Annexure-1

Document including information about the Challenge, Evaluation Process, Support Offered and Guidelines

Biotechnology Industry Research Assistance Council (BIRAC)
A Government of India Enterprise

Grand Challenges India (GCI)-BIRAC

National Association of Software and Service Companies (NASSCOM)

NASSCOM Foundation

Lifesciences & Healthcare Innovation Forum (LHIF)

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1. About the Challenge

BIRAC, NASSCOM and NASSCOM Foundation Innovation Challenge-"जनCARE" in collaboration with GCI, is a nationwide "**Discover – Design – Scale**" program, envisioned to identify Innovative health-tech solutions from Start-ups for strengthening the Healthcare Delivery in India. The affordable HealthTech solutions could potentially address the unmet needs of about 65% of population which is deprived of adequate primary health care. The challenge focuses mainly on innovations that can work in low resource settings at Public Healthcare Centres (PHCs), Community Healthcare Centers (CHCs), and Sub-Centers etc. in rural and semi-urban locations across the Nation.

The present COVID-19 pandemic has emphasized the significance of building Healthcare infrastructure that would enable access to the healthtech solutions at remote and low resource settings.

Complete public healthcare system comprises of three essential components: (a) infrastructure, (b) human resources and (c) enablers to connect the first two components to deliver quality healthcare services. Thus, for making a quality primary health care system operational much focus and efforts are required in promoting the adoption of affordable and easy to use tech driven innovations having applicability at rural settings.
It is towards realizing this end that BIRAC-GCI & NASSCOM, & NASSCOM Foundation have partnered to launch "जनCARE" Healthcare Innovation Challenge, to facilitate Indian innovators by offering recognition, financial and field validation support to them required for combating the challenges of health care system.

DISCOVER → **DESIGN** → **SCALE**

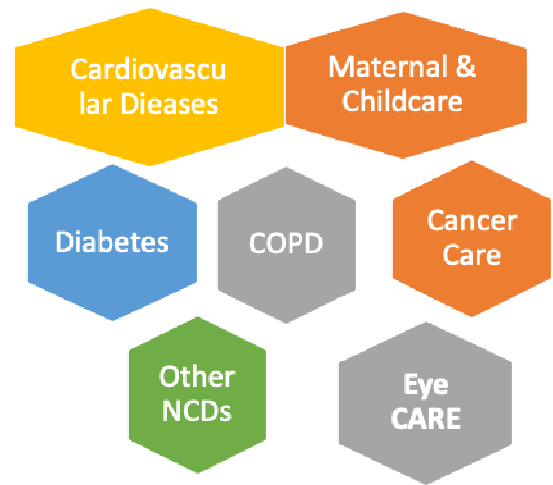| Discover the Best HealthTech Solutions that work in Low Resource Settings | Launch Pilots through Testbeds in collaboration with Government & Industry Partners | Evangelize Successful Pilots to Scale up Digital Adoption levels across the Country |

2. Areas of Focus

Preventive – Prescriptive - Predictive

जनCARE Healthcare Challenge does not stop with the discovery of innovative startups to recognize & reward them, but also extends beyond the challenge. The Winners and some of the shortlisted applicants will be given an opportunity to implement their solutions through a pilot in collaboration with state governments and Industry experts. After successful validation of the solutions in these pilot test beds the healthcare outcomes will be published and popularized for scaling the solutions for wider adoption.

The platform is looking for technology interventions that can create a positive impact on healthcare delivery especially the affordability, accessibility and quality of services
HealthTech Solutions that could work in low resource settings in remote locations, where the electricity and internet connections are not stable.

Solutions that are easy to deploy on site and easier to train the medical, paramedical and support staff, ASHA workers, ANMs etc.
Solutions that use latest Technologies such as IoT, AI/ML/DL, Robotics, Drones, AR/VR/MR to improve the service

- Cardiovascular Dieases
- Maternal & Childcare
- Diabetes
- COPD
- Cancer Care
- Other NCDs
- Eye CARE

Point Of Care Diagnostics

Digital Health Solutions

Tele Consultations Platform

Tele Diagnostic

- Increase Accessibility
- Improve Affordability
- Deliver Quality
- Easy to Deploy

