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Vendor Innovation Program Q&A

- 1) Is the salary of founders who hold executive titles (president, CTO) but personally do the development, project management and training eligible?**

Where on a start-up team the CEO (or other executive) is also actively working on the project (development, change management, project management, etc.) these costs are eligible under the VIP.

- 2) Can the vendor's required 25% contribution include eligible internal labour or other in-kind contributions?**

The vendor contribution can be in-kind.

- 3) The Program Overview states that eligible projects must not have received other public funding or grants. Does this restriction apply to the applicant company generally, or only to the proposed project, scope and costs?**

This applies at the project level. Infoway will not fund costs or scope that have already been funded by other public sources.

- 4) Can a vendor submit proposals for both streams?**

Yes, a vendor can submit up to two project applications, and each one can only fall under one stream.

- 5) For the Acceleration Stream, are the requirements of at least two clinics, a minimum one-month demonstration and a target of 50 or more active end-users mandatory eligibility thresholds or preferred demonstration targets?**

This requirement is intended to ensure that the results and evaluation of any demonstration project are based on a sufficient sample size. Projects that can demonstrate with samples sizes of 50 or more will be preferred.

- 6) Must signed clinic/end-user commitment letters be included at the proposal deadline, or can commitments be finalized during contracting or before the demonstration period?**

For the Acceleration Stream, securing commitments from your end-users and including these in your submission is preferred and applications with end-user commitments declared will be prioritized.

For the Scalability Stream, commitments are mandatory as per the application.

- 7) Can patients, caregivers and clinicians collectively count toward the 50 active end-users where all three groups directly use the solution, or does Infoway expect a specific number of clinical users? Can the clinicians be counted across clinics.**





This requirement is intended to ensure that the results and evaluation of any demonstration project are based on a sufficient sample size. Therefore, if you have multiple end-user types, indicate the number of each that you plan to include in your demonstration project. Projects that can demonstrate with samples sizes of 50 or more per end-user group will be preferred. Clinicians may be counted across clinics.

- 8) Can an Acceleration applicant currently operating in a synthetic-data, non-production environment propose privacy, security, standards-conformance and production-readiness activities before beginning the required clinical demonstration, provided the production demonstration is completed within the program timeline?**

Yes, a project submission can include project activities in addition to the demonstration project, provided that all activities are completed before the program end date.

- 9) The Program Overview says Acceleration supports solutions not currently available commercially or in pilot. If a vendor has an existing platform with a related workflow in pilot, but proposes a separately scoped interoperability module that has never been deployed commercially or in a pilot, can that new module qualify for Acceleration? What evidence in the application would best distinguish the new proposed solution from the existing workflow?**

New functionality for a platform/product/service is eligible for funding under the acceleration stream. Clearly describe the new functionality in your application.

- 10) For a Scalability project, if the existing product connects to a clinic EMR through the vendor's native API, may the funded project map the exchanged data to the applicable CA Core+ FHIR R4 profiles and validate those mappings with Infoway Conformance Services while the live partner lacks a FHIR endpoint?**

Yes.

- 11) Is funding AI scribe expansion eligible under the scalability stream?**

No, Infoway will not fund AI scribe expansion under the scalability stream of the VIP.

