



IMI 8th Call (IMI-JU-8-2012)

## **Call for Tender:** Assessing the Market for research grade induced pluripotent stem cell lines (WP1.2)

IMI Grant Agreement number:

IMI JU – 115582

Start date of the EBiSC project: 1 January 2014

Duration: 36 months

Beneficiary(ies) responsible for this call for tender:

Roslin Cell Sciences Ltd.

Deadline to answer the call:

26 August 2016

Release:

R1.0

## 1. EBiSC Project Summary

EBiSC, the European Bank for induced pluripotent Stem Cells (iPSC), is designed to address the increasing demand by researchers for quality-controlled, disease-relevant research grade iPSC lines, data and cell services. Its goal is to demonstrate an operational banking and distribution service of iPSC lines and to establish subsequently for Europe a centralised, not-for-profit bank providing all qualified users with access to scalable, cost-efficient and customised products.

EBiSC is public-private partnership project supported by the Innovative Medicines Initiative (IMI) and pharmaceutical companies who are members of the European Federation of Pharmaceutical Industries and Associations (EFPIA). Led by Pfizer Ltd. and managed by Roslin Cells Sciences Ltd., the consortium of 27 organisations comprises 8 active participant iPSC Centres with clinical and patient networks, a global leader in industrial iPSC supply, international experts in iPSC science, biobanking, bioengineering and regenerative medicine, and scholars in law and ethics.

The EBiC central facility operated by Roslin Cell Science is located at the Babraham Research Campus (Cambridge, UK) and undertakes cell expansion, Quality Control and characterisation. The European Cell Culture Collection (ECACC) of Public Health England (Department of Health, UK) coordinates cell line distribution. The Fraunhofer IBMT (Saarbrücken, Germany) provides a comprehensive operational back up facility.

The EBiSC Catalogue is available at <https://cells.ebisc.org>.

## 2. Specifications for the Call for Tender

Robust and appropriate market research data are vital to support EBiSC in promoting a wider participation and use of the iPSC research resource, securing the longevity of the bank and becoming the European leader in the international standardisation of iPSC banking by forging collaborative links with similar banking and distribution activities in the USA and ASIA. Work-package (WP) 1.2, “Assessing the market as a whole”, has been set up to address this task.

### Expertise required

To fulfil the mission critical objectives of WP1.2, EBiSC now requires the participation of a subcontractor established in a Member State of the EU or in a state associated with the H2020 Framework Programme and having comprehensive expertise, experience and competencies for supporting WP1.2. The subcontractor should therefore be an organisation or SME of the life science or healthcare sector focussing on gathering global data on the research use of the iPSC technology, iPSC banks and their use and overall market. The subcontractor will also be in charge of analysing the data and contributing with a list of actionable items for further consideration by the EBiSC leadership to the future strategy for extending the EBiSC bank and interacting with user groups to define existing and emerging needs.

### Summary of tasks

The following tasks within the EBiSC project shall be taken over by the subcontractor:

- Build a robust global database of potential customers and their iPSC requirements (and iPSC-derived and related), products and services.
- Build knowledge of existing lines created by other banks with a view to maximising future collaboration.

Task. No.	Task Title / Description
Task 1.2.2	<p><b>Business opportunities for EBiSC products and services, and competition monitoring</b></p> <ul style="list-style-type: none"> <li>• Create a comprehensive catalogue of existing lines held by other iPSC banks to maximise the utility of participating banks and of future EBiSC offerings. Research into user’s existing and potential requirements (including predicted timescales, quantities and economic parameters) – products and services that EBiSC could provide.</li> <li>• Based on market data define therapeutic areas and patient disease areas and rank in order of priority Will including exploring potential gaps in the market and un-met needs.</li> <li>• Prioritisation process based on existing and predicted market data Collect user feedback and provide to the EBiSC consortium.</li> </ul>
Task 1.2.3	<p><b>Sustainability activities</b></p> <ul style="list-style-type: none"> <li>• Investigate potential areas of future commercial opportunity.</li> <li>• Explore opportunities for incentive scheme for iPSC line depositors.</li> <li>• Monitor global data sources (including scientific publications, stakeholder websites, social media) for trends that could impact future EBiSC marketing including developing new product areas (e.g. iPSC differentiated products, bespoke iPSC differentiating services and banking).</li> <li>• Expand market research data acquisition increasing globally especially Japan and North America.</li> <li>• Potential additional commercial opportunities (products/services) Cell line curation</li> </ul>

Task No.	Task Title / Description
	<p>service requirements and demand should also be explored.</p> <ul style="list-style-type: none"> <li>Investigate potential step-change opportunities – for example, the creation of an extra layer of value by investigating the potential role of iPSCs in companion diagnostics for stratified/personalised medicine. Benefits might include enabling future clinical trials' patient populations to be better targeted resulting in more efficient clinical trials – increased probability of success, safer, faster and less expensive.</li> </ul>

### Time schedule and reporting

The subcontractor will be asked to perform the work during the period of **15 September to 15 November 2016** (*earlier start/end date appreciated*). The subcontractor will be responsible for completing the following milestones and final report within the above time frame:

#### Milestones

Milestone No.	Milestone Description	Expected delivery date	Means of verification
ML1	Comprehensive catalogue of competitors offerings	10 October 2016	Other
ML2	Database of user requirements – present and predicted including timescales	31 October 2016	Other

#### Final Deliverable

Deliverable No.	Deliverable description	Expected delivery date	Nature
D1	Market assessment report	15 November 2016	Report

### Payment

Budget available: *approx. 35 000-50 000 €*

The subcontractor will be remunerated in various instalments (advance and final payment).

All data generated will be 100% owned by the subcontracting EBiSC partner.

### Selection criteria

The offers will be examined against the following criteria:

- Ability to propose a tailored methodology to prepare and conduct a market assessment study resulting in the setting up of a global database of
  - potential customers and their iPSC requirements
  - existing iPSC lines generated by other cell banks in view of future potential collaborations
- Proven track record of ensuring the quality of written materials prepared, both in terms of content and format (i.e. previous publications)
- Ability to write research reports containing sound analysis and meaningful policy recommendations
- Ability to draft documents in English
- Respect of the budgetary and time constraints

## Form of the tender

Tenders must be written in English and using the provided template.

They must be signed by the tenderer or his duly authorised representative and perfectly legible so that there can be no doubt as to words and figures. Tenders must be clear and concise and assembled in a coherent fashion.

Since tenderers will be judged on the content of their written bids, they must make it clear that they are able to meet the requirements of the specifications.

## Award criteria

In conformity with the IMI JU rules for the selection of contractors (Article II.7.2) and the terms of the EBISC Grant Agreement as well as Project Agreement, the contract will be awarded to the tender offering the best value for money, taking into account the specific objectives, requirements and selection criteria of the tender. The principles of transparency and equal treatment will be respected with a view to avoiding any conflicts of interest.

## Dates of this call

In order to ensure a large visibility of this call for tenders, EBISC will publish the tender specifications on its website ([www.ebisc.eu](http://www.ebisc.eu)), on Monday, 1 August 2016, and keep it online for 25 calendar days (deadline for submission of tender: Friday, 26 August 2016).

Candidates must send their bid electronically to [ebisc-pao@eurtd.com](mailto:ebisc-pao@eurtd.com) before **Friday, 26 August 2016** (17:00 Brussels time).

The call identifier is EBISC WP1.2 call.

Access the EBISC Cell Line Catalogue at <https://cells.ebisc.org>  
More information on EBISC at [www.ebisc.eu](http://www.ebisc.eu)