

Ontario Centres of
Excellence

Where Next Happens

Building Capacity in Innovation Procurement

CEPSEM Event

Jennifer Moles, Innovation Procurement Manager
June 13, 2019

Ontario Centres of Excellence is a member of



About OCE

- A not-for-profit funded primarily by the Government of Ontario.
- Works in partnership with government, industry and academia to support SMEs and entrepreneurs.
- Supports projects that create jobs and exports, attract local and international co-investment and make Ontario more globally competitive.
- Top three measures of success: jobs created/retained; industry co-investment; and private sector follow-on investment.



What We Do

OCE Accelerates Innovation

- Supports collaborative R&D between industry and academia.
- Invests in early-stage commercialization of technologies emerging from Ontario's publicly-funded colleges, universities and research hospitals.
- Fosters campus entrepreneurship and provides real-world industry experience for Ontario's next generation of innovators.
- Leads and develops networks around high-potential, business-led opportunities
- Assist firms develop and commercialize scalable products and services

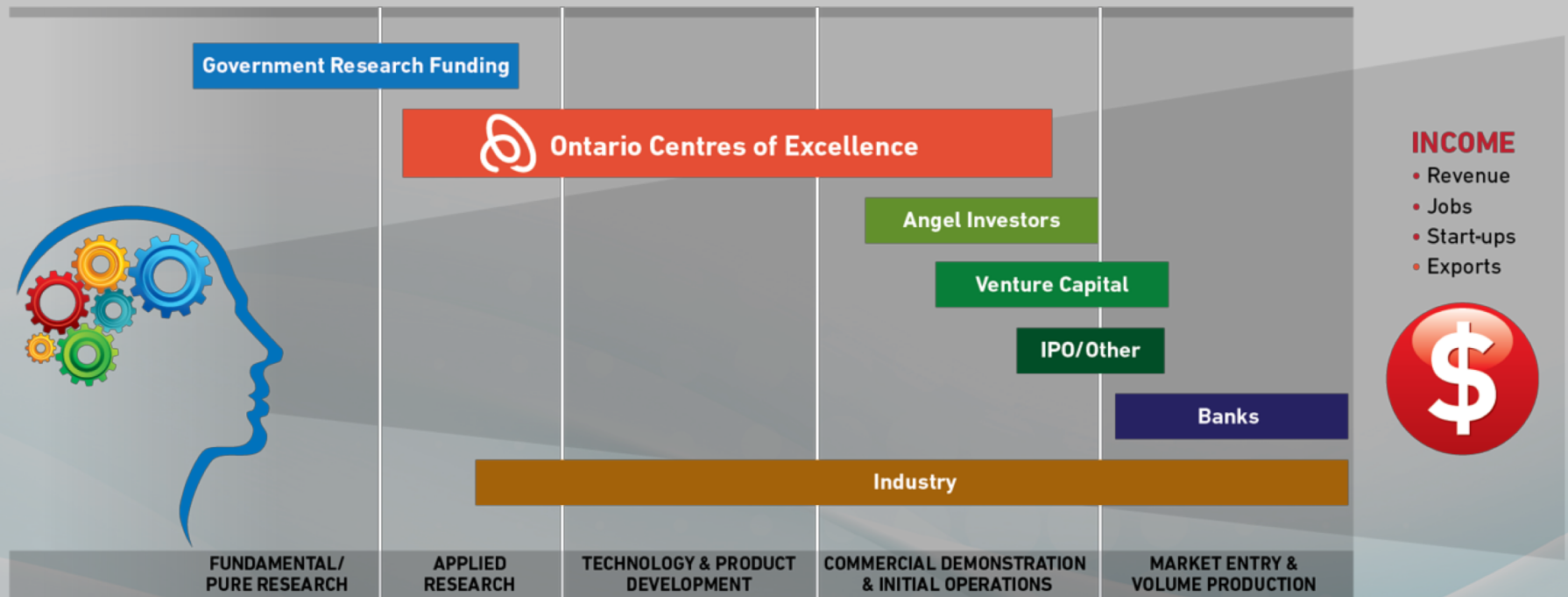


OCE's Business Development Experts

- A network of Business Development and Commercialization Managers (BDCMs) deployed across Ontario.
- With extensive business and sector expertise, BDCMs support companies, large and small, with commercialization and scale-up activities.
