

February 6, 2009

TO: Business Development, Venture Fund, and Strategic Planning Vendors

FROM: Jennie Collings, Director of Medical Development

RE: Accepting Proposals: Commercialization of Medical Discoveries
Infrastructure and Funding Requirements and Resources

The Greater Springfield Chamber of Commerce (The Chamber), through its Quantum Growth Partnership (Q5) Medical Industry Initiative, has partnered with numerous community entities to strengthen and/or create resources to advance the commercialization of medical discoveries in the greater Springfield area. Included with this memo you will find a community commercialization model and vision statement and a flow chart that provides a general overview of resources available to advance projects to their greatest potential.

The partners involved with this work recognize the need for additional resources (financial and other) at various stages of projects in order to keep them moving efficiently through the pipeline. We are seeking assistance in developing a clear plan to accomplish our community commercialization goals, which should include, but need not be limited to, a) providing an extensive plan that would outline the creation of the infrastructure needed to support commercialization of medical discoveries and b) identifying funding sources (both local and non-local) to support the infrastructure, and current and future research projects. We anticipate being able to answer the following questions through such assistance:

- What can we accomplish with the resources currently available?
- What could we potentially accomplish with more resources? What are the necessary resources, and how do we get them?
- At what project phase are funds most needed in our community (i.e. seed/angel funding vs. venture funding) and is it logical for our community to create a fund that could support projects at the stage of highest need?
- Is there community support, both philosophically and financially, to merit the creation of a commercialization infrastructure and funding mechanism?
- What amount of money would need to be raised to support the needs of current, and estimated potential projects in the community?
- What is a realistic timeline for securing the funds needed to make a significant impact on project success?
- How will the creation of a funding mechanism affect the success of moving projects into the market place?
- Besides a funding source, are there other elements to success that are missing in our community?
- If creating a local funding source isn't the best solution, what are better alternatives?

To submit a proposal, please include contact information, a scope of the work that would be done to answer the questions above, a description of the evaluation methods that would be

used, a timeline, and a budget. Additional information demonstrating or outlining the process or final product may be included in the proposal.

The proposed timeline to begin the study is April 1, 2009.

All proposals should be submitted electronically by March 1, 2009 at 5:00 p.m. to:

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The Chamber will review all proposals and select the vendor(s) whose proposal and services are positioned to best meet the needs of the project at a competitive price. The Chamber has the right to reject all bids, negotiate with a selected bidder subsequent to their proposal, or broker other options for product fulfillment at our discretion.

Questions? Contact Jennie Collings (information noted above)