



REQUEST FOR PROPOSALS (RFP)
Life Science Consulting Services
Addendum #1

Release Date: April 25, 2018

The following is a list of responses to questions submitted by prospective respondents to the ESD Request for Proposals for Life Science Consulting Services. A copy of the RFP is available at:

https://esd.ny.gov/sites/default/files/rfp/041618-Life-Science-Consulting-RFP.pdf

Life Sciences Consulting Services RFP - Responses to Questions

Table with 3 columns: No., Question, Answer. Contains 4 rows of questions and answers regarding the RFP.

No.	Question	Answer
5	<p>What attributes and qualifications are most important to you in a service provider (i.e., what areas should we emphasize in our proposal)?</p>	<p>As per the RFP, ESD is seeking a consultant with “deep domain expertise in life science....with a critical focus on engaging private partners to develop public-private partnerships, advancing development of the life science ecosystem, attracting new companies, and creating jobs.”</p> <p>In particular, ESD is seeking consultant staff with “expert knowledge of the life science industry, including basic research commercialization, pharmaceutical practices, and early-stage start-up development.” Additionally, ESD is seeking consultant staff with “extensive strategy and management expertise” to assist in the administration of the Initiative.</p> <p>ESD expects the consultant to assign at least one staff member with “exceptional writing and communications skills who will be responsible for overseeing the generation of all written deliverables for the engagement. This team member must possess extensive experience communicating complex scientific and technical concepts through writing to a wide range of audiences.”</p>
6	<p>What is the anticipated budget for the work? The RFP mentions fee proposals of \$250K or more requiring Board approval. Does this \$250K represent ESD’s anticipated ceiling for fees for the engagement</p>	<p>The contract will be awarded on a “best value” basis, and the final budget for the contract will be determined by firms’ proposals. \$250K does not represent a ceiling for fees for this engagement.</p>
7	<p>Are there economic development models and public private partnerships (PPP) that were considered in setting up this project? What elements of these PPPs were considered favorable?</p>	<p>Public-private partnership models that leverage private sector co-investment matching funds are particularly favored.</p>
8	<p>Looking across the models that have recently been in the news (for example the CIRM public-private partnership in California, the QB3-UCSF life sciences innovation and incubator hub, the Bio Cube in San Jose, etc.), are there any that have been ruled out for consideration at this juncture?</p>	<p>No public-private partnership models have been ruled out for consideration at this juncture.</p>

No.	Question	Answer
9	<p>What range of LS R&D services, if any, have been ruled out for consideration at this juncture? For example:</p> <ul style="list-style-type: none"> • In-vivo research and development • In-vitro research and development • In-silico experimentation • Services that span the life science and provider value chain (e.g., data warehousing, bioinformatics, real world evidence and insights generation, experimental design, etc.) 	<p>No life science R&D services have been ruled out for consideration at this juncture.</p>
10	<p>What locational considerations / requirements have been established (e.g., closer to Albany, closer to NYC)?</p>	<p>The New York State budget appropriation language allocating \$320 million for the Life Science Initiative at ESD specifically requires that the program take into consideration “regional balance” across New York State.</p>
11	<p>Is there a scope / limit regarding the capabilities that are to be included in the institution that is to be established and is there a starter point of view on where these capabilities would originate (e.g., tie into the SUNY system, tie into the Wadsworth Center, etc.)?</p>	<p>Question not relevant to the scope of services for this engagement.</p>
12	<p>Has ESD interacted with other external groups such as NY BIO or PFNYC as it has progressed thus far? How would you envision this project interacting with these organizations as the ESD strategy is developed?</p>	<p>ESD regularly interacts with key stakeholders in the New York State ecosystem. ESD may solicit input from these stakeholders in developing the long-term strategy, as needed.</p>
13	<p>On Page 3 of the RFP, there is mention of “ESD’s current cluster strategy” and that the “ESD Life Science Initiative is currently implementing an economic development strategy.” How far along is this strategy’s development and implementation? What should we assume are the state of the inputs that this project will be picking up to progress further?</p>	<p>ESD’s Life Science Initiative is currently implementing programs with the goal of growing life science clusters in areas with pre-existing life science activity. The consultant should expect to develop a new long-term strategy that builds on and complements ESD’s existing cluster strategy.</p>



No.	Question	Answer
14	One of the deliverables is a long-term strategic plan report. Should we assume that this report would encompass our observations and feedback on ESD’s existing strategy, a de novo strategy, or a further developed strategy to include the implementation plan?	This strategic plan report should build on ESD’s current strategy. It should also focus on developing new, creative approaches to life science innovation and on transforming New York State into the new frontier for the commercial life science industry in the long-term.
15	Similarly, on Page 3 of the RFP, there is mention that “ESD is also developing a strategic marketing plan for the Life Science Initiative.” How far along is this marketing plan’s development and what should we assume is the state of the inputs that this project will be picking up to progress further?	The marketing plan is in the earliest phases of development, and the consultant can assume that it will be supporting ESD to build this strategy de novo.
16	How will success for this [marketing] initiative be defined as it relates to economic development and innovation?	As part of the scope of services for the engagement, the consultant will be required to “conduct polling, collect survey data, or implement other methods to assess perceptions of New York State as a hub for life science among key stakeholders in the life science industry. This activity should be executed over time to best evaluate how perceptions of the New York State life science ecosystem evolve.”