

# INNOVATION LAUNCHPAD

A program to help you introduce new products & services that enhance patient care.



## Have an Innovation? Let's Talk

We are constantly looking for opportunities to support our Members by exploring products and services that can:

- Improve population health
- Enhance the experience of care for patients
- Improve patient and health care worker safety
- Reduce the cost of health care

## What We're Looking For

To be eligible for the Mohawk Medbuy Innovation LaunchPad, a product must meet the following criteria:

- Used in the clinical care of patients
- Must be a new technology/solution or an improvement over existing options in the same category
- Demonstrate a measurable, incremental benefit to patient care or improvement to the safety of patients and/or health care workers.

## A Large Audience & Opportunity

Mohawk Medbuy's Innovation LaunchPad Program can help raise the profile of your eligible product to our significant Membership:



**200+**  
Hospitals & Care  
Facilities



Acute Care Beds:  
**62%** in Ontario  
**100%** in NB & PEI



**\$1.4 Billion** in Spend  
on MMC Contacts

## What Health Care Suppliers Are Saying About the Program

“*Having a tool like Mohawk Medbuy's Innovation LaunchPad not only shows a commitment to local Canadian innovative companies but also helps provide access for our joint customers to new innovative products from leaders in markets around the globe.*

**Mark Smith**

*Director, Strategic Accounts, Southmedic Inc.*

“*As a small company focused on bringing new technology to the Canadian health care market, we have responded very favourably to your program.*

**Robert Grady**

*President, Provincial Medical Supplies*



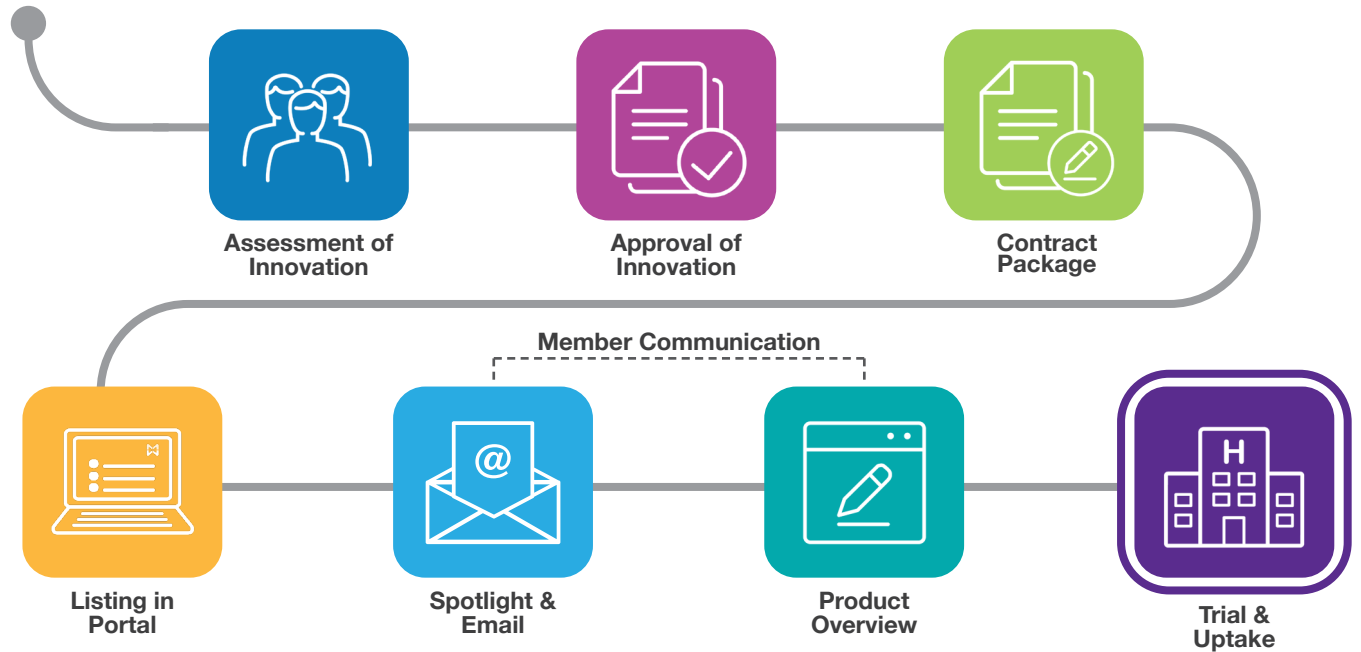
Your  
Innovation

# The Process

Complete the Innovative Product Submission Form found on our website:  
[mohawkmedbuy.ca/vendors](http://mohawkmedbuy.ca/vendors)

Once your form is received, our internal committee of clinical and procurement professionals reviews the information and determines if the product or service meets our Innovation LaunchPad Program criteria.

Online Form  
Submission



## If Your Innovative Product Is Approved We Will:

- Provide support to help get your product introduced at a hospital-based product evaluation committee
- Prepare a contract package, load it into our contract repository and inform hospital Members of your new innovative product or service
- Include your innovation in an email blast to Members that highlights new solutions
- Feature your product on our online Portal, which is designed to regularly update our Members and pique their interest in new initiatives
- After 12-18 months, we'll review your progress and determine next steps.

## QUESTIONS?

Learn more about our Innovation LaunchPad Program by visiting our website:

[www.mohawkmedbuy.ca/vendors](http://www.mohawkmedbuy.ca/vendors)

or by contacting our innovation expert:

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