- Activities include:
 - > Connecting business with industry and leading-edge research and expertise in Ontario's publicly-funded colleges, universities and research hospitals.
 - > Supporting development of OCE funding applications.
 - > Advising on the development of business plans, marketing and sales plans, diversification.
 - > Identifying potential public/private sector investors.
 - > De-risking companies for investors by providing early-stage support.
 - > Securing new markets (including international).



Bridging the Funding Gap



OCE bridges the funding gap between government-funded R&D and private investment.

OCE Economic Impact FY 2017/18

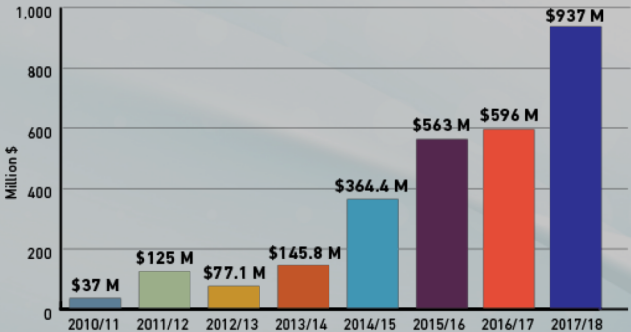
Start-ups created or supported directly through OCE seed financing or indirectly through other OCE programs, a **41 per cent increase** over last year.

2,557



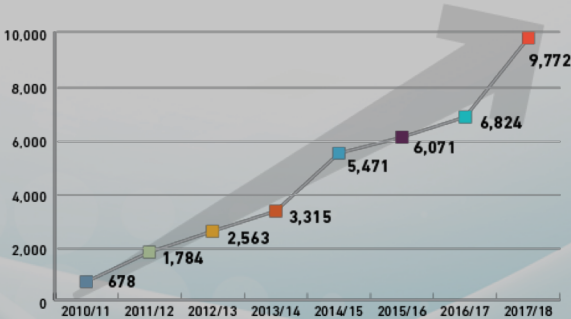
\$937
Million

Follow-on investment in client companies primarily from angel investors and venture capitalists, the highest in OCE history and a **57 per cent increase** over last year.



New or retained jobs directly attributed to OCE-funded projects, the highest in OCE history and a **43 per cent increase** over last year.

9,772 Jobs



OCE Programs



We support projects that create jobs and make Ontario companies more competitive globally

Visit oce-ontario.org/programs





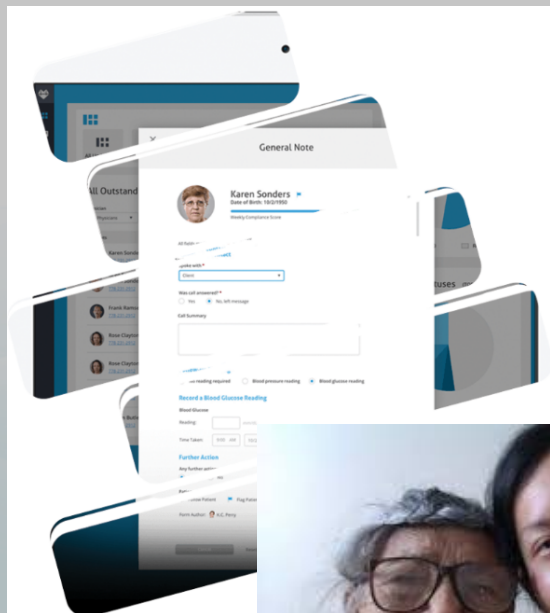
Commercialization

Innovation Procurement

Value Proposition:

