

**Q&As**  
**Webinar: Scaling U.S. – Israel Collaboration in Biotech and Healthcare**  
**Arizona and North Dakota Opportunities**

#	Question	Answer
1	Is senior care part of the healthcare focus?	Yes. For sure. In fact, we've funded projects in this area before.
2	Can you please share your contact again?	We'll send everything to all registrants In any case for BIRD: omer@birdf.com; Andreay@birdf.com
3	Can a collaboration involve more than 2 companies?	The project is always between 2 partners. if you have in mind more than 2 - you can define the additional partners as subcontractors to the "Primary" partners
4	Can a service provider in the US providing marketing services be a US based partner to an Israeli company (similar to the example Anat shared for a US based CRO and an Israeli technology company)	Usually service provider will be regarded as a subcontractor and not as a real partner - We certainly prefer collaborations between partners where each one really can benefit from the capabilities of the other partner even following the project is completed
5	We are a medical device company based in Israel and seek to contract a US hospital to conduct our clinical trial and a US CRO company to manage the data.	Hi Ethan, be in touch first with Omer in Israel. He'll guide you and then, depending on the hospital, one of our US reps, will help you reach out to the hospital if needed.
6	With regards to pilot projects, are you referring to clinical validation and trials with hospitals or home care organizations? So the hospital or the home care org will be a partner?	The short answer is yes. Preferably this trial is on the roadmap to FDA approval and commercialization
7	Questions: can the hospital and CRO be considered as a US partner for R&D expenses covered by BIRD? and do we need to identify a commercial partner at this early stage prior to FDA approval?	Assuming the CRO can contribute beyond the clinical trial management like contribute to the production , then this is a preferred arrangement
8	Can companies from NYS apply?	Of course. Companies in all US states are eligible. Contact me to discuss. andreay@birdf.com
9	Speaking about 'Pilot' project aiming to validate technology and accelerate commercialization with a partner that already obtained market presence - what level of R&D is required to meet BIRD criteria versus project cost such as due diligence, training, education and infrastructure support that required for the pilot execution?	We usually prefer at least a TRL 4 when the project begins.
10	Is there a minimum size for the US partner company?	The short answer is No. However if a US company is a startup, we'll recommend you target a relatively experienced and large Israeli company

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11	Caleb, thanks for the presentation. Could you please share your email in the chat?	calebr@azcommerce.com
12	Can you please share these presentations via email after the webinar?	Sure -On BIRD's Event page: <a href="https://www.birdf.com/event/webinar-scaling-u-s-israel-collaboration-biotech-healthcare/">https://www.birdf.com/event/webinar-scaling-u-s-israel-collaboration-biotech-healthcare/</a>
13	Do we need to identify a commercial partner at this early stage or not necessary?	Remember the 4 criteria - The last one is compelling Go to Market plan - So if you can show some market traction from potential customers this will support this criterion
14	Our company received already NSF Phase I grant. We just applied for NSF Phase II. Are we still eligible to apply?	Yes
15	It looks like in biomedical affairs the program in both states is targeted rather at digital health and devices, and the therapeutics are out of focus. Is it right?	There are companies with therapeutics focus as well.
16	Is there support for navigating the FDA-EU landscape if the companies are just starting?	Unfortunately no - This is a subject that the partners should manage and navigate. However this could be part of the funded project
17	Could you clarify whether there are any specific strategic areas of research or partnership focuses? For instance, C2SHIP primarily concentrates on developing technologies that improve access to care and support the decentralization of healthcare services.	No specific subjects as long as the project meet with the 4 Criteria we mentioned
18	I have company which developed a new biological treatments for few cancer can you late me know with which whom to contacts	Omer@birdf.com
19	Thank you for your presentations. How do you address generated IP in collaboration?	It's up to the partners' decision how to manage their IP. BIRD will accpey any arrangement, and we don't own any of the IP created during the project.
20	What is the phone of the man in north dakota	701-317-2483 - Richard Glynn
21	Are there the specific kinds of financial incentives in the State of Arizona like Richard is talking about for North Dakota?	<a href="https://www.azcommerce.com/incentives/qualified-facility">https://www.azcommerce.com/incentives/qualified-facility</a>
22	Omar, I believe I can connect Ethan Nash with a Hospital and AI Data science center here in the US.	In principle yes - Contact me for more details - omer@birdf.com

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23	Kouhyar Tavakolian phone and please his email	<a href="mailto:richard@ndbio.com">richard@ndbio.com</a>
24	Is a contract manufacturer enough of a partner in the relationship?	Good question. I will bring this up if time allows - If the contract manufacturer just act as a subcontractor then, this won't be approved by BIRD. However if the contract manufacturer can act also as a design partner during the development stage, and act also as a logistic arm following the project completion then this answer could change.
25	Dr. Bakovic - for biotech and life science companies in Israel and the U.S. interested in working with the Mayo Clinic in Arizona, is there someone they should contact about those opportunities? Is it true that in addition to the existing Phoenix Bioscience Core in downtown Phoenix, Mayo Clinic is building a large biotech ecosystem/hub in Arizona?	Bopp, Aric H. - <a href="mailto:Bopp.Aric@mayo.edu">Bopp.Aric@mayo.edu</a> , Lester, Steven J., M.D.- <a href="mailto:Lester.Steven@mayo.edu">Lester.Steven@mayo.edu</a>
26	Dr. Bakovic - for biotech and life science companies in Israel and the U.S. interested in working with the Mayo Clinic in Arizona, is there someone they should contact about those opportunities? Is it true that in addition to the existing Phoenix Bioscience Core in downtown Phoenix, Mayo Clinic is building a large biotech ecosystem/hub in Arizona?	Correct about PBC expanding with Mayo Clinic to further buildout spaces throughout the Greater Phoenix region!
27	Well spoken, Richard Glynn regarding the state and local opportunities. I hope this link works below, but here is a list of resources we have available for companies interested in North Dakota. I can provide the file to Richard and Kouhyar to share.	<a href="#">Grand Forks EDC - State &amp; Local Programs - Click to view</a>