Strengthen Healthcare systems at PHCs, Tier 2, 3 Towns/Cities and Rural settings

3. Eligibility Criteria

- Applicants must comply with the definition of start-ups (pl refer DPIIT notification vide order no G.S.R. 127(E) dated 19th February 2019).
- Indian Startups at Technology Readiness Level 7 (TRL7) and above are eligible to apply. Refer the Application form for the definition of TRLs.
- HealthTech Products & Solutions being developed should not have violated/ breached any copyrights or patents either in India or Globally.
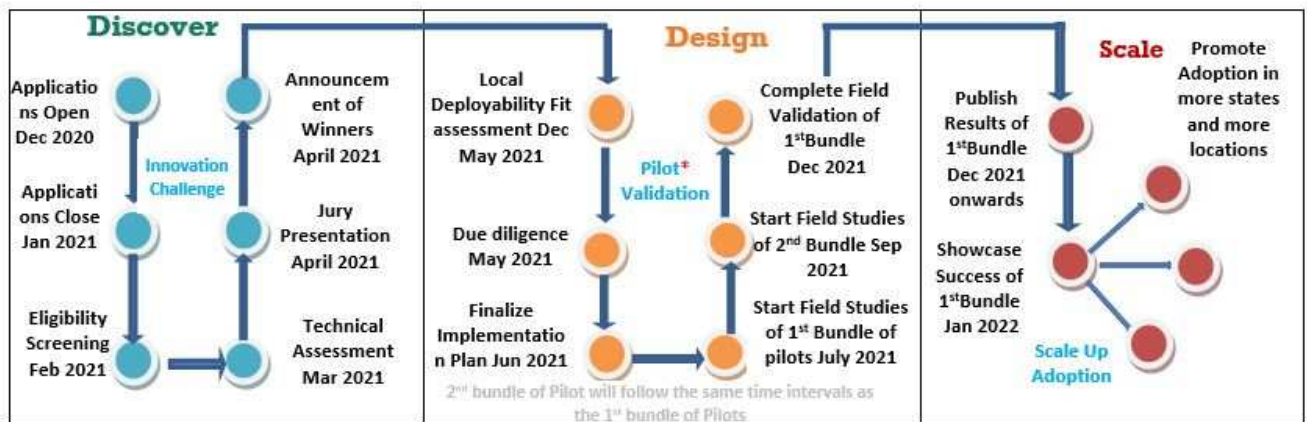
Company/Limited Liability Partnership (LLP)

- The Company or LLP should be registered under the Indian Companies Act, 1956/2013 and The Limited Liability Partnership Act, 2008 respectively.

- A company is considered as 'Owned' by resident Indian citizen if minimum 51% of the capital in it is beneficially owned by resident Indian citizens and/or Indian Companies, which are ultimately owned and controlled by resident Indian citizens

- A Project Leader who meets eligibility requirements mentioned below must represent the Company/ LLP's application

- An applicant company, in which any promoter holding more than or equal to 20% of the shares, is a co-promoter of another ineligible company or a partner in another ineligible company/LLP then the applicant will be rendered ineligible. In case applicant is an LLP: An applicant LLP, in which any of the partners is also a partner in another ineligible LLP or is a co-promoter in another ineligible company, then the applicant will be rendered ineligible.

- Entries can be submitted by existing (applicant) startup that can take the technology to the market either by themselves or in collaboration with another company.

- As there is a requirement that the pilots in test-beds may start soon after the innovation challenge, the product/solution and the team composition should be well thought out and should be ready by the time of submitting the entry.

Essential Requirement: Project leader

Every proposal must clearly identify a Project Leader who will take responsibility for the technical and managerial aspects of the project execution. The Project Leader must be technically qualified to undertake the project. In the event that the proposal is shortlisted for the challenge in front of the Expert Selection Committee, then the same Project Leader will be required to present the case for support. In the event that proposal is shortlisted for funding support, then the Project Leader will be required to sign the project agreement.

4. Application Process & Timelines

- BIRAC-GCI, NASSCOM and NASSCOM Foundation launch "जनCARE" Challenge in **Dec 2020** on MyGov/BIRAC online portal.

- The call for proposal will close on **31st Jan 2021** at 5:30 pm. Extended till **15th Feb 2021** at 5:30 pm.

- The applicant needs to apply only online to submit their application by registering and logging on BIRAC portal: https://birac.nic.in/

- Applicants are advised to submit their applications early without waiting for the last date, in order to avoid any last-minute contingencies. The system stops accepting applications automatically after 5:30pm on the last date of application submission.

- Applicants are advised to provide sufficient details in their applications to allow for an informed and fair evaluation/review. Applicants are advised to provide self-contained proposals. The Organizers may not seek missing information and documents, if the application is submitted without required information and document. This may hamper the chances of selection process or may lead to disqualification.

- Only one application per company or group of companies is accepted and each company is allowed to submit application for only one single innovation/solution bundle. No changes will be accepted once proposals are submitted.

- Providing incorrect information will lead to outright rejection of proposals.

- If the Organizer finds out or made to know that false information has been submitted by the applicant during the selection process or at the pilot phase, they will be disqualified; punitive measures including recovery of investments made can be undertaken.

5. Selection & Evaluation Process

The evaluation process comprises broadly the following steps

- As a first step, applications will be screened for eligibility and appropriateness under "जनCARE" Challenge.

- Eligible Applicants will be shortlisted by selection-committee based on the technical assessment, stage of the innovation and relevance to the theme of the challenge.

- Shortlisted applicants will be required to present face to face or through a video call before the Selection Committee or Grand Jury to identify Winners.

- All the awardees selected above will undergo a Local Deployability Fit assessment for the Pilots (Test Beds) at selected PHCs, CHCs, and Sub-Centers etc. in rural and semi-urban locations across the country.

- If for any reason the team considered for the Pilot decides to discontinue the project within the first 6 months, then all the unutilized funds disbursed to them should be returned to the organizers with immediate effect.

SELECTION CRITERIA

Readiness-Level: Technology Readiness Level 7 and above.

Product/Solution crossed the MVP and PoC stage and is ready for field deployment and clinical validation through Pilots. Solutions that have gone through basic initial validations and regulatory approvals would have added advantage if approvals for the device + solution (platform) are already in place.

Criteria	Description	Weightage
Relevance	Relevance to the Theme: **Ability to work in Low Resource Settings** Option to work on battery in case of no-power situations, less charging time and long working hours, low power consumption, no dependency on air conditioners or temperature-controlled environments, ability to work without continuous internet or ability to work in low bandwidth situations.	20%
Differentiation (Uniqueness or Novelty of Innovation)	The novelty and innovation quotient of the solution should be different and unique from the traditional solutions that are used in high resource settings. For e.g., Affordability, Reliable High performance, Non-invasive or non-touch models are advantageous in the current pandemic situation.	20%

Deployability	Ease of handling, ease of mobility, ease of training the local medical staff, need for low cost consumables for operations, Service Support in case of challenge.	20%
Commercial Viability	Commercial viability includes limited to nil capex requirements, pay-per-use models, low cost solutions that are attractive to the masses.	20%
Scalability	Able to manufacture/ produce/ deploy in large volumes in multiple sites.	20%

6. Partners.

Start-ups, especially in HealthTech space, need extensive support from the Lifesciences, Healthcare and IT Industry, State Govt. Agencies, NGOs, Philanthropic organizations and others to design, develop and validate their products and solutions. जनCARE Innovation Challenge is happy to garner the explicit interest from the following organization to extend their support to the start-ups that fall into their focus areas, subject to their capacity constraints.

So far, जनCARE Challenge is able to enroll the Industry Partners Astra Zeneca, GE Healthcare, HCG Hospitals, Medanta Hospitals, St. John's Research Institute, Siemens Healthineers, and TATA AIG, to support the start-ups at different phases of this challenge. We expect more partners to lend their support as we progress on this challenge.

Industry Partners are willing to provide Mentorship, Incubation, Technical Support, in house implementation opportunities, solution validation support, market access, funding opportunities etc. depending on the suitability of start-up solutions that match their focus areas.

➢ *AstraZeneca Pharma India Limited*

AstraZeneca India is a subsidiary of AstraZeneca Plc, UK. Company is committed to deliver life-changing medicines to patients through innovative science and global excellence in development and commercialization. The company has an innovative portfolio in crucial areas of healthcare including cardiovascular, renal & metabolic diseases, oncology and respiratory.

AstraZeneca is currently focusing on AI solution for diagnosis, prognosis, monitoring, predictive analytics & models, Non-Invasive diagnostics, tele-pathology for histopathology reports, home bases testing and monitoring devices and mobile enabled solutions for both the patients and HCPs.
www.astrazeneca.in

➢ *GE Healthcare*

India's leading medical technology company improving lives of over 300 million people with the largest installed base in the country. Pioneers in localization – becoming the first company in India to design, develop and manufacture medical technologies, revolutionizing healthcare access to the furthest corners of the country. It has the largest R&D Center outside of USA and it is the leading PPP partner in the country.

