



MEDICAL CENTER
OF THE AMERICAS
FOUNDATION

**Request for Proposal (RFP)
For Innovation Seed Fund Feasibility & Planning
El Paso, Texas**

**ADDENDUM #3
October 21, 2019**

MCA Foundation has received the following questions related to the Request For Proposal dated September 10, 2019 and provides responses as indicated:

Question 1. Is the vision for the Innovation Fund to specifically support early stage companies in the US, or both US and Mexico?

Response 1. Given our bi-national region, we would consider that the fund support early stage companies in both the US and Mexico. However, the answer to this question should be determined based on the feasibility and planning process.

Question 2. Can you provide more detail for the BMIA, which is an MCA for-profit subsidiary available for purposes of the seed fund?

Response 2. BMIA, Inc. (dba "RedSky"), is an IRC Subchapter C corporation that is a wholly owned subsidiary of the Medical Center of the Americas Foundation ("Foundation"), a tax exempt entity under IRC Sections 501(c)(3) and 170(b)(1)(A)(vi). More information on this company will be provided to the Offerer who wins the project.

Question 3 Would you characterize the 2017 strategy to launch the MCA Innovation Center as successful?

Response 3. Yes.

Question 4. Is there an expectation for when the project should start and end? If so, can you please advise?

Response 4. The project period is anticipated to take no more than ten (10) months. Ideally, the project would kick-off prior to the end of 2019.

Question 5. Does an award for this RFP prevent us from pursuing / winning any subsequent phase of work (e.g., recommended initiatives, operationalizing recommended objectives)?

Response 5. No, an award for this RFP does not prevent future work from being awarded to the same firm.

Question 6. (Stakeholder Meetings & Tours): will NDAs be required with each stakeholder in order to engage in meetings and tours? Please confirm that the NDAs will be executed between MCAF and meeting / tour participants.

Response 6. No, not anticipated at this point.

Question 7. (Fee Proposal): Can you provide further explanation for the following phrase: “The estimated planning period is ten (10) months.”?

Response 7. MCA anticipates the project period for this scope of work should not exceed 10 months.

Question 8. Would MCAF consider alternative contract structures (to the not to exceed model)?

Response 8. Yes.

Question 9. (Personnel Profile): Our policy is to withhold phone numbers until permission to contact the reference is given; will this be permissible?

Response 9. Yes.

Question 10. Exhibit C: Since this is identical to the sample agreement whose final version GT signed with MCA for the Ecosystem project, can we assume that we can reference the existing agreement (dated February 27, 2019)?

Response 10. Yes.

Question 11. Can you please clarify the number of spiral bound hardcopies that are to be delivered, as below?

B. Respondents shall submit four (2) spiral bound copies and one (1) electronic version on a flash drive

Response 11. Two (2) spiral bound copies and one (1) electronic version on a flash drive

Question 12. Scope of Services: Except for the City of El Paso meeting (to be conducted as 1 meeting), are all other meetings to be conducted separately (e.g., a separate meeting to be conducted with Tech Hub Juarez and another meeting with Hub of Human Innovation)?

Response 12. Please see the expected number of meetings for each category:

- a. City of El Paso [*1 meeting*]
 - i. Mayor and City Council Representatives
 - ii. Deputy City Manager
 - iii. Economic Development staff
- b. Other local Incubators & Funds [*3 meetings*]
 - i. Tech Hub Juarez
 - ii. Hub of Human Innovation
 - iii. Co-Work Oasis
 - iv. Arrowhead Innovation Center
 - v. SABA Investments
 - vi. Cottonwood Technology Fund
- c. Local innovators and start-ups [*2 meetings*]
 - i. OTEN Medical
 - ii. VemiDoc

- iii. Patheon
 - iv. Agilvax
 - v. WE Labs
 - vi. MIPTek
 - vii. Atlas Regeneration
 - viii. Insight4D
 - ix. Ivan Huerta
 - x. Sergio Delgado
 - xi. Rigoberto Renteria
- d. Regional Institutions of Higher Education *[2 meetings]*
- i. The University of Texas at El Paso
 - 1. College of Business
 - 2. Office of Technology Transfer
 - 3. Mike Loya Center
 - ii. TTUHSC El Paso
 - 1. Office of Technology Transfer
- e. Current, former and potential Angel Investors *[1-2 meetings]*
- i. Lane Gaddy
 - ii. Bob Skov, former MCA Director and Angel Investor
 - iii. Alan Russell
 - iv. Scott Schwartz
 - v. Miguel Fernandez
 - vi. Ron Munden
 - vii. Henry Yohawirja
 - viii. Others may be invited

END OF ADDENDUM #3