

Call for Submissions - Innovation IP and Commercialization Portfolio Advisory Services

The Nova Scotia Health Innovation Hub is advancing the future of healthcare by testing and scaling transformative innovations and opportunities that benefit patients, providers, and communities. We invite submissions from experienced consultancies to provide in-kind supports to assist with advancing capabilities within our commercialization and intellectual property portfolios. We are looking for partners to provide expert guidance and strategic support as we work to enhance and optimize our innovation to market framework generating commercial value and contributing to long-term economic development across the province.

Please note that this Call for Submissions is specifically for **in-kind contributions** of services and resources. This call will not create a paid service provider relationship and Nova Scotia Health will not be making monetary payments in return for contributions.

As part of this Nova Scotia Health pathway, selected providers will focus on:

- **Portfolio Strategy and Prioritization:** Assess and prioritize the existing intellectual property portfolio to identify market opportunities, define go-to-market strategies, and develop supporting business cases.
- **Commercialization Strategy Development:** Develop robust commercialization strategies encompassing the formation of new ventures, strategic partnerships, and licensing arrangements that accelerate the path to market.
- **Prototype Development and Early-Stage Validation:** Guide minimum viable product development and early-stage testing across clinical and operational settings, incorporating real-world feedback to validate product readiness.

What We're Looking For

We welcome submissions from companies with a proven track record in the healthcare commercialization sector and a demonstrated ability to transform ideas into successful viable outcomes. Successful candidates are adept at integrating business strategy, technology, and regulatory considerations to support the scaling of innovations into opportunities with meaningful and measurable returns on investment.

Specifically, we are seeking applicants who can demonstrate deep expertise and a history of successful delivery in the following interconnected domains:

- **Go-to-Market Execution & Transformation:** Designing and implementing go-to-market plans, orchestrating ecosystem partners, and managing the associated operating model transformation and workforce change.
- **Intellectual Property & Data Governance:** Developing robust strategies for IP ownership, protection, and licensing, while ensuring strict compliance with Canadian data privacy and sovereignty laws.
- **Regulatory Compliance & Risk Management:** Navigating sector-specific healthcare regulations and implementing governance frameworks for emerging technologies

Apply Today

All submissions must be made through the [Call for Submissions Application Form](#). Proposals are reviewed by Nova Scotia Health experts, and only those advancing to the next stage will be contacted.

Opening Date: June 4, 2026

Closing Date: Open Call for Submissions. Nova Scotia Health may close the call at any time.

Appendix A: Guidelines

These guidelines reference and provide additional details on the Nova Scotia Health Innovation IP and Commercialization portfolio call for support initiative.

Objective. The objective of the call for submissions is to identify a company with deep expertise in evaluating, developing, and scaling commercialization and intellectual property initiatives within a large healthcare system who will collaborate with Nova Scotia Health. The call is for the provision of in-kind supports and Nova Scotia Health will not provide monetary compensation in return for the contributions.

Your Information. The information you provide in your submission will be used solely to assess your submission. While Nova Scotia Health will take reasonable steps to protect the information that you share, we advise against including confidential or sensitive details in your submission, as Nova Scotia Health will not be responsible for the security of your information or failure to properly receive your submission due to technical issues. Information collected in connection with this Program is subject to, and will be treated in accordance with, the Nova Scotia *Freedom of Information and Protection of Privacy Act*.

No guarantee. This Call for Submissions is an invitation for proposals only and does not constitute an offer to contract. Nova Scotia Health reserves the sole right to determine which submissions will be selected for any phase of the call for submissions review process. Nova Scotia Health may, at its sole discretion, decide not to move forward with a submission at any point in call for submissions. Nova Scotia Health makes no guarantee or representation that it will accept or award any work as a result of this process. Furthermore, should an engagement with a selected proponent arise from this call, it shall not be construed as a guarantee of any future work, subsequent contracts, or a continuing business relationship, the terms of which would be negotiated separately.

Intellectual Property Ownership: Any intellectual property, innovations, methodologies, or commercialization opportunities reviewed, refined, or further developed through this engagement shall remain the sole property of Nova Scotia Health or the original rights holder. The successful proponent shall not acquire any ownership, licensing, royalty, or other intellectual property rights arising from work completed under this engagement unless expressly authorized in writing by Nova Scotia Health.

