



REQUEST FOR QUALIFICATIONS (RFQ) - Life Sciences Acceleration Partners

The following is a list of responses to questions submitted by prospective respondents (“Respondents”) to the Request for Qualifications for Life Sciences Acceleration Partners. A copy of the RFQ is available at: <https://esd.ny.gov/doing-business-ny/requests-proposals>

Life Sciences Acceleration Partners RFQ - Responses to Questions

No.	Question	Answer
1	Can you please define who is eligible to submit qualifications under the RFQ Life Sciences Acceleration Partners?	Any firm is eligible to submit its qualifications. We are looking for firms that can provide the services outlined in RFQ Section II. We encourage vendors to review the selection criteria outlined in RFQ Section III.
2	Does ESDC have a preferred minimum or maximum overall length for responses to the RFQ	There is no length requirement. We are looking for responses that fulfill all criteria outlined in RFQ Section III.
3	Are attachments to Part A permitted, to the extent that that they might be useful in answering the questions specified in the RFQ?	Yes, attachments to Part A are permitted.
4	Is this RFQ going out to incubators and accelerators nationally and internationally?	This RFQ is posted to the ESD website and is available to all potential firms that would like to submit a response.
5	How is the State looking to partner with accelerators, i.e. seeking to learn best practices and processes, or are they seeking tangible "assets" such as curriculum, guidelines, playbooks, related to entrepreneurial education?	We are looking for firms that can provide the services outlined in the RFQ Section II.
6	Through this RFQ, is the State looking for accelerators to set up a physical presence in NY?	We expect that the partner accelerator(s) will have a core team dedicated to the New York State accelerator program that will be located in NYS.
7	How is the State defining the life science sector - is it just therapeutics, or does it include diagnostics and devices?	New York State defines life sciences to include but not be limited to the following: agricultural and marine biotechnology, bioinformatics, biopharmaceuticals, diagnostics, genomics, health technology, medical devices and nanotechnology.

No.	Question	Answer
8	What is the fund date or timing of this award if selected? Can you provide an estimate of the dollar amount range/award size that is available for the accelerator that is selected?	The details of fund date and timing will be provided in the follow-on RFP.
9	How many accelerators/incubators is the State looking to partner with?	The number of accelerators selected through a follow-on RFP will be dependent on the RFQ responses ESD receives. The accelerator(s) selected will have complementary services tailored to meet the unique needs of the regions in the State.
10	Are there particular relationships with pharma, broader healthcare industry, or universities that the selected incubator/accelerator(s) need to have in place in order to be successful in this partnership?	As outlined in RFQ Section III, the most competitive accelerator candidates will demonstrate a depth of experience working with life sciences entities (e.g. corporate partners, investors, universities, and mentors). See RFQ Sections III.A.3.1, III.A.3.5, and III.A.3.6 for more details.
11	What are the unique needs of the regions across the State (e.g. funding, management training, education, etc.)? Are there areas of the State that on which there should be more or less focus?	Accelerators should have the capacity to manage the varying maturity levels of life sciences clusters in the State.
12	What existing relationships does the State of New York have to support this grant? Are there any entities that have helped encourage this initiative?	The support for this accelerator program is part of a larger \$620M statewide initiative to grow and nurture a leading life sciences ecosystem in NYS. See RFQ Section I for more background information.
13	We are a non-profit health tech incubator and do not take equity from our start-up companies. How do we self-identify in "Accelerator Type"?	Accelerator types are determined by the stage of start-ups participating in the accelerator and the types of services the accelerator provides, as outlined in RFQ Section III.A.I. Equity investments have no bearing on accelerator type.
14	We provide services that span the pre-accelerator, accelerator and post-accelerator descriptions - can we self-identify with more than one?	Yes. Responding firms can self-identify with more than one accelerator type. Please see Section III.A.I: "Please list more than one stage, if applicable".
15	What are the current values of the metrics (life sciences cluster score, employment, life sciences companies and institutions, life sciences specific SBIR funding, ratio of VC \$ to NIH \$)?	There are multiple independent reports that provide an overview of these metrics. The State has not conducted any published research on this topic.



No.	Question	Answer
16	What does New York State believe to be its biggest asset in the life sciences industry currently?	New York State issued a press release in December 2016 in which Governor Cuomo highlights how NY is uniquely positioned to be leader in life sciences. In addition, we are looking for the respondent's perspective on what New York State's greatest asset is and what role the respondent can play in supporting the life sciences industry across the State.