- Firms find potential first customers in the Ontario public sector, which purchases billions of dollars of goods and services from 51,000 vendors each year
- OCE facilitates co-development, adoption and procurement of innovative, Ontario-made technologies by the Broader Public Sector (BPS) through programs that include:
 - AdvancingHealth
 - AdvancingEducation
 - **Health Technologies Fund**
 - **REACH Program**
 - Small Business Innovation Challenge
- Ontario SMEs acquire customers at home, with a chance to validate products and grow businesses to compete in global markets

Improving diabetes care through real-time monitoring [case example#1]



Objective: To provide diabetes clients with an easy-to-use digital health solution for remote client monitoring and secure communication among all members of a client's circle of care, including family members and health care providers.

Project Team



Improving diabetes care through real-time monitoring [case example#1]



Solution: iUGO Care, Care co-ordination platform leveraging sensors & IoT devices to deliver care in the patient's home.

Outcome: Project is looking at efficiencies in providing care to patients in remote communities with a primary goal to reduce complications and improve health outcomes for Sioux Lookout Meno Ya Win diabetes patients while simultaneously reducing the cost of care delivery. [e.g. improving health outcomes, minimizing complications, and reducing cost of care delivery for diabetes patients].

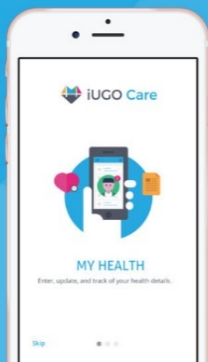
Program Funding: \$100,000 + Matching = TPV \$215,000

Reliq Health Technologies Announces New Funding to Expand Diabetes Pilot in Sioux Lookout, ON, and Meeting with the Office of the Premier of Ontario

SEPTEMBER 26, 2018 | IR@RELIQHEALTH.COM | [BLOG, PRESS RELEASES](#)

VANCOUVER, British Columbia, Sept. 26, 2018 (GLOBE NEWSWIRE) — Reliq Health Technologies Inc. (TSXV:RHT or OTCQB:RQHTF) ("Reliq" or the "Company"), a technology company focused on creating innovative mobile health (mHealth) and telemedicine solutions for Community-Based Healthcare, is pleased to announce that the pilot of its remote patient monitoring solution for diabetes patients with Sioux Lookout Meno...

Take control of your health
condition from the comfort
of your own home.



Transferring from the hospital to a LTC and ensuring timely medication reconciliation [case example#2]

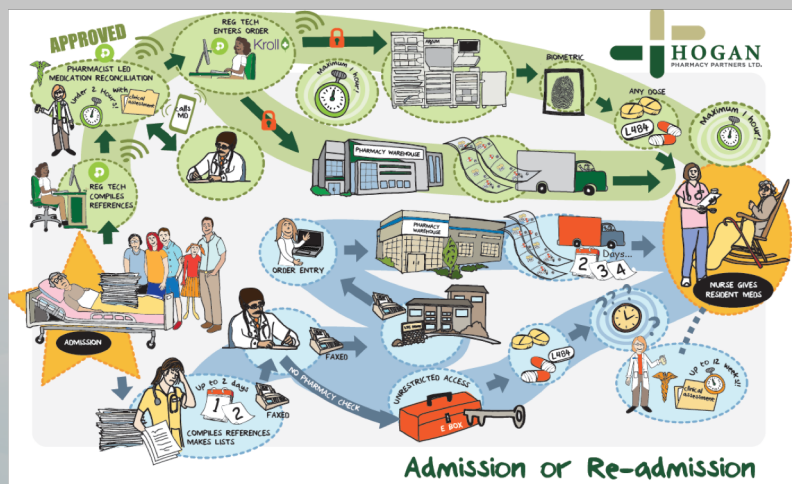


Objective: To create the evidence for technical, clinical, and economic impact of the introduction to “pharmacist led medication reconciliation” at each transition point of residents in LTC.

Project Team



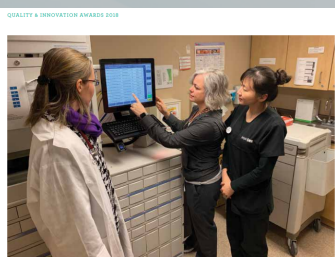
Transferring from the hospital to a LTC and ensuring timely medication reconciliation [case example#2]



Solution: Partnership between peopleCare, pharmacy service provider Hogan Pharmacy Partners, and electronic medical record provider PointClickCare [PCC]. PCC provides efficient digital communication, electronic medical and hospital record access, and 24/7 availability of the home to clinical pharmacist expertise.

Outcome: Pharmacy Led Medication Reconciliation [PLMR] enhances the efficiency of medication reconciliation processes in LTC, and that PLMR has the potential to prevent more adverse drug events than Nurse Led Medication Reconciliation [NLMR] processes.

Program Funding: \$476,348 + Matching = TPV \$1,080,374



Quality Improvement
Innovation of the Year

peopleCare launches the first Clinical Pharmacy Model in long-term care in Canada

Software to provide self-care tools for youth with mental health challenges [case example#3]



Objective: To offer enhanced connectivity and mobile availability which will significantly impact the flexibility and capacity of coordinators working across sectors to address client goals with diverse care teams.

Project Team



Youth Wellness Centre



Software to provide self-care tools for youth with mental health challenges

YOUTH WITH MENTAL HEALTH CHALLENGES

[case example#3]



"NexJ Connected Wellness is expected to increase efficiency and enhance the capacity of these organizations to support young adults in Toronto and Hamilton to achieve enhanced self-management and improved health outcomes while delivering a shift to community-based care."

Gary Baksi, Executive Vice President and General Manager, NexJ Health

Solution: Connected Wellness, digital platform for patient-facing population health management that incorporates mobile and wearable technologies

Outcome: Project is supporting a comprehensive evaluation in the context of YA mental health, with a primary goal of collecting the necessary data points for wider scale adoption of NexJ Connected Wellness platform [NCWp] within the Ontario healthcare system. [e.g. scale the technology-driven mental health solution to integrated service hubs and other mental health care settings provincially and nationally, providing young adults across Ontario and Canada with enhanced support to manage their mental health].

Program Funding: \$500,000 + Matching = TPV \$1,000,000

Meaningful Collaborations, RD1 Health Innovation Teams



With: Michael Garron Hospital, Markham Stouffville Hospital, University of Toronto, NextUpCare



With: WinterLight Labs, Baycrest Centre for Geriatric Care



Population Health Research Institute
HEALTH THROUGH KNOWLEDGE

With: Philips Healthcare, QoC Health, ThoughtWire Corp., CLOUD DX, XAHIVE Inc.



With: Think Research, University of Toronto



With: GE Healthcare Canada, University of Windsor-World Health Innovation Network, The Ottawa Hospital



With: Pathcore Inc.



With: Step Up! ABI Recovery, Waterloo Wellington LHIN, Health Quality Ontario, Wilfrid Laurier University, Alanus



With: ForaHealthyMe Inc., University Health Network-Toronto Rehabilitation Institute, Centre for Family Medicine - Family Health Team



With: BoehringerIngelheim Canada Ltd., Aetonix Systems Inc., Samsung Canada, Winchester District Memorial Hospital, Priority Business Services Inc., Women's College Hospital, Champlain LHIN



With: Stella's Place, Next Health Inc., Centre for Addiction and Mental Health, St. Joseph's Healthcare, University Health Network, Toronto General Hospital, The Royal's Institute of Mental Health Research, Children's Hospital of Eastern Ontario Research Institute Inc., St. Michael's Hospital, St. Joseph's Healthcare Hamilton