Selection Phase:

Mandatory Requirements. To be eligible for consideration, a submission **must meet the following mandatory requirements at the time of application:**

- Attest that the firm is a legally established entity authorized to operate and enter into contracts in Canada;
- Attest to demonstrated prior experience delivering commercialization, go-to-market, or intellectual property advisory services in the healthcare or life sciences sector;
- Attest that the firm is able to comply with Canadian data privacy and sovereignty requirements, including the hosting of any Nova Scotia Health data within Canada where applicable.

Additional Eligibility Considerations. If the firm's submission meets the above mandatory requirements and has not been excluded for other reasons, Nova Scotia Health may evaluate a submission to determine the firm's ability to address the following requirements:

- Demonstrated expertise across the scope of work, including portfolio strategy and prioritization, commercialization strategy, early-stage validation, and managed services;
- A proven track record of transforming intellectual property into viable commercial outcomes with meaningful and measurable returns;
- A clear and credible proposed approach, methodology, and frameworks for delivering the scope of work;
- Established value of in-kind services;
- Qualifications, depth, and capacity of the proposed team;
- Demonstrated value, cost-effectiveness, and the firm's contribution to long-term economic development in Nova Scotia.

Nova Scotia Health may request further information from the firm to confirm or validate any of the above attestations.

Applicable Costs and In-Kind Services. Applicants must provide a detailed breakdown of all in-kind services or contributions included in their proposal, including an estimate of hours by resource type, standard billing rates or rate cards for personnel assigned to the

project, and the associated value of any in-kind contributions. All in-kind services must be clearly described and assigned a justifiable monetary value to enable a comprehensive assessment of the total value of each submission. Nova Scotia Health reserves the right to evaluate proposed in-kind contributions against market rates and historical procurement data for comparable advisory engagements to ensure a fair, transparent, and value-based evaluation process.

Engagement Phase. Selected firms will deliver the agreed scope of work in collaboration with the Nova Scotia Health Innovation Hub team. The deliverables, evaluation criteria, and timeline will be developed collaboratively with the firm, but Nova Scotia Health will make the final decision on scope, deliverables, and success metrics.

Firms will have the opportunity to collaborate with internal subject matter experts, leadership, and relevant stakeholders to refine and advance the work throughout the engagement.

The Nova Scotia Health Innovation Hub team will oversee the engagement, monitor performance against agreed deliverables, and may share key findings throughout the program.

If more than one firm proposes similar services or addresses the same need, Nova Scotia Health may use secondary competitions or evaluations to assess a submission.

Nova Scotia Health expects to be the sole owner of any intellectual property developed through the engagement with the ability to exploit the intellectual property without restrictions.

Extended or expanded engagement. Firms that meet or exceed the agreed deliverables and success metrics may be considered for extended, expanded, or follow-on engagements. Notwithstanding the foregoing, any decision to extend or expand an engagement will be at the discretion of Nova Scotia Health, considering such factors as strategic need, performance, funding, and organizational priorities. Any extended or expanded engagement would occur following successful negotiation of a new or amended agreement and in compliance with applicable procurement requirements.

Conflicts. It is a requirement that you disclose any potential conflicts of interest involving Nova Scotia Health or its employees that could affect the evaluation of your submission. Nova Scotia Health may disqualify a submission for any conduct, situation, or circumstance determined by Nova Scotia Health, in its sole discretion, to constitute a conflict of interest.

Overlap with existing work. To respect existing contractual commitments, and to avoid conflicts, collisions, or breaches of obligations already in place, submissions for services for which Nova Scotia Health has an existing contract or active procurement (whether in progress or planned for a future date) may be deemed ineligible for the initiative.

Timing. There is currently an open call with no specific submission deadline, however, Nova Scotia Health, at its sole discretion, may choose to close the Call for Submissions at any time.

Communications. Communications regarding submissions must be directed through the Nova Scotia Health Innovation Hub team to spo@nshealth.ca. Please do not reach out to other individuals within Nova Scotia Health or the Province related to your submission or this Call for Submissions.

Process is Non-binding. This process is not intended to create or be deemed to create a formal, legally binding bidding process and shall instead be governed by the law applicable to direct commercial negotiations. No legal relationship or obligation regarding the procurement of any good or service shall be created between a firm and Nova Scotia Health by this work until the successful negotiation and execution of a written agreement between a firm and Nova Scotia Health for the acquisition of such goods and/or services.