Besides many other focus areas, GE Healthcare is focusing extensively on Advanced Imaging, Visualization & Reporting solutions, Precision Health, Critical Care Applications, Remote Patient Monitoring and Virtual Hospitals.

www.gehealthcare.in

➢ *HealthCare Global Enterprises Ltd.*

HCG is one of India's leading cancer care provider. Currently, HCG has an operational capacity comprising 24 comprehensive cancer centres, 5 multi-specialty hospitals, a majority stake in a leading fertility business under Milann fertility centres, and the largest stake in a precision diagnostics platform under Strand Life Sciences. It also has a cancer care centre in Kenya, Africa. HCG is one of the few hospitals in India to introduce several high-end technologies like CyberKnife, TrueBeam, TomoTherapy H, Radixact System, da Vinci Robotic Surgical System, etc.

HCG is focusing extensively on solutions around Patient Remote Monitoring, AI Based decision support systems, Medical Big-Data management and Predictive Analytics.

www.hcgoncology.com

➢ *Medanta the Medicity*

Medanta - The Medicity is a multi-super-specialty hospital located in Gurugram in the National Capital Region of Delhi. The hospital is spread across 43 acres, over 1,250 beds and 45 operation theatres, and caters to 20 specialties and 9 Centres of Excellence. It is expanding its footprint to cities like Lucknow, Indore and Ranchi. Nested within Medanta Gurugram is the Medanta Institute of Education and Research, a 63 bedded, research Proof Of Concept Unit (POCU) recognized by the GOI as a Scientific and Industrial Research Organization (SIRO) focused on clinical research and innovation.

Medanta's special interests lie in Continuity of care - Minimally invasive diagnostics, devices, and innovative solutions using AI/Machine Learning to move the care center to the 'home', and also in technologies around Clinical Decision Support Systems to enhance and expedite clinical decision making.

www.medanta.org

➢ *Siemens Healthineers AG*

Siemens HealthineersAG is shaping the future of Healthcare. As a leading medical technology company headquartered in Erlangen, Germany, Siemens Healthineers enables healthcare providers worldwide through its regional companies to increase value by empowering them on their journey towards expanding precision medicine, transforming care delivery, improving the patient experience, and digitalizing healthcare. Siemens Healthineers also provides a range of services and solutions to enhance healthcare providers' ability to provide high-quality, efficient care to patients.

Siemens Healthineers is extensively focusing on, Diagnostic Imaging, Digital Health, In-vitro diagnostics, high precision Image guided therapies through application of technologies such as AI, IoMT, Data Interoperability and Robotics, in primary clinical focus areas such as Cardiology, Oncology, Neurology and patient care management for chronic diseases.

www.siemens-healthineers.com

➢ *St. John's Research Institute, Bangalore*
(A Unit of CBCI Society for Medical Education)

The St. John's Research Institute (SJRI) is a part of the St John's National Academy of Health Sciences, owned by the CBCI Society for Medical Education. SJRI's mission is to make a significant impact on Lifestyle Related Disorders, Infectious Diseases and Cancer in India through basic and clinical research, evidence-based approaches, population health research and innovations. SJRI's vision is to develop a Center for Excellence in medical research in India and to improve health of communities and individuals through research and innovation. SJRI has been working with national and international collaborators in the area of medical research.

SJRI focuses on healthcare solutions to address pertinent health problems and provide affordable and accessible healthcare to underserved populations. Some of their interests include; Infectious disease point of care diagnostics and surveillance, Mental health with specific interest in developmental disorders and Autism, depression and cognitive interventions, Environmental pollution (air and water) and health, Clinical decision support systems for healthcare providers, and Clinical nutrition with specific interest in dietary assessment and analytics

www.sjri.res.in

➢ *Tata AIG General Insurance Company Limited*

Tata AIG General Insurance Company Limited is a joint venture company between Tata Group and American International Group (AIG). Health Insurance is a major line of business. The Company has grown strongly to emerge as the preferred private general insurance company in India with several pioneering firsts to its credit. Driven by a mission to create better tomorrows for Customers by delivering trustworthy and innovative risk solutions, Tata AIG's broad portfolio of protection covers for businesses and individuals, are backed by years

of professional expertise in product offerings, exceptional service capabilities and seamless claims process management.