With: Hogan Pharmacy Partners Ltd., PointClickCare, University of Windsor-World Health Innovation Network, McMaster University



With: CLOUD DX, Women's College Research Institute, Markham Stouffville Hospital

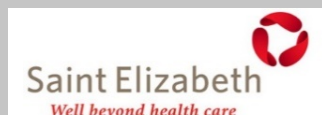


With: Brantford Police Service, HealthIM, Nipissing University, Brantford General Hospital



With: Reliq Health

Meaningful Collaborations, RD2: Health Innovation Teams



With: BrainFx, ThoughtWire Corp.,
Wilfrid Laurier University



With: Komodo OpenLabs, John
McGivney Children's Centre,
McMaster University, University of
Toronto



With: InputHealth Systems Inc., St.
Michael's Hospital Centre for
Excellence in Economic Analysis
Research, London Health Sciences
Centre, Rogers Communications, St.
Joseph's Health Care London



Centre des sciences de
la santé de Kingston

With: ArcheOptix, Queen's
University



With: Bedside Clinical Systems



With: NexJ Health



With: ManagingLife



With: Bayshore HealthCare Ltd.,
MedChart Inc., Royal Victoria
Regional Health Centre, Windsor
Regional Hospital



With: Fig.PSoftware, Cardiac Care



With: m-Health Solutions



With: Eve Medical, Women's College
Hospital -Institute for Health System
Solutions and Virtual Care, N'Mninoeyaa
Aboriginal Health Access Centre, Access
Alliance, Roche Diagnostics, Mount Sinai
Services

HTF, Outputs Achieved to Date

~1,520

Patients
engaged

108.5

New jobs
created

109

Jobs retained

\$15
MILLION

Matching
contributions

\$1.53
MILLION

Incremental
sales

\$4.04
MILLION

in follow-on
investment



HEALTH TECHNOLOGIES FUND

Demonstrating innovative products and services that target
priority health-system challenges.



- Resources for Evaluating, Adopting and Capitalizing on Innovative Healthcare Technology (REACH), designed to help Ontario health service providers and shared services organizations effectively identify and procure innovative technologies focused on solving priority system challenges
- **Opportunity to apply new methods to procure and more rapidly adopt innovative solutions to address high-priority health system needs using an outcomes based approach through a process called Innovation Procurement**
 - > Rds 1 & 2: \$6.2M + \$2.6M in additional project contributions [11 projects in total]
 - > Administered by OCE on behalf of the Government of Ontario

How the program works

Through the use of enhanced public sector innovation-based procurement methodologies, health care organizations will be able to develop and implement a preferred procurement process that is intended to identify solutions to their most complex challenges. Recognized [public sector innovation-based procurement methodologies](#) include (but are not limited to):

1. Research & Development (R&D) Procurement
2. Innovation Partnership
3. Design Contest
4. Competitive Dialogue
5. Competitive Procedure with Negotiation
6. Innovation Friendly Competitive Process

REACH Program outputs to date

6

Innovation
Procurement
Projects

4

Methodologies
tested

7

Technologies
/Solutions
procured

23.3

Jobs
created/retained



TransForm and partners to lead innovation procurement in Erie St. Clair

Nov. 12, 2017 – TransForm Shared Service Organization (TransForm) and its partners have been given the green light to proceed with five ground-breaking projects in Erie St. Clair, further positioning the region as a hotbed of healthcare innovation.

Earlier this month, [Ontario Centres of Excellence \(OCE\)](#) announced TransForm's *Innovative Procurement for Traceability* project was one of six successful applicants (Resources for Evaluating, Adopting and Capitalizing on Innovation) for a grant funding program being delivered by OCE on behalf of [Consumer Services \(MGCS\)](#). The funding supports healthcare procure solutions that more readily meet their high-priority needs. This process is known as innovation procurement.

"We're honored that OCE sees us as an innovative leader in healthcare, and that the grant will fund a project at tracking and traceability of medical consumables and implants."

News Releases

Ontario Continues to Build Capacity in Healthcare-related Innovation

November 6, 2017

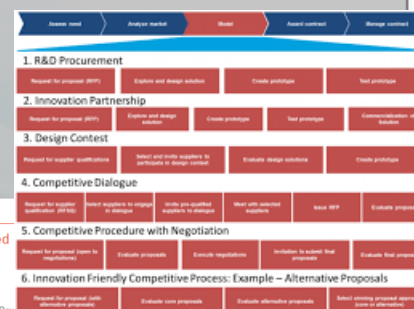
Second round of REACH projects announced

TORONTO, November 6, 2017 – Ontario Centres of Excellence (OCE) on behalf of the Government of Ontario's [Ministry of Government and Consumer Services \(MGCS\)](#) announced the second round of REACH (Resources for Evaluating, Adopting and Capitalizing on Innovative Healthcare Technology), an innovative program designed to help Ontario healthcare provider organizations more rapidly adopt innovative healthcare technology solutions.

REACH is a grant funding program being delivered by OCE on behalf of Ontario's [Ministry of Government and Consumer Services \(MGCS\)](#). The funding supports healthcare organizations in developing new ways to procure solutions that do not exist in the market, or need to be adapted or improved to meet their high-priority needs – a process known as innovation procurement.

OCE is supporting participating projects in the second round of REACH with a \$4.3-million program investment from the province.

"Our government is committed to funding forward-thinking approaches to procurement that can support better outcomes for Ontarians," says Tracy MacCharles, Minister of Government and Consumer Services. "The projects funded through OCE's REACH program will demonstrate new ways to procure solutions that will allow health care organizations to operate more effectively, and improve both patient satisfaction and health outcomes."



Virtual doctor visits being tested in Waterloo region

By [Jill Hynes](#) / [The Record](#) | [Waterloo Region Record](#)

Dec 18, 2017

Health Centres of Excellence and the rolling out of a new pilot project for virtual doctor visits to support of 100 doctors and nurse practitioners across Waterloo and Wellington regions in early 2018. (The photo)

WATERLOO REGION – Soon some patients in Waterloo Region will be able to have virtual visits with their doctor. A one-year pilot project will be rolled out to support of 100 doctors and nurse practitioners across Waterloo and Wellington regions early next year by the eHealth Centres of Excellence, with the hope of expanding it later to other provinces.

"It's going to be something that's more convenient for patients," said Dr. Mohamed Alawadhi, director of the eHealth Centres of Excellence.

And it will be good for the health-care system, too, he said.

"This would lead to more efficient use of resources in our system."

While improving the patient and provider experience, it will also create capacity in the system by boosting efficiencies.

"It should allow more people to be seen in a timely way," Alawadhi said.

The Waterloo-based eHealth Centres of Excellence, in partnership with the Ontario Telemedicine Network, was awarded funding for the project from the provincial grant-funding program REACH (Resources for Evaluating, Adopting and Capitalizing on Innovative Healthcare Technology).

The plan is to launch in January or February, and then over the year the platform will be tested based on feedback.

