

REQUEST FOR PROPOSALS

KANSAS CITY REGIONAL BIOLOGICS RESEARCH & DEVELOPMENT INVENTORY



November 5th, 2021

BioNexus KC
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(816)753-7700

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I. INTRODUCTION: BIONEXUS KC

The KC region is a global leader at the nexus of human and animal health benefiting all our citizens and the economy. Our mission is to highlight life sciences resources and their value to the community through collaboration and commercialization. BioNexus KC inspires thinkers from different disciplines to combine their efforts for a common purpose – healthcare innovation. From bioinformatics to cancer research and beyond, we stimulate collaboration and help bring emerging technologies from concept to reality.

II. PROJECT OVERVIEW: REGIONAL BIOLOGICS ASSET MAP

The purpose of this RFP is to solicit Proposals from Prospective Service Providers (**PSP**) to undertake and complete an assessment of biologics assets in the Kansas City region, extending from Manhattan, KS to Columbia, MO and inclusive of St. Joseph, MO.

Biologics are derived from living tissues or organisms, and include a broad range of both medical and agriculture products including vaccines, gene therapies, tissues, blood and blood components, microbials, coatings, and many more. Biologics represent the cutting edge of biomedical research. As they can precisely target a patient's disease state and provide a treatment that produces far fewer side effects, biologics have the potential to dramatically improve patient treatments and are revolutionizing medicine and the pharmaceutical marketplace. Their ability to provide novel, personalized, and targeted treatments positions biologics to dominate the product portfolios of startup, small, mid, and large pharmaceutical and biotechnology companies focused on both human and animal health.

The share for biologics in the pharmaceutical market has grown significantly over the past five years and will likely continue to grow across most disease areas. Biologic products now represent 42% of the total therapeutic market and are displacing traditional chemically synthesized small molecule drugs at an unprecedented rate. According to a recent report from the Pharmaceutical Research and Manufacturers of America (PhRMA), 74% of medicines currently in clinical development represent potential new pharmacological classes for treating their respective medical conditions. Despite a wide range of scientific approaches, many of these first-in-class medicines utilize biologic approaches, including cell and gene therapies, DNA and RNA therapeutics, and conjugated monoclonal antibodies.

Biologics also represent a rapidly growing and significant portion of the agricultural industry, with biopesticides, biofertilizers and biostimulants all representing substantial portions of the market. These products significantly decrease consumption of synthetic chemicals while still attaining enhanced crop yields.

The goal of the biologics research census is to identify and inventory any life science-related assets within the region that are performing research and development in biologics and create a baseline against which future growth can be measured. This intentional focus on biologics represents one possible strategy to fuel post-COVID recovery for the region and to ensure that the region's economy is growing at a pace faster than that of peer metros across the country. This inventory will identify our region's starting point for this work and will be important in

demonstrating the short and long-term outcomes of our intentional efforts. Importantly, the inventory will also supplement the Kansas City regional life sciences industry census currently being conducted by BioNexus KC, which is completed every three years and helps define the composition of life sciences companies in the KC region and the scope of economic activity in this vital sector of the region's economy. This year's census already includes options for companies to self-identify as having biologics as an area of expertise. This information, coupled with the proposed inventory, should provide a comprehensive inventory of the region's biologics assets, and provide the information that could be utilized when trying to identify clusters for intentional investment and support.

III. SCHEDULE OF EVENTS

Summary of expected timelines:

- RFP Issued: November 10, 2021
- Pre-bid Questions Due: November 15, 2021
- Pre-bid Answers Provided and any Necessary Amendments Issued: November 22, 2021
- Proposals Due: December 1, 2021
- Decision and notification to PSP: December 8, 2021
- PSP formally begins work: December 15, 2021
- Initial Study Report Due: March 15, 2022
- Final Study Report Due: March 29, 2022

IV. PROPOSAL SUBMISSIONS

Proposals MUST be received by BioNexus KC electronically by December 1, 2021.

Electronic bids shall be submitted in editable PDF format (not image) and 10 print copies shall be submitted to the address noted below. Proposals delivered by facsimile will not be accepted. Proposals should include the following sections:

- Cover Letter
- Executive Summary
- Description of Proposed Services
- Project Management Description
- Vendor Qualifications and References
- Timeline
- Pricing Section
- Contact Information

Questions about this RFP may be submitted in writing via e-mail to Sharon Newman at snewman@bionexuskc.org. No verbal questions will be answered. **BioNexus KC reserves the right to share questions submitted and the resulting answer(s) with all potential PSPs if deemed materially relevant to the RFP.**

Interested parties shall submit a PDF proposal via email by **5:00 pm on December 1, 2021** to:

Dennis Ridenour
President and CEO BioNexus KC
30 W. Pershing Rd, Suite 210 Kansas
City, MO 64108 (816) 753-7700
dridenour@bionexuskc.org
cc: snewman@bionexuskc.org

V. PROPOSAL EVALUATION

Proposals will be reviewed, scored, and ranked by BioNexus KC, with potential input from KC Rising, BioKansas and the KC Rising Biologics Advisory Task Force:

- 1) Overall understanding of scope of work,
- 2) Proposed approach to meet project objectives and timeline,
- 3) Project management experience,
- 4) Sufficient partnerships, existing relationships, or previous experience relevant to biologics,
- 5) Ability to meet all aspects outlined in the RFP,
- 6) Adequate qualifications and references,
- 7) Competitive price, and
- 8) Innovative or creative processes that add value to the overall objective of the project.