Withdrawal of submissions. You may withdraw your submission at any time by contacting spo@nshealth.ca to indicate your decision not to participate further.

Third Party Assistance. Nova Scotia Health reserves the right to engage, as necessary, subject matter experts as advisors/consultants to assist with the evaluation of submissions and to provide technical guidance. Nova Scotia Health may use any such advisors/consultants in any way it, in its discretion, considers necessary.

Changes. Nova Scotia Health may modify or change the Initiative and these Guidelines at any time by posting an updated version.

Costs. You shall bear all costs associated with or incurred in the preparation and presentation of your submission, including, if applicable, costs incurred for interviews or presentations.

Appendix B: Call for Submissions Application Form

Please see below the questions that are asked in the Call for Submissions Application Form, accessible here: [Submission Application Form](#).

Call for Submissions

Submission Application Form

Nova Scotia Health Innovation Hub | Commercialization and Intellectual Property Services

Please complete all sections. Submissions that do not meet the mandatory requirements in Section 2 will not proceed to evaluation. All communications regarding this submission must be directed to spo@nshealth.ca.

Section 1: Firm Information

This section is for administrative purposes.

Firm Name	
Location Headquartered	
Canadian Office Location(s)	
Website	
Primary Contact Name	
Title	
Email	
Telephone	

Section 2: Mandatory Requirements

Each statement must be confirmed for a submission to be eligible for consideration. Check each box to attest.

☐	Our firm is a legally established entity authorized to operate and enter into contracts in Canada.
☐	Our firm has prior experience delivering commercialization, go-to-market, or intellectual property advisory services in the healthcare or life sciences sector.
☐	Our firm is able to comply with Canadian data privacy and sovereignty requirements, including the hosting of any Nova Scotia Health data within Canada where applicable.

Section 3: Conflict of Interest Disclosure

You must disclose any potential conflicts of interest involving Nova Scotia Health or its employees that could affect the evaluation of your submission.

☐	We have no conflicts of interest to disclose.
☐	We wish to disclose a potential conflict of interest (please describe below).

Section 4: Submission Questions

Please respond to each of the following questions. Suggested word limits are provided to keep submissions concise and comparable.

1. Expertise across the scope of work. Describe your firm's experience delivering services across the four areas defined in the Scope of Work: portfolio strategy and prioritization, commercialization strategy, early-stage product validation, and managed services. Where your firm has greater depth in some areas than others, please indicate this clearly.

Suggested limit: 500 words

2. Track record and outcomes. Provide up to three examples of engagements where your firm transformed intellectual property or early-stage innovation into a viable commercial outcome. For each, describe the starting point, your role, and the measurable result.

Suggested limit: 500 words

3. Proposed approach and methodology. Outline the approach, methodology, and frameworks your firm would apply to advance a portfolio of healthcare intellectual property spanning a range of technology readiness levels.

Suggested limit: 500 words

4. Team and capacity. Identify the key personnel who would be assigned to this engagement, including their roles, relevant qualifications, and availability. Confirm your firm's capacity to deliver the scope of work within the proposed timeframe.

Suggested limit: 400 words

5. Value and economic contribution. Describe the value your firm would deliver, including your approach to cost-effectiveness, and how your engagement would contribute to long-term economic development and capability building in Nova Scotia.

Suggested limit: 400 words

6. Applicable costs and in-kind services. Provide a detailed breakdown of all costs associated with your proposed services, itemized by major activity or phase. Separately, describe any in-kind services or contributions your firm is prepared to offer, assigning a justifiable monetary value to each so the total value of your submission can be fully assessed.

Section 5: Supporting Documents

Please attach the following documents to your submission. Indicate which items are included by checking the corresponding box. Additional supporting materials may be attached at your discretion.

☐	Detailed cost breakdown and, where applicable, in-kind contribution schedule
☐	Firm capability statement or overview
☐	Representative case studies or references relevant to the scope of work
☐	Other supporting materials (please list below)

Please name attached files clearly using the format: [Firm Name] - [Document Name].

Section 6: Acknowledgements

Check each box to confirm.

☐	We have read and understood the Call for Submissions Guidelines.
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☐	We understand that this process is non-binding and does not create a formal bidding process or any procurement obligation.
☐	We understand that we bear all costs associated with the preparation and presentation of this submission.
☐	We confirm that the information provided in this submission is accurate and complete.

Name	Title
Signature	Date