



Screening and Selecting Innovations for Validation Test Sites

Thank you for your interest in finding validation test sites through the Council of Academic Hospitals of Ontario (CAHO), in our role as an Innovation Broker for Ontario.

Table of Contents

CAHO's Role as an Innovation Broker.....	2
Important Facts:	2
Critical Problems Requiring Innovative Solutions	3
Screening Criteria for Validation Test Site	4
Screening Process	5
Request for Validation Template.....	5

If you would like to submit a request for a validation test site for your innovation, please read this document, complete the Request for Validation template (at the end of this document) and submit to innovationbroker@caho-hospitals.com.

If you have any questions or would like more information, we encourage you to visit CAHO's Innovation Broker [webpage](#), or email innovationbroker@caho-hospitals.com.



CAHO'S ROLE AS AN INNOVATION BROKER

The Council of Academic Hospitals of Ontario (CAHO), under the leadership of its Executive Director, has been appointed as an Innovation Broker for the Province of Ontario by the Ministry of Health and Long-Term Care, in partnership with the Office of the Chief Health Innovation Strategist (OCHIS). CAHO represents Ontario's [23 research hospitals](#).

As an Innovation Broker, CAHO will:

- Broker connections between innovators and Ontario research hospitals to find real-life validation test sites
- In fall of 2017, broker connections with hospitals that are ready to adopt specific innovations, and work with those hospitals to develop implementation plans to enhance the efficient adoption of the innovation
- Build capacity for innovation adoption by creating standard procedures among CAHO hospitals that enable clarity, transparency and timeliness for innovators

Value for Innovators

- Streamlined and simultaneous access to all 23 CAHO Hospitals, including clinical champions, knowledge and expertise
- Faster access to test sites to validate innovations and, in time, accelerate their adoption into some of the most advanced hospitals in the province
- Establish innovation-focused partnerships with CAHO hospitals

Value for Ontario's health care system

- Improve health outcomes for patients through new technologies
- Strengthen partnerships with innovators and industry, and encourage investment in Ontario
- Build capacity and cost efficiency within the system
- Facilitate a culture of innovation adoption

IMPORTANT FACTS:

- The role of the Innovation Broker will focus on new technologies, such as medical devices and IT solutions, but does not include stand-alone clinical practice changes or drugs/pharmaceuticals.
- CAHO will consider proposed innovations across the development phase – from prototype to proof of concept to already licensed.
- CAHO will consider engagement with all business types and sizes, including small and medium size enterprises and multi-national corporations.
- While Ontario businesses are encouraged to participate, the focus is not limited to only Ontario companies.
- CAHO's Innovation Broker role will focus on both hospital-based validation of new technologies and adoption of proven innovations.
- While problem statements will be determined and shared publically to enhance market intelligence, new innovations that fall outside of those problem statements will still be considered.



- Conversely, matching with a problem statement does not guarantee that a new innovation will be accepted.
- Issues such as funding and procurement will be managed on a case-by-case basis, by the individual hospitals and the company/innovator.
- CAHO is currently brokering connections between innovators and Ontario research hospitals to find real-life validation test sites, and will begin brokering connections with hospitals that are ready to adopt specific innovations in fall of 2017.
- Should a new technology not be appropriate for the work of CAHO as an Innovation Broker, this does not preclude any company from seeking their own entry points into the system, whether through the other Innovation Brokers, the OCHIS, the Ministry, other hospitals, or other health care providers.

CRITICAL PROBLEMS REQUIRING INNOVATIVE SOLUTIONS

Preamble

- The problem statements are relevant to a critical mass of CAHO members and are intended to provide market intelligence to industry, to better align proposed innovations with the needs of the CAHO hospitals.
- Innovative solutions do not need to be limited to addressing a problem in its entirety; they can also address discrete components within the overall problem statement.
- Proposed innovations should not be limited to the list of problem statements outlined below.
 - New innovations, both large and small, that fall outside of the problem statements are still of interest to CAHO. For example, solutions that address an important hospital need and/or demonstrate an opportunity for cost containment and resource utilization will be considered.
 - The list is intended to provide some information to the market about the types of problems that have been identified by CAHO Hospitals, and should not be considered exhaustive.
- Proposed innovations are expected to:
 - Have a direct impact on CAHO hospitals in some way
 - Offer a solution that either addresses a challenge within the research hospital OR propose a collaboration between a hospital and a relevant partner
 - Have been developed by meaningfully engaging affected populations, such as patients, providers, or others
- If an innovative solution is not appropriate for the work of CAHO as an Innovation Broker this does not preclude any company from seeking their own entry points into the system, whether through the other Innovation Brokers, the OCHIS, the Ministry, other hospitals, or other health care providers.
- CAHO's publication of priority statements is not the initiation of a procurement process.

Problem Statements

- How to optimize hospital service utilization to reduce readmission rates and avoid admissions.
- How to enable patients to take a more active role in their care.
- How to proactively manage medication safety and minimize the risk of adverse events throughout the care continuum from the perspective of patients, prescribers, and care providers.
- How to improve coordinated clinical care or integrated care models for patients with poly morbidities, medical complexity and/or disabilities.