PSPs should be advised that pricing will be considered as part of the proposal evaluation process. The award of contract will not necessarily go to the lowest bid.

All materials submitted in response to the RFP, as well as interim and final reports, become the property of BioNexus KC. These materials are considered confidential, and the contents should not be disclosed to any third parties without the written approval of BioNexus KC. Proposals and supporting materials will not be returned to PSPs.

BioNexus KC reserves the right to reject any or all proposals.

VI. CONTRACT AWARD

The selection of the successful PSP and any contracts issued pursuant thereto shall not be valid, effective, or binding until such selection is approved by BioNexus KC. The PSP selected will be notified by COB on **December 8th, 2021**.

VII. PROJECT ADMINISTRATION

This project will be administered by BioNexus KC, with cooperation from BioKansas and KC Rising. BioNexus KC is a 501(C) (3) not-for-profit organization which serves as the

coordinating body for the Kansas City region's life science research initiatives by functioning as a facilitator, matchmaker, and potential funder of collaborative research initiatives and assisting in the commercialization of resulting intellectual property.

VIII. SCOPE OF WORK

The selected vendor will assess the biologics assets, capabilities, and capacity in in the Kansas City region, extending from Manhattan, KS to Columbia, MO and inclusive of St. Joseph, MO. The types of assets and capabilities include, but are not limited to, the following:

- Physical capacity
- Financial investment by private, government, philanthropic and academic organizations
- Identify the University assets (Institutions, Core Facilities, Departments, etc.) that are conducting work within the defined area of biologics using our stakeholder relationships and Institutional Advisory Committee (IAC).
- Identify and inventory the non-academic assets with a primary focus on biologics not previously captured by either the Life Sciences Industry Census or the University survey mentioned above. Data collection will leverage partnerships with BioKansas, MOBIO, and our industry and clinical partners.
- Depth of expertise, including the identification of the individual researchers working in biologics and their specific areas of focus, those who have a significant impact on their field, and those with inappropriate or disproportionate amounts of external funding. As part of this deliverable, demographics of the individual researchers would be evaluated to inform tactics proposed by the BioNexus Diversity, Equity, and Inclusion Task Force aimed at improving diversity and equitable efforts into the regional ecosystem.
- Past commercialization accomplishments in private sector companies, non-profit research institutions, and academic institutions
- Prepare report detailing summary of findings with preliminary identification of peer metros (Des Moines, Indianapolis, Omaha, Pittsburgh, St. Louis) based upon the report's findings.

IX. DELIVERABLE

The firm engaged to do this work will address the following items in its fulfillment of the above objective as outlined below:

Key Objectives:

- Identify biologics assets in academia and the private sector.
- Provide a written report.
- Include in the report all university and governmental research centers, institutes, and/or core facilities supporting biologics research.

Identify any additional tasks (e.g., on-going or one-time) that your firm believes need to be covered in this engagement that were not identified in the Technical Requirements. Describe why you believe each such task identified is relevant.

X. PROJECT MANAGEMENT REQUIREMENTS

PSPs should outline their implementation plan for the project described in this RFP, including timetables and milestones that address the following issues:

Project Management: A description of the PSP's management team for this project, including a listing of all key personnel and their respective experience with projects of this depth and scope.

Project Schedule: An implementation schedule for components of the plan, including delivery dates, implementation milestones, task relationships and dependencies, and timeline.

Timeline: The ability to deliver the study by the dates listed below represents a key selection criterion. The work will begin **December 15, 2021**, with a target completion date by **March 29, 2022**.

XI. PSP QUALIFICATIONS AND REFERENCES

To assess the PSP's ability and competency to complete the project, the following information should be included in the proposals:

- A brief outline of the PSP company and services offered:
 - Full legal company name
 - Year business was established
 - Number of employees
 - Most recent annual report (if a public company)
- A description of the qualifications, experience, capability, and/or capacity of the PSP to successfully implement the plan in a timely manner. This description should include:
 - All previous client experience in medical research, pharmaceutical R&D, biosciences, healthcare, building an R&D organization, etc
 - All previous client experience with community-based organizations, business/non-profit associations, public-private partnerships
 - Resources outside vendor's own company that will be leveraged for this project.
- Information regarding current clients including
 - Total number of clients served in the last 12 months
 - Evidence of successful completion of a project of similar size and complexity (request sample report)
 - Any existing account work/retainer with any of our 10 key stakeholder institutions
 - Any existing account work/retainer on a similar proposal.

- References: Contact information for three references from projects similar in size, application and scope and a brief description of the project(s) if available.

XII. ESTIMATED BUDGET AND PRICING

Vendors should provide a detailed breakdown and summary of costs for completing the capability study fulfilling the goals and objectives stated in this RFP, along with any state-specific costs. In addition, PSPs should state their preferred terms of engagement (monthly retainer, project fee basis, hourly, etc).

XIII. CONFIDENTIAL INFORMATION

All information gathered, compiled, and delivered in response to this RFP will become property of BioNexus KC. PSP agrees this information will be considered confidential and will not disseminate, sell, or share this information with others.

XIV. NO SOLICITATION

BioNexus KC holds its members in high regard and does not condone, nor will it tolerate the misuse of information or exploitation of companies. PSP agrees that it will not sell or share information gathered in conjunction with, nor solicit companies contacted for this project.