Community resources



Patient Communication Hub



Preventing Privacy Breaches: From
Logging and Auditing to Smart
Preventing



Management of COPD Patients in
Kingston



Virtual Visits in Waterloo-Wellington



Tracking and Traceability of
implantables



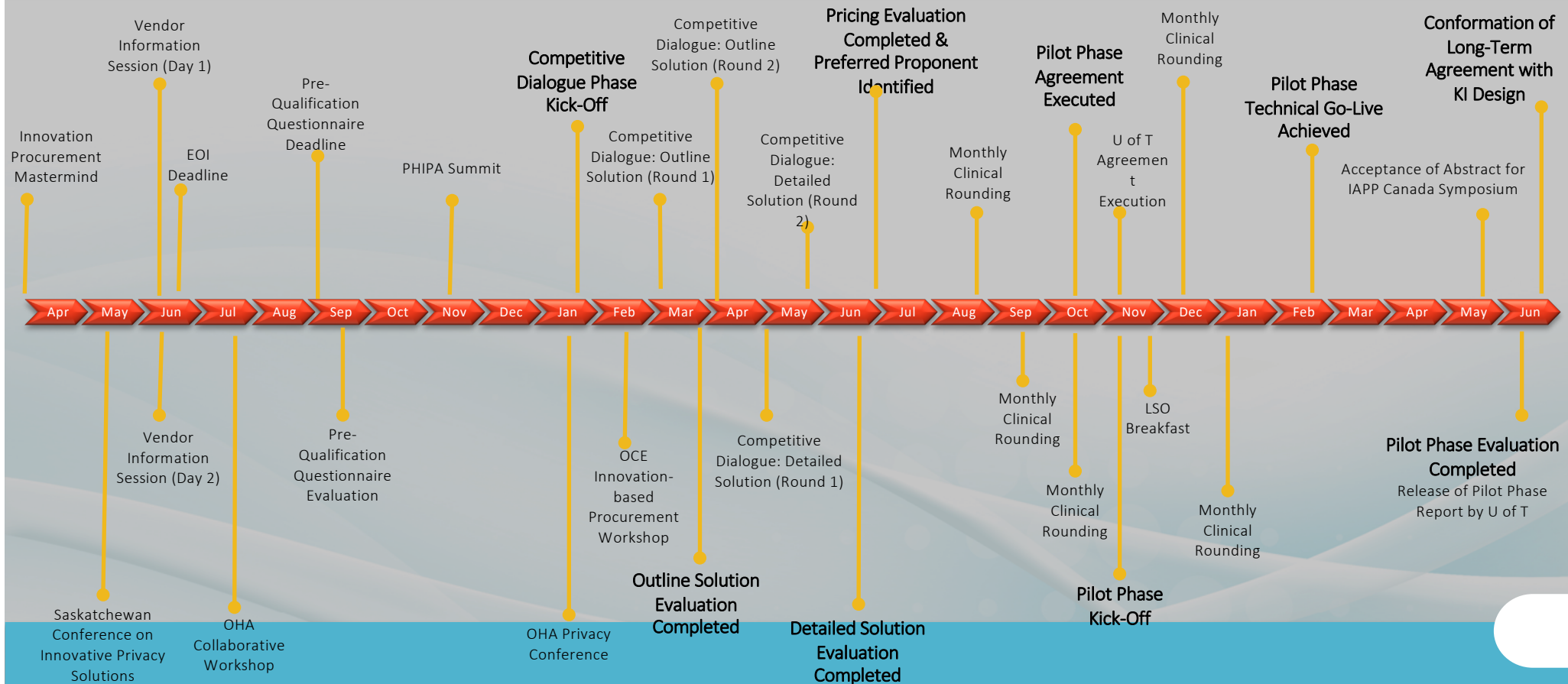
Co-Designing a Smart Hospital to
Improve Patient & Information Flow

Reach project outcomes

example 1 [Richmond hill] [project completed]

Problem Statement	Preventing Privacy Breaches: From Logging and Auditing to Smart Preventing
Lead HSP/SSO	Mackenzie Health
Project Team	Markham Stouffville Hospital; Michael Garron Hospital, Information and Privacy Commissioner of Ontario
Project Summary	To procure an innovative comprehensive privacy solution that will be proactive in preventing unauthorized access to patient health information in shared electronic information systems.
Key Outcomes	<ul style="list-style-type: none"> - Used Competitive Dialogue methodology - Conducted market sounding and competitive dialogue sessions - Evaluated top 3 solutions by proponents
Procurement	<ul style="list-style-type: none"> - Piloted top solution by proponent for 3 month period. Evaluated against Outcomes Based Specifications - Procured solution by KI Design
Knowledge Translation	<ul style="list-style-type: none"> - Formal case study developed by World Health Innovation Network [WIN] - Knowledge Translation Session held, Sept 13, 2018 [co-hosted by OCE]