TATA AIG is interested in solutions that can be integrated into the offerings to its customers: Telemedicine for delivering care to our customers, Tele-diagnostics for risk evaluation in insurance, Electronic Medical Records in line with the government's National Digital Health Mission (NDHM) initiative, and Wellness and preventive health solutions.

www.tataaig.com

7. Important Dates

- Call announcement: December 2020 on MyGov, BIRAC, and NASSCOM online portals

- Last date for submission of EoIs: 15th February 2021 at 5:30 pm at BIRAC portal

- Evaluation and short listing of EoIs: Feb 2021

- Technical Assessment of the EoIs: Mar 2021

- Jury Presentation Round for the shortlisted applicants: April 2021

- Announcement of the Shortlisted Winners: April 2021

- Local Deployability Fit assessment of the selected winners to further refine short listed innovations for Pilot studies: May 2021

- Due diligence and Finalizing agreements with the selected startups and carrying out various other related activities: May 2021

- Initiation of pilot studies: July 2021 onwards

- Dissemination of results and showcase success of Innovation: Dec 2021 onwards

8. Support Offered

- Upto 5 Technology bundles consisting of upto 25 Health Tech Innovations selected after multiple rounds of screening. Each Technology bundle will be consisting of upto 5 winners i.e. 1 lead innovation and upto 4 finalist innovations

- The selected winners after the Local Deployability Fit assessment would receive an opportunity of field validation studies in the Test Beds at pre-selected sites. The field validation studies will be performed in qualified monitoring at the low resource settings. The lead innovation would receive Rs 5 lakh award and the other upto 4 finalist innovations would receive Rs 2 lakh award each. Each bundle would look at a comprehensive package of technologies for therapeutic area(s) For example: Maternal/ Child Care, Non-Communicable Disease Management, Total eye care etc.

9. General Guidelines, Terms & Conditions

- The contest is open to Indian Citizens.
- BIRAC-GCI & NASSCOM Foundation will be supported by other industry partners in the challenge process.
- The decision of Panel of Experts will be final and binding with regard to selection at all stages.
- By making a submission in the contest, all participants warrant and represent that to the best of their knowledge, their submission is original and does not violate or misappropriate any third party trade secret, "know-how," copyright, patent or other intellectual property right. Participants also warrant and represent that there are no obligations of any nature, legal or otherwise, which would prohibit, restrict, or interfere with their participation in the Contest or submission of their design report, and agree to obtain any necessary clearances, authorizations and/or approvals prior to participation.

- The participants agree that Organizers/ Implementing partner will share information submitted by the participants as to panel of experts, reviewers etc. (under confidentiality and no-conflict undertaking).

- Organizer/implementing partners do not claim ownership over Intellectual Property Right (IPR) for the Innovation that is sent to us by submitting an application. The IPR shall remain with the applicant at all times.

- Organizers/Implementing Partners reserve the right to publish the grantees information with regard to 1. Title of the project, 2. Brief summary, 3. Deliverables 4. Principle Investigator 5. Team and/or any other information that is relevant to the program.

- By entering the Contest, each participant agrees to release BIRAC from and against any losses, damages, rights, claims and actions of any kind arising from (i) an exclusion or disqualification of such participant pursuant to these rules; (ii) late or unsuccessful efforts to notify winners of any prize; (iii) forfeiture of a prize and the selection of an alternate winner; (iv) late, lost, delayed, damaged, misdirected, incomplete, illegible or unintelligible entries; (v) telephone, electronic, hardware or software program, network, Internet, or computer malfunctions, failures or difficulties of any kind; (vi) failed, incomplete, garbled or delayed computer transmissions; (vii) any condition caused by events beyond BIRAC's control that may cause the Contest to be disrupted or corrupted; and (viii) any injuries, losses or damages of any kind relating to participation in this Contest.

10.Correspondence

- Any correspondence with participant will be done through an email provided by the participant at time of filling the application form. Organizers are not liable in case of email delivery failures.
- For any queries, please send mail to NASSCOM: LIHF@nasscom.in and BIRAC:sped-5@birac.nic.in

11.Disclaimer

BIRAC, GCI, NASSCOM and NASSCOM Foundation reserve the right, at their sole discretion, to cancel, terminate, suspend this contest and modify the rules, prizes & funding related to the contest without prior notice. In no event shall BIRAC, GCI, NASSCOM & NASSCOM Foundation including the supporting partners and sponsors be liable for any claims, losses, expenses or damages, arising out of or in connection with the foregoing.