

REQUEST FOR PROPOSALS

**High Throughput Experiment Sealing Technology**

May 6, 2022

Enabling Technologies Consortium™

Request for Proposal

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# Introduction

## About Enabling Technologies Consortium™ (ETC)

The Enabling Technologies Consortium™ (ETC) is comprised of pharmaceutical and biotechnology companies collaborating on issues related to pharmaceutical chemistry, manufacturing, and control with the goal of identifying, evaluating, developing, and improving scientific tools and techniques that support the efficient development and manufacturing of pharmaceuticals. The purpose of this consortium is to identify pro-actively high-value opportunities to deliver innovative technologies where the business case is compelling and collaboration with the broader external community is required.

## Request for Proposals

Publication of this Request for Proposals (RFP) is the first step by ETC to solicit interest in collaborating on the project titled “High Throughput Experiment Sealing Technology**”** The information collected during this process along with subsequent interviews will be used for evaluation purposes.

## Disclaimer

The contents and information provided in this RFP are meant to provide general information to parties interested in developing the project “High Throughput Experiment Sealing Technology”. The successful respondent selected by ETC will be required to execute an Agreement that will govern the terms of the project. When responding to this RFP, please note the following:

* This RFP is not an offer or a contract
* Responses submitted in response to this RFP become the property of ETC
* Respondents will not be compensated or reimbursed for any costs incurred as part of the RFP process
* If ETC receives and responds to questions from RFP respondents, ETC reserves the right to anonymize the questions and make the questions and ETC’s responses available to all respondents via our website
* Responses to RFP should contain only high-level discussions of product development efforts and should not contain trade secrets or confidential information. ETC does not make any confidentiality commitments with respect to RFP responses but agrees not to publicly distribute RFP responses outside of ETC or share RFP responses with other respondents.
* ETC is not obligated to contract for any of the products or services described in this RFP
* ETC reserves the right to:
  + Accept or reject any or all proposals
  + Waive any anomalies in proposals
  + Negotiate with any or all bidders
  + Modify or cancel this RFP at any time

## RFP Contact Information

All questions and inquiries regarding this RFP should be directed to:

Ms. Fatou Sarr

ETC Secretariat

c/o Faegre Drinker Biddle & Reath, LLP

1500 K St NW

Washington DC, 20005-1209

202.230.5148

[info@etconsortium.org](mailto:info@etconsortium.org)

<http://www.etconsortium.org/>

## Anticipated Time Frames for Evaluation and Selection Process\*

Issue RFP May 6, 2022

Questions on RFP due May 31, 2022

ETC responds to any RFP questions Jun 15, 2022

Responses from potential collaborators due Jun 28, 2022

Invitations sent to respondents for presentation Jul 14, 2022

Presentation to ETC by respondents Jul 15-Aug 1, 2022

*\*Dates subject to change without notice*

***Please submit your response electronically to the above address. Responses received after Jun 15 2022*** ***will not benefit from full consideration and may be excluded from the selection process.***

## Project Scoping and Project Execution

ETC project sponsors will work with the selected collaborator to define the project scope and work to finalize a Statement of Work (SOW) for the project which describes project timelines, milestones, budget, deliverables, etc. Depending on the project, the scoping exercise will be conducted via email, web-meetings, and/or an in-person workshop. Following finalization of the SOW, the project will be brought forward to the ETC Board of Directors to authorize moving to execution.

Once authorized by the ETC Board of Directors, the ETC Secretariat will work with the selected collaborator to negotiate and finalize a contract between the two parties, leveraging ETC’s Development Agreement and Non-Disclosure Agreement accelerator templates. In parallel to this negotiation, the Secretariat will also work to finalize and execute our internal project Charter between participating ETC members.

## Intellectual Property

ETC acknowledges that this project, or aspects thereof, may require the use and incorporation of existing intellectual property and/or the development of new intellectual property in order to successfully complete the project.

### Existing Intellectual Property

* ETC as an organization will not engage in negotiations with the owner of any intellectual property on the respondent’s or ETC’s behalf;
* It is the responsibility of the respondent to conduct an intellectual property search and take all necessary steps to ensure their proposed project will not infringe or misappropriate any intellectual property right of a third party and/or obtain all necessary consents, assignments and licenses to provide the solution in the project proposal.

### New Intellectual Property

With most projects conducted with ETC:

* All commercialization rights will reside with the collaborator;
* ETC will not assume ownership of any intellectual property (IP) developed by the collaborator or expect royalties from future commercial sales.

# Project Information

## Possible Project Sponsors

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| --- |
| AbbVie, Amgen, AstraZeneca, Biogen, Boehringer Ingelheim, Bristol Myers Squibb, Eli Lilly, Genentech, GlaxoSmithKline, Johnson and Johnson, Merck, Pfizer, Roche, Zoetis |

## Description

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| This project is aimed to develop a reaction plate sealing technology to enable high throughput experimentation without loss of solvent after sampling. Current sealing materials are prone to losing solvent after piercing and/or swelling from being incompatible and loss of solvent effects parameters being studied including rates of reaction and solubility. The project is not limited to new compatible materials but includes new mechanisms of sampling. The sealing technology could be either a new piece of hardware (like a mechanical gate), a new piece of hardware that has a consumable part (a new device with a polymeric seal) or just a consumable part (like a mat material). The ETC group envisions helping with the evaluation of new solutions. |

## Requirements

### Necessary Hardware and Software Requirements

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| **In General,** the solution should be generally applicable with platforms and equipment and not tied to a specific manufacturer’s equipment in order to allow for widespread integration across platforms from various manufacturers.  **Plate Sealing Hardware**   * Compatible with a wide range of formats (24- to 96-well format) * Ability to create and maintain a seal with a wide range of organic solvents at temperatures near the solvents boiling points for a 24-h period * Solvent compatibility with THF, TBME, DCM, Acetone, Toluene * Solvent loss less than 10% over a 24-h period * Compatible with slurry sampling   **Additional Requirements for Consumable Materials/Cap Mats**   * Ability to remain sealed upon puncture (10 times) over the 24-h period * Can be used with needle sizes up to 16-gauge PT2, 30 degree * Non-coring during piercing * Compatibility with velocity limits to limit current overloads * Screw holes in mat to enable tightening of upper plates of both 24- to 96-well formats * Make seals with some variation in consistency of vial height and imperfections. |

### Optional Hardware and Software Requirements

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| * Automatic plate sealing * Ability to integrate with current HTE robotics |

### Availability Requirements

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| * Commercially available * Consumable components need to be readily available and cost effective. Solutions which utilize cap-mats or consumable components cannot exceed $50/ea. * Vendor support is expected for a reasonable life of the product |

# Criteria for Evaluation

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| The ETC will evaluate the responses to this RFP based on the respondent’s ability to:   * Provide responses reflecting a desire to participate in collaboration. * Meet the functional, performance, and technical requirements described in this RFP as evidenced by the RFP response and presentations made to ETC. * Provide a cost-effective solution that is compatible with the goals of the project. * Demonstrate domain expertise and an ability to work collaboratively with the ETC in development of a High Throughput Experiment Sealing Technology. * Provide a superior level of customer service and technical support, both pre-installation and post-installation to clients. * Discuss potential partnerships and current development efforts that show similarities to this RFP. * Provide any additional capabilities that may differentiate them from other potential collaborators.   Please note that due to the volume of responses received, ETC only provides general updates related to the status of the review process and will not provide individualized feedback as to why a particular proposal was not selected by ETC. |

# Respondent Profile

*(To be completed by respondent)*

Please provide information to the following:

## Company/Organization Information

|  |  |
| --- | --- |
| Company/Organization Name |  |
| Address |  |
| City |  |
| State |  |
| Country |  |
| Zip Code |  |
| Website |  |

## Primary Contact Person

|  |  |
| --- | --- |
| Name |  |
| Title |  |
| Email address |  |
| Phone Number |  |

## Company/Organization Overview

Provide a brief overview of your company/organization including number of years in business, number of employees, nature of business, description of clients, and related products developed and commercialized to date.

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## Parent Corporation and/or Subsidiaries

Identify any parent corporation and or subsidiaries, if appropriate.

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## Summary of Expertise

Give a brief description of your company/organization’s expertise in the area/field related to this RFP. Include any experience working on projects with Consortia/Associations.

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## Standards Certifications

List any certifications currently held, including date received, duration, and renewal date.

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## Goals and Strategic Vision

Provide a summary of your company/organization’s short term and long term goals and strategic vision.

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## Miscellaneous

Please enter your response to each requirement using the guidelines provided in the tables below. If additional documentation or schematics are required to respond to a particular question, please answer the question as succinctly and accurately as possible and reference supplemental attachments.

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# Company/Organization Response to RFP (*to be completed by RFP respondent)*

## Proposal

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## Functional Requirements & Specifications

Refer to the following Functional Requirements and Specifications checklist which summarizes the collective requirements and specifications by the member companies participating in the project.

Based upon your proposed approach to deliver a solution, provide a response to each checklist item along with comments and assign one of the following Codes to each item:

|  |  |
| --- | --- |
| A | Current capability of existing product |
| B | Able to add capability as requested |
| C | Able to add capability with modification to ETC request |
| D | Unable to add capability |

In your responses below or elsewhere your response, be sure to:

* Describe the proposed mechanism of sealing
* Describe the material of construction proposed
* Describe the solvents that are compatible with the material
* Describe the formats which this material could be available in
* Provide any additional information which would help describe the proposal

| Feature | Requirement | Code | Vendor Comments |
| --- | --- | --- | --- |
| **General** | Solution should be generally applicable with platforms and equipment and not tied to a specific manufacturer’s equipment in order to allow for widespread integration across platforms from various manufacturers |  |  |
| **Plate Sealing Hardware** | Compatible with a wide range of formats (24- to 96-well format) |  |  |
| **Plate Sealing Hardware** | Ability to create and maintain a seal with a wide range of organic solvents at temperatures near the solvents boiling points for a 24-h period |  |  |
| **Plate Sealing Hardware** | Solvent compatibility with THF, TBME, DCM, Acetone, Toluene |  |  |
| **Plate Sealing Hardware** | Solvent loss less than 10% over a 24-h period |  |  |
| **Plate Sealing Hardware** | Compatible with slurry sampling |  |  |
| **Consumable Materials/Cap Mats** | Ability to remain sealed upon puncture (10 times) over the 24-h period |  |  |
| **Consumable Materials/Cap Mats** | Can be used with needle sizes up to 16-gauge PT2, 30 degree |  |  |
| **Consumable Materials/Cap Mats** | Non-coring during piercing |  |  |
| **Consumable Materials/Cap Mats** | Compatibility with velocity limits to limit current overloads |  |  |
| **Consumable Materials/Cap Mats** | Screw holes in mat to enable tightening of upper plates of both 24- to 96-well formats |  |  |
| **Consumable Materials/Cap Mats** | Make seals with some variation in consistency of vial height and imperfections. |  |  |
| **Optional** | Automatic plate sealing |  |  |
| **Optional** | Ability to integrate with current HTE robotics |  |  |

## Estimated Timeline

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## Estimated Project Cost

The overarching goal of ETC is to help bring innovative technologies to the commercial marketplace in partnership with third parties.  Aligned with that goal, participating ETC members will provide resources in the form of funding and subject matter expertise to support the development of this project.  While ETC will entertain all proposals received, regarding funding from ETC, please consider the following:

* Proposed budgets should be provided as **fixed-costs in US Dollars;**
* When partnering with a commercial vendor, any monetary resources provided by ETC should be viewed as seed funding to supplement the total development costs with the collaborator investing as well;
* When partnering with an academic or non-profit organization, any monetary contributions requested from ETC should be for the total project costs, inclusive of indirect costs (i.e., proposed costs should be inclusive of any indirect or other hidden costs);
* Include a payment schedule, based upon time from project start and/or milestones.

Please describe below project costs, including not only the total project costs but also costs to be paid by ETC and any costs borne by your organization.

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## Commercialization and Support

The overarching goal of ETC is to help bring innovative technologies to the commercial marketplace in partnership with third parties.  Aligned with that goal ETC looks to collaborate on projects which will result in products that are commercially available and supported in the marketplace.

* With most projects, all commercialization rights will reside with the collaborator;
* ETC will not assume ownership of any intellectual property (IP) developed by the collaborator or expect royalties from future commercial sales.

Please describe your organization’s plans for commercialization and support of this technology following the successful conclusion of this project.  If your organization is not a commercial entity (e.g., academic or non-profit), please describe any plans related to the availability of the technology following the successful conclusion of the project. Note that for projects where there isn’t an expectation of a commercial product or service offering, (e.g., research and development project, services-only project) it is expected that each ETC member participating in this project will be provided a non-exclusive, royalty-free license to the output of the project and any new Project IP developed under this project for commercial purposes.

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