PAIP Achievements At A Glance



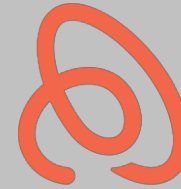
Reach project outcomes example 2 [Kingston] [~6 months remaining]

Problem Statement	To reduce the frequency of ER visits caused by acute exacerbation of Chronic Obstructive Pulmonary Disease (COPD) by managing patient care in the community.
Lead HSP/SSO	Kingston Health Sciences Centre
Project Team	3SO; Queen's University
Project Summary	To procure a solution to deliver better care and curb the healthcare cost of managing COPD patients in the hospital environment, novel health solutions that provide better care in the community are highly desired. Reducing frequent emergency rooms visits and readmission of COPD patients limits ER overcrowding and reduces patient risk in developing secondary complications such as respiratory tract infections.
Key Outcomes	<ul style="list-style-type: none"> - Using Innovation Partnership methodology - RFSQ, received significant response, did not require in-person session - Held Design presentations [February 2019]
Procurement	<ul style="list-style-type: none"> - Plan to pilot top solution by proponent and this will be evaluated against Outcomes Based Specifications - Final procurement decision dependent upon outcome of the pilot - Selected top proponent and in contracting stage [to be executed end of April]
Knowledge Translation	<ul style="list-style-type: none"> - Formal case study developed by World Health Innovation Network [WIN]

Q&A

For more information about our programs,
please visit the OCE website at www.oce-ontario.org/programs





Ontario Centres of
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Where Next Happens

Thank you



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Innovation Procurement Primer (Interim)

BPS PRIMER ON INNOVATION PROCUREMENT INTERIM



References

- REACH Program: <https://oce-ontario.org/programs/commercialization/reach-program>
- REACH Innovation Workshop, Feb2017 (Toronto, ON), <http://www.oce-ontario.org/programs/commercialization-programs/reach-program/reach-innovation-based-procurement-workshop>
- News Release, Nov2017: <http://www.oce-ontario.org/news-events/news/2017/11/06/oce-continues-to-build-capacity-in-healthcare-related-innovation-procurement>
- Innovation Procurement Primer: [https://www.doingbusiness.mgs.gov.on.ca/mbs/psb/psb.nsf/0/df7388300f40aec68525814d004a00bf/\\$FILE/BPS_Primer_on_Innovation_Procurement_Interim.pdf](https://www.doingbusiness.mgs.gov.on.ca/mbs/psb/psb.nsf/0/df7388300f40aec68525814d004a00bf/$FILE/BPS_Primer_on_Innovation_Procurement_Interim.pdf)
- HSCN Innovation Procurement Toolkit: <http://hscn.org/iptoolkit/home.aspx>
- Innovation Procurement E-learning Program: <https://www.conferenceboard.ca/topics/inn/e-learning.aspx?AspxAutoDetectCookieSupport=1>
- EU Guidance Document: <https://ec.europa.eu/transparency/regdoc/rep/3/2018/EN/C-2018-3051-F1-EN-MAIN-PART-1.PDF>
- MIX: <https://guelph.ca/city-hall/open-government/municipal-innovation-exchange-mix/>
- BC AI Justice Challenge: <https://innovatebc.ca/what-we-offer/innovation-marketplace/ai-justice-challenge/>
- Nourish: <https://www.nourishhealthcare.ca/values-based-procurement>
- CAHO Art of the Possible: http://caho-hospitals.com/wp-content/uploads/2018/06/Art-of-the-Possible_Quick-Reference-Guide-to-Ontario-BPS-Procurement-Myths.pdf
- MEDEC Value-Based Healthcare: Quick Guide Version 1
https://cdn.ymaws.com/www.medec.org/resource/resmgr/Value_Based_Healthcare_-_Qu.pdf