partnership through the HIPP process, this **does not preclude any company from seeking other entry points** into the system, including: OCHIS Innovation Brokers, CAHO, the Ministry of Health, LHINs, or other hospitals, health care providers and academic institutions.

	<b>Screening Considerations</b>
<b>Strategic alignment and/or current need</b>	How well does the innovation align with current projects, and does it address an important patient group and/or hospital need?
<b>Feasibility</b>	Is the partnership proposal feasible, and based on reasonable availability and intensity of hospital resource engagement (i.e., both financial and non-financial)?
<b>Key performance indicators:</b>	What impact does the innovation or proposed project have on: <ul style="list-style-type: none"> <li>• Patient outcomes</li> <li>• Healthcare operational effectiveness and efficiency</li> <li>• Health economic benefits</li> </ul>
<b>Organizational credibility</b>	<ul style="list-style-type: none"> <li>• Company can fulfill its commitments under the partnership, including funding sources</li> <li>• Identification of a credible clinical champion</li> <li>• Resource implications for hospitals (financial, physical, staffing, etc.) and time frame required for partnership are reasonable</li> <li>• Identification of risk factors and acceptable mitigation strategies in place</li> </ul>

## **HEALTH INNOVATION PARTNERSHIP PORTAL: CONSENT & TERMS OF USE**

Before submitting an application, please consider the following consent and terms of use:

- By submitting an application, you provide consent to Synapse and the Health Innovation Partnership Portal to:
  1. collect contact, innovation and business information (“information”) to reach a decision on the viability of engaging with a member of the Hamilton ecosystem to facilitate the identification of a new collaboration or partnership opportunity
  2. share information with the Hamilton ecosystem, including Synapse Consortium partners and other community stakeholders, for any proposal submitted through the Partnership Portal, to engage in follow up conversations to discuss the information provided and to learn more about the request
  3. contact your organization to explore the feasibility of a potential new collaboration or partnership
  4. store information within the Innovation Partnership Portal to facilitate engagement in the event of a collaboration or partnership opportunity is identified in the future as well as tracking of internal metrics
- We strongly recommend that you do not include any confidential operational, financial, business or intellectual property information in the application
- Health Innovation Partnership Portal, including Synapse consortium partners, will not use contact information collected for marketing or promotion purposes
- Submitting an application through the Health Innovation Partnership Portal does not preclude any company from seeking their own entry points into the system, whether through the personal networks, RFP procurement process, OCHIS Innovation Brokers, the Ministry of Health, other hospitals, or other health care providers
- The Health Innovation Partnership Portal does not represent the initiation of a procurement process

APPENDIX: KEY HAMILTON STAKEHOLDERS & FAST FACTS



- ~30,000 life science professionals
- ~\$4 billion in healthcare spend across the region
- +2,500 scientists and researchers
- 2<sup>nd</sup> largest [hospital network](#) in Ontario
- +1 million annual patient visits
- +1 million global [clinical trial patients](#)
- #1 [research-intensive](#) and #1 [corporate partnerships](#) university in Canada ([McMaster](#))
- #2 research-intensive college in Canada ([Mohawk](#))
- +\$460 million in innovative research
- +40 health innovation research [Institutes and Centres](#), such as:
  - Canada's only digital health Technology Access Centre (Mohawk [MEDIC](#))
  - Fraunhofer Biomedical Engineering and Advanced Manufacturing Institute ([BEAM](#))
  - Institute for Infectious Disease Research ([IIDR](#))
  - Biointerfaces Institute ([BI](#))
  - Population Health Research Institute ([PHRI](#))
  - Living Lab at the GERAS Centre for Aging Research ([GERAS](#))
  - McMaster Institute for Research on Aging ([MIRA](#))
  - Juravinski Cancer Centre ([JCC](#))
  - McMaster University Industry Liaison Office ([MILO](#))
  - McMaster Digital Transformation Research Centre ([MDTRC](#))
  - Centre for Probe Discovery and Commercialization ([CPDC](#))
  - Stem Cell and Cancer Research Institute ([SCC-RI](#))



**APPENDIX: HIPP QUESTIONS****Section 1 of 6 - Terms**

- Have you read and understood the Hamilton Health Innovation Partnership Portal guidelines?

**Section 2 of 6 – Contact Information**

- Organization Name
- Name & Title (primary contact)
- Email (primary contact)
- City, Province, Country (organization headquarters)
- Organization website url
- Is your company a client of Innovation Factory (Hamilton's Regional Innovation Centre)

**Section 3 of 6 - Organization Profile**

- We want to learn a little more about you and your organization, so that we can better match you with the right collaborative partner in the Hamilton life science ecosystem.
- What best describes your organization type?
- What are the primary products or services your organization offer? (click all that apply)
- How many employees (including owner/founder) are currently employed in your organization?
- In what regions are you currently active (e.g., selling product, conducting research)? (click all that apply)

**Section 4 of 6 - Innovative Health Technology, Product or Process**

- We need to understand what makes your innovation special. We're hoping to better understand what you're bringing to the market or exploring in the research lab
- Describe your innovative product or technology and the problem it solves (200 words or less)
- What differentiates your product from other solutions already available in the market? What makes it unique (e.g., proprietary technology, IP, process innovation, etc.) (200 words or less)
- What value does your innovation bring to the market and what is the evidence base to support its use? What are the patient / clinical / operational impacts? (200 words or less)
- What stage of development best describes your product/technology?
- Is your product currently in market (post-revenue)?
- What is the primary target hospital or clinical setting for your innovative product? (click all that apply)
- Who are target patients of your innovative product or technology? (click all that apply)
- To what sub-sectors or specialties is your product or technology applicable (select all that apply)?
- Who have you identified as the appropriate payer(s) for your solution?

**Section 5 of 6 - Collaboration Project or Partnership**

- Help us better understand the nature of the innovative partnership that your organization is looking for with the Hamilton health ecosystem.
- What best describes the type of partnership or engagement your organization is seeking (check all that apply)
- Who are you seeking to collaborate or engage with? (click all that apply)
- Please describe the relationship, project or partnership that your organization is seeking to establish with member(s) of Hamilton's life science ecosystem (200 words or less)
- What are your expectations from an innovative partnership (e.g., what resources do you require, access to patients, data, clinicians)? (200 words or less)
- Do you have a preferred or ideal partner in the Hamilton ecosystem? Have you identified a clinical champion? Please specify and describe why. (200 words or less)
- Do you require funding? If yes, please describe status and source of funding required to support a collaborative project / relationship (check all that apply)

**Section 6 of 6 - Thank you!**

We appreciate your taking the time to complete this form! If you have questions about this process, please feel free to contact Synapse directly: [info@synapseconsortium.com](mailto:info@synapseconsortium.com)