

Innovation Partnership
Procurement by Co-Design

Peterborough Regional Health Centre: The
Challenges of Slide Archiving

Challenge Brief



All vendor responses must be made via completion of an “Innovator Brief” template and forwarded to the above contact via email by the response deadline, with a cc to designchallenge@marsdd.com.

Contact name

Bernard Schaan

Response deadline

October 20, 2017

Phone number

(705) 743-2121

Challenge Brief reference #

PRHCLAB17SLIDE

E-mail

bschaan@prhc.on.ca

Maximum procurement budget

\$ 75000

Note: this does not obligate provider to procure any solution

Lorel Morrison - Director of Laboratory Services
 Meghan Darwin - Strategic Sourcing Specialist
 Bernard Schaan - Lab Manager
 Lori White – Charge Technologist, Anatomical Pathology

Project Team**The Challenge**

Maximum of 1200 characters

How can our histology lab improve the Turn-Around-Time (TAT) for diagnosis of surgical specimens that require historical slide review while reducing the amount of time and space used to archive slides and reducing filing errors and adding traceability?

When a surgical tissue removal is performed, the lab slices the tissue block into very thin layers that are placed on a glass slide to be examined under a microscope. This allows the pathologist to assist the surgeon in confirming a diagnosis of the diseased tissue. The law requires these slides be archived for 20 years as they can be reviewed later by a pathologist order to help direct treatment of a new or recurring condition.

Each slide is manually and numerically filed in a high density storage room located within the hospital. Due to the monotonous nature of this job, turnover for this position is high and not an effective use of time for the lab's highly trained staff. Filing errors are difficult to track and often take years to notice. When slides need to be retrieved there is often confusion of who took the sample, or if it was returned. This impacts the ability to diagnose and delays the follow up treatment for the patient

PRHC currently processes 125,000 slides per year. This volume is increasing as early diagnosing technology continues to improve. These issues are faced by nearly every hospital with a histology department.

Desired Outcomes

Maximum of 3 outcomes based specifications (OBS)

OBS specify the ultimate outcomes and performance desired by the end user, allowing for flexibility in determining how a specific need can be met.

OBS #1: Improve the TAT for diagnosis on surgical specimens that require historical slide review.

OBS #2: Reduce the amount of human time spent managing archiving and retrieval requests from eight hours to two hours or less

OBS #3: Add traceability so that all locations of slides can have an identified in storage or where they were sent and increase the capacity of slide storage tray by 15%

Evaluation Criteria

Criteria to be used for vendor selection (NOT to evaluate solutions).

IMPORTANT: Below are evaluation categories for provider's use..

Company 10%

Has the company demonstrated the competency to act as partner? Do they have an innovative vision? Do they have a strong leadership team? Do they have strong references?

Proposed approach 20%

Is the proposed approach to the challenge innovative? Do you agree that it can solve the challenge proposed? Will it have a significant impact on the end user (staff, patients, etc)?

Ability to execute 20%

Has the company demonstrated the ability to deliver a solution to other complex challenges? What has been the outcomes of solutions they have implemented?

Ability to produce validation data 40%

Has the company demonstrated their ability and expertise to produce validation data? Have they shared an example of data they have produced for any of their products or prototypes? Is the quality of that data sufficient enough to make a procurement decision?

Experience of project team 10%

Does the team have experience working on innovative solutions? Did the company propose the right type of project team to take on this engagement?

Key Dates

The following is a summary of key dates in the RFP process. Program sponsor (MaRS) and provider may change any of the dates below, in its sole discretion and without liability, cost, or penalty.

Key Dates	Milestones	Duration
Sept 28, 2017	Program launch, providers invited to download and complete a Challenge Brief	2 weeks
Oct 16 - 20	All challenges posted online, vendors begin to respond with Innovator Briefs	1 week
Oct 23 - 27	Vendors have all submitted Innovator Briefs. Providers shortlist vendor selection.	1 week
Nov 6	Dialog day. Each provider will hear their selected vendor pitches. Final vendor selection completed.	1 day
Nov 7 - 10	Teams prepare and submit co-design grant application.	1 week
Nov 13 - 17	External judging panel reviews grant applications. Meets on 17th to make final decision. Co-Design grant winners announced.	1 week
Nov 20	Co-Design Workshop #1: Discovery. Teams sign collaboration agreements.	1/2 to 1 day
Nov 20 - Dec 15	Teams work on discovery phase.	4 weeks
Jan 15, 2018	Co-Design Workshop #2: Ideation & Concept testing	1/2 to 1 day
Jan 15 - Mar 3	Teams work on ideation and concept testing phase.	8 weeks
Mar 5 - 8	Design review sessions. 1 - 2 hour sessions with each team to review learnings from discovery and concept testing results.	1 week
Mar 9	Co-Design Workshop #3: MVP prototyping and evaluation framework.	1/2 - 1 day
Mar 9 - Jun 15	Teams work on MVP development and evaluation phase.	14 weeks

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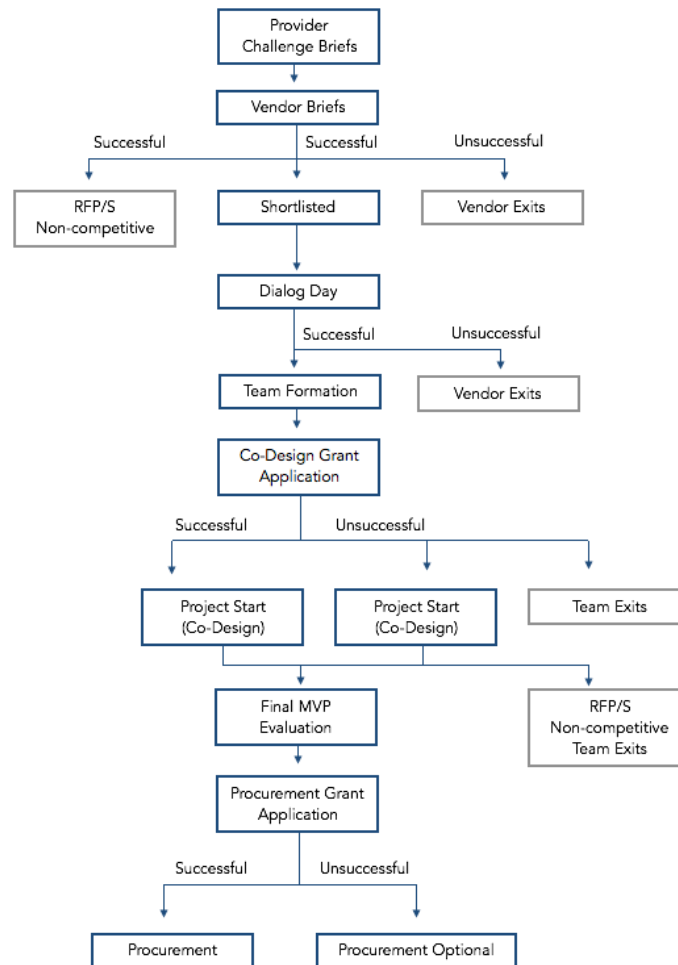
Jun 18 - Jul 5	Teams make procurement decision and formalize agreements.	3 weeks
Jul 9 - 13	External judging panel conducts site visits.	1 week
Jul 20	Final solutions day. Judges award up to \$50k for procurement.	1 day

Terms and Conditions

1. The “Innovation Partnership: Procurement by Co-Design” program may or may not lead to a procurement. There is no requirement for procurement at the end of the program, and procurement is at the discretion of the Provider. There are a number of potential outcomes from participation in this program (see figure below).
2. This Design Challenge document is issued to invite vendors who are able to develop solutions within the program timelines or have existing solutions that require refinement or validation, to respond and partner with the Provider to solve the proposed challenge.
3. The process will be in four phases:
 - a. Phase 1: Challenge Brief
 - i. Proponents prepare a submission in response to OBS
 - ii. Providers evaluate submissions based on evaluation criteria published in Challenge Brief, and generate a short list of qualified proponents
 - b. Phase 2: Dialogue Day
 - i. Short listed proponents are invited to present on submissions
 - ii. Providers evaluate presentation/discussion based on published criteria (to be made available to short listed proponents) and a proponent is selected. There are now two possible outcomes:
 1. Proponent may find an ideal solution and decide to pursue an RFP/S or non-competitive procurement strategy
 2. Proponent may form a team to pursue co-design
 - c. Phase 3: Co-Design
 - i. Selected proponent and provider form a team to co-design a solution and evaluate a minimum viable product, and decide whether to apply for the co-design grant. There are now three possible outcomes:
 1. Co-design moves forward with grant funding
 2. Co-design moves forward without grant funding
 3. Co-design does not move forward
 - d. Phase 4: Procurement

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- i. Providers evaluate success of the minimum viable product based on published desired outcomes
- ii. Providers determine whether to move forward with a procurement, and whether to request the additional grant from IPPCD. There are now three possible outcomes:
 1. Procurement moves forward with grant funding
 2. Procurement moves forward without grant funding
 3. Procurement does not move forward



4. Questions related to the Challenge being proposed must be directed to the Provider, and questions that modify the Challenge will be posted publicly for all potential proponents. Questions related to the Innovation Partnership: Procurement by Co-Design Program must be directed to MaRS (designchallenge@marsdd.com)
5. Submission requirements (mandatory requirements; proponents who do not meet the mandatory requirements will be disqualified)
 - a. Interested proponents must respond via submission of an Innovator Brief document, available online on <https://www.marsdd.com/systems-change/procurement-co-design>

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- b. The Innovator Brief document must be submitted directly to the Provider by the due date listed on the cover page of this document, with a cc to designchallenge@marsdd.com.
 - c. The submission must include proof of necessary licenses.
- 6. Bid disputes must be directed to the Provider, and will be managed according to the Provider's published bid dispute resolution process.