**Revised Jan 2022 - 09**

Early Market Engagement Questionnaire

**EARLY MARKET ENGAGEMENT QUESTIONNAIRE**

***[This questionnaire can be tailored for use as part of Market Sounding, Market Creation or an RFEI. Tailor the questions appropriately. For example, you may want to avoid asking proprietary questions as part of Market Sounding.]***

|  |  |
| --- | --- |
| **Corporate Information** |  |
| Name of Organization: |  |
| Organization Type* Start up
* Small to Medium Sized
* Multi-national
* Other
 |  |
| Describe your areas of expertise (technologies, products, services) |  |
| What products/solutions do you have in the market that align with this initiative?* Do any of these have a healthcare application?
 |  |
| Market Penetration* Local
* Provincial
* National
* International
 |  |
| Head office location |  |
| Years in Business |  |
| # of Staff |  |
| # of clients* # of healthcare clients
 |  |
| What experience have you had with public sector clients? Describe. |  |
| Do you have public/private partnership experience that would be applicable to this project? Provide examples. |  |
| **Problem Statement/Project** |  |
| Are the vision and objectives/outcomes of the project as described realistic and achievable? |  |
| Is the scope of the project realistic? What else should be included in the scope? |  |
| Is the project attractive to you? Are you interested in developing a solution for the problem? |  |
| What approach would you take to solving the problem we have described? Do you have an existing technology/solution that could address this problem? Describe. |  |
| What would a typical development project plan/timeline look like? |  |
| Are you aware of any new or emerging technologies that could change our approach to the problem as stated? |  |
| What are the risks associated with this project? How would you manage those risks? |  |
| Are there barriers that need to be addressed? What are they and how would you address them? |  |
| Are there any IP rights to be considered?Are there any 3rd party involvement/relationships that would need to be considered? |  |
| Do you require an NDA to submit additional information? |  |
| **Future Procurement Opportunity** |  |
| Would you consider participating in a competitive process? If not, why not? |  |
| Do you currently have risk/reward or gain sharing models in place?* Provide an example of the model you would recommend for this project
 |  |
| Would a potential bid submission be on behalf of a consortium? If yes, list potential consortium members. |  |
| What challenges would you expect to face if you entered a competitive process? |  |
| What non-proprietary criteria should be considered for the evaluation of proposed solutions? |  |
| Is the timeline proposed reasonable and achievable? |  |
| ***[Optional – for RFEI or Market Creation.******Questions will need to be tailored to the circumstances.]*** |
| Can you provide order of magnitude pricing? |  |
| What do you project to be an achievable ROI for this project? |  |
| **Other** |  |
| What have we missed? |  |