



SOPHIE Commercialization Project Application Form

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Southern Ontario Pharmaceutical & Health Innovation Ecosystem (SOPHIE) Commercialization Projects Application

Please complete this application form as best as you can so we can learn more about your company. Please provide the contact information for the person at your organization who is best suited to respond to inquiries about participating in the SOPHIE program.

*Please note: This form will not save your progress. If you exit the browser your form will not be saved.

Have you read and understood the Southern Ontario Pharmaceutical and Health Innovation Ecosystem (SOPHIE) guidelines? *

- Yes
- No
- Yes, but I have questions

Name (primary contact) *

Title or Role (primary contact) *

Email (primary contact) *

Organization Name *

Organization Website URL *

Province (organization headquarters) *

City (organization headquarters) *

Is your organization a client of a Regional Innovation Centre or Accelerator (e.g. Innovation Factory, The Forge, Communitel, MaRS, etc.) *

Yes

Not Sure

No

N/A

End of section 1 of 4



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Organization profile

We want to learn a little more about you and your organization so that we can better match you with the right collaborative partner in the Hamilton life science ecosystem.

What are the primary products or services your organization offers? (click all that apply) *

- Digital Health and E-Health Infomatics
- Medical Devices & Equipment
- Clinical Trials
- Biomedical, Biotechnology and Bio-pharmaceuticals
- Testing or Medical Laboratories
- Drugs & Pharmaceuticals
- Contract Manufacturing (CMO) or Contract Research (CRO)
- Care Provider (Hospital, Primary Care Physician, Home Care, etc)
- Public Policy & Capacity Building
- Legal, Patent, Finance, Consulting & Other Support Services
- Other

How many employees are currently employed in your organization? (including owner/founder) *

1 Full-time equivalent (FTE) is equivalent to one employee working full time or more than one person part-time, such that the total working time is the equivalent of one person working full-time. Generally, full-time positions will involve between 35 and 40 hours in a regular workweek. An FTE calculation is the total hours worked in a week divided by the regular workweek. FTEs do not include positions created as a result of subcontracts to undertake work on the project (e.g. construction, suppliers, etc.).

Please identify what key team members will be involved in the SOPHIE commercialization project, what their role will be, and what experience/expertise they are providing. *

What stage of funding has your company achieved? (select most advanced stage)

- None
- "Bootstrapping"
- Angel Investment
- Venture Capital/Seed Funding
- Series A,B, or C
- Publicly Traded

In what regions are you currently active? For example, selling product, conducting research etc? (e.g. Canada, U.S, Europe, Asia etc...)

End of section 2 of 4



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Innovative Health Technology, Product or Process

We need to understand what makes your innovation special. We're hoping to better understand what you're bringing to the market or exploring in the research lab.

"What's your pitch?" Describe your innovative product or technology, the problem it solves and its impact. *

(100 words or less)

"What's your value proposition?" Describe the competitive value your innovation brings to the market.

(200 words or less)

"What makes your innovation unique?" Describe the evidence that demonstrates how your product is differentiated from other solutions already available in the market? (e.g., proprietary technology, IP, process innovation, economic impact, etc.)

(200 words or less)

What stage of development best describes your product/technology?

- General Research
- Ideation
- Prototype Research & Development
- Minimal Viable Product
- Customer Validation/User Assessment
- Clinical Trials
- Regulatory Approval
- First Customer (seeking or secured)
- Multiple Customers/Scaling Up
- Market Leader

Other

Is your product or service currently in market (post-revenue)?

- Yes
- No
- My innovation is not meant to be sold in market

Other

Which care settings are you targeting for your product or service? (only choose 3)

- Hospital (ICU or Emergency)
- Hospital (Acute Care)
- Hospital (Chronic Care)
- Ambulatory Care (including private facilities)
- Community or Long-Term Care Provider
- Primary Care Provider or Family Clinic
- Pharmacy, Rehabilitation, or other Private Clinic
- Government Ministry or Agency
- Direct to Consumer

To what sub-sectors or specialties is your product or technology applicable (only choose 5)

- | | |
|---|---|
| <input type="checkbox"/> Aging | <input type="checkbox"/> Diabetes |
| <input type="checkbox"/> Allergies | <input type="checkbox"/> Diagnostics and Monitoring (including Imaging) |
| <input type="checkbox"/> Ambulatory Care (Medical or Surgical) | <input type="checkbox"/> Diet & Nutrition |
| <input type="checkbox"/> Anaesthesia | <input type="checkbox"/> Digestion |
| <input type="checkbox"/> Artificial Intelligence, Machine Learning, or Big Data | <input type="checkbox"/> Digital Health and Data Management |
| <input type="checkbox"/> Apnea | <input type="checkbox"/> Ear, Nose & Throat |
| <input type="checkbox"/> Audiology | <input type="checkbox"/> Echocardiograms |
| <input type="checkbox"/> Autism | <input type="checkbox"/> Endocrinology |
| <input type="checkbox"/> Brain or Brain Injury | <input type="checkbox"/> Epilepsy |
| <input type="checkbox"/> Cardiology | <input type="checkbox"/> Fractures |
| <input type="checkbox"/> Chronic Pain and Illness | <input type="checkbox"/> Gastroenterology |
| <input type="checkbox"/> Colposcopy/Urology | <input type="checkbox"/> Genomics |
| <input type="checkbox"/> Concussions | <input type="checkbox"/> General Health |
| <input type="checkbox"/> Cystoscopy | <input type="checkbox"/> Gynecology, Obstetrics and Fertility |
| <input type="checkbox"/> Dermatology | <input type="checkbox"/> Haematology and Haemophilia |
| | <input type="checkbox"/> Home or Patient Self-Care |

- Immunology
- Infection Control and Infectious Disease
- Maternal care and Fetal Medicine
- Mental Health and Dementia
- Microbiology
- Multiple Sclerosis
- Neurology and Cognitive Science
- Nuclear Medicine
- Oncology
- Orthopedics
- Othiotics
- Ostepeperosis
- Pain Management
- Palliative Care
- Physiotherapy and Rehabilitation
- Preventative Care
- Psychology
- Sports Medicine
- Sensors and Wearables
- Sexually Transmitted Diseases
- Stroke
- Surgery
- Training and Education
- Virtual or Augmented Reality
- Other

"What is your market strategy?" Who have you identified as the appropriate payer(s) for your innovative product or solution? *

(100 words max)

End of section 3 of 4



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Type of Hospital Collaboration Project

Help us better understand the nature of the project your organization is looking to undertake with an academic (i.e., McMaster University or Mohawk College) or hospital partner (i.e., Hamilton Health Sciences or St. Joseph's Healthcare Hamilton).

Please describe the type of collaborative project (e.g., product development, testing, evaluation, clinical trial, etc.) that you are hoping to undertake.

(200 words or less)

Do you have a relationship with a clinical/academic champion at Hamilton Health Sciences, St. Joseph's Healthcare Hamilton, McMaster University, or Mohawk College that you would like to work with? (don't worry, we'll do our best to help you find one if you haven't!)

- Yes
- No
- Unsure

Please provide the name(s) of the clinical/academic champion you are working with, or would like to work with, at Hamilton Health Sciences, St. Joseph's Healthcare Hamilton, McMaster University, or Mohawk College.

Please describe any recent or planned projects or partnerships you've had with the Hamilton life science ecosystem.

(200 words or less)

"Anything else?" Describe any additional information or background that you believe would be relevant for us to know.

(200 words or less)

End of section 4 of 4