- How to proactively identify and manage frailty in the population across the continuum of care.
- How to strengthen information transfer between hospital and community care providers to improve the continuity and quality of patient care and foster the development of partnerships between providers.
- How to enable communications between patients and their circle of care (including caregivers, families, etc.) to enhance social support and decision-making.
- How to reduce, eliminate and prevent the incidence of hospital acquired and multi-resistant bacterial infections.
- How to improve the spectrum of pandemic/disaster planning and management to ensure impacts are mitigated.
- How to improve equity in the delivery of health services.
- How to prevent workplace violence and responsive behaviours in real time to minimize impacts to staff.
- How to improve discharge care and/or transitions to community and other care settings.
- How to improve the efficiency of research administration in areas like compliance, credentialing, and ethics reviews.
- Other good ideas that address current and/or future health care problems are welcome.

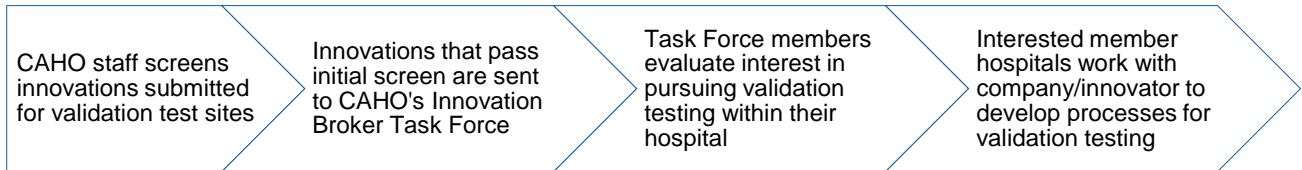
SCREENING CRITERIA FOR VALIDATION TEST SITE

Strategic alignment or important need	How well does the innovation align with one of CAHO’s critical problems and/or does it address an important patient and/or hospital need?
Feasibility	Is validation testing feasible based on the availability and intensity of hospital resources required (financial and non-financial)?
Key performance indicators:	At the end of the real-world testing, what impact will the innovation have on: Quality and patient outcomes Health economic benefits
Credibility	Company can fulfill its commitments under the validation Resource implications for hospitals (financial, physical, staffing, etc.) and the time frame required for the validation are reasonable Support resources committed by the innovator are competent and sufficient for successful completion In the validation exercise, risk factors are identified, manageable, and acceptable mitigation strategies are in place

CAHO may engage innovators in follow up conversations to further discuss the information provided and to learn more about the request for brokerage.



SCREENING PROCESS



REQUEST FOR VALIDATION TEMPLATE

Please provide your best effort to include all of the information requested.

GENERAL INFORMATION	
Company name	
Contact name	
Company address, email address, website	
Phone number	
Date of request	
HEALTH TECHNOLOGY INNOVATION INFORMATION	
Name and brief description of your innovation (200 word limit)	

Describe the problem that your innovation aims to solve (200 word limit)

Describe how your innovation compares to existing solutions/competitors (200 word limit)

What is your primary target patient, hospital, and/or operational population? (100 word limit)

In what setting do you want to test your innovation, if any?

Does the innovation require a particular patient population?

(100 word limit)

<p>What are your expectations of a hospital partner?</p> <p>What resources do you require – list all:</p> <ul style="list-style-type: none">• Physicians, allied health, technologists, support, administrative, and operational personnel, etc.• If applicable, how many patients would you require?• What other resources are required e.g., time, space, funding etc.?• What other partners/sectors would need to be involved?• <p>(200 word limit)</p> <p>Consider the elements of a RASCI Matrix (Responsible, Accountable, Supportive, Consulted, and Informed) when completing this section.</p>	
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Do you have a clear understanding of Intellectual Property considerations? Briefly describe. (200 word limit)

Of [CAHO's 23 member hospitals](#), do you have any preferred or ideal partners? Please specify and describe why. (Maximum of 5 institutions, 200 word limit)

<p>Have you identified a committed clinical champion in the hospitals listed above? Please specify. (100 word limit)</p>	
<p>Are there any real or perceived conflicts of interest in pursuing this validation? (100 word limit)</p>	
<p>At what stage of the development lifecycle is your innovation? (100 word limit)</p>	

Describe the evidence base to support the use of your innovation. Has the evidence been published? (200 word limit)

Has your innovation been tested in a jurisdiction inside or outside of Ontario or Canada? Briefly describe. (100 word limit)

<p>Is your innovation licenced anywhere globally? If yes, where and when was the licence issued? (100 word limit)</p>	
<p>Do you have funding to complete this validation? If yes, what is the source of the funding? (100 word limit)</p>	
<p>Do you have a Health Canada Investigational Testing Authorization or medical device licence to proceed with the validation? If yes, when was this issued? If you have a medical device licence, specify the class. (50 word limit)</p>	

<p>Describe the key performance indicators you anticipate reporting on to demonstrate the impact/value of your innovation on:</p> <ul style="list-style-type: none">• Patients• Operational cost/efficiency to CAHO partners• Other including economic benefits, job growth etc.	
<p>Will this validation provide you with sufficient evidence for scalability? (100 word limit)</p>	



Target start date	
Target completion date	
Anticipated length of the validation in months	
Please describe whether you are working under any time constraints. (100 word limit)	

COMPANY OVERVIEW (200 WORD MAXIMUM)