

**Pfizer Independent Grants for Learning & Change  
Request for Proposals (RFP)  
*Strategies to Support Increasing Exercise and Activity in Haemophilia Patients***

**I. Background**

The mission of Pfizer Independent Grants for Learning & Change (IGLC) is to partner with the global healthcare community to improve patient outcomes in areas of mutual interest through support of measurable learning and change strategies. “Independent” means that the projects funded by Pfizer are the full responsibility of the recipient organization. Pfizer has no influence over any aspect of the projects and only asks for reports about the results and the impact of the projects in order to share them publicly.

The intent of this document is to encourage organizations with a focus in healthcare professional education and/or quality improvement to submit a letter of intent (LOI) in response to a Request for Proposal (RFP) that is related to education in a specific disease state, therapeutic area, or broader area of educational need. The RFP model is a two-stage process. Stage 1 is the submission of the LOI. After review of the LOI, you may be invited to submit your Full Grant Proposal. Stage 2 is the submission of the Full Grant Proposal.

When a RFP is issued, it is posted on the Pfizer IGLC website ([www.pfizer.com/independentgrants](http://www.pfizer.com/independentgrants)) in the Request for Proposals section and is sent via e-mail to all registered users in our grants system. Some RFPs may also be posted on the websites of other relevant organizations, as deemed appropriate.

**II. Eligibility**

<b>Geographic Scope:</b>	<input type="checkbox"/> United States Only <input checked="" type="checkbox"/> International(specify country/countries) Europe, Japan, Australia and New Zealand
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<b>Applicant Eligibility Criteria:</b>	<p>The following may apply: medical, dental, nursing, allied health, and/or pharmacy professional schools; healthcare institutions (both large and small); professional associations; patient organisations; government agencies; and other entities with a mission related to healthcare improvement.</p> <p>More information on organizations eligible to apply directly for a grant can be found at <a href="http://www.pfizer.com/files/IGLC_OrganizationEligibility_effJuly2015.pdf">http://www.pfizer.com/files/IGLC_OrganizationEligibility_effJuly2015.pdf</a>.</p> <p>Collaborations within institutions (e.g., between departments and/or inter-professional), as well as between different institutions/organizations/associations, are encouraged. Please note all partners must have a relevant role and the requesting organization must have a key role in the project.</p> <p>For programs offering credit, the requesting organization must be the accredited grantee.</p>
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### III. Requirements

<b>Date RFP Issued:</b>	10 <sup>th</sup> April 2017
<b>Clinical Area:</b>	Haemophilia
<b>Specific Area of Interest for this RFP:</b>	<p>It is our intent to support projects that focus on the importance of physical activity in haemophilia patients as part of the approach to the management of haemophilia. In particular, we are keen to support projects that encourage patients to partake in appropriate physical activity, taking into account the individual patient's bleeding history, physical status, age, interests and social requirements. The objective is to improve patients' physical well being, their pain perception, their quality of life (QoL) and their illness behavior.</p> <p>Multi-disciplinary collaborations, are encouraged when appropriate, but all partners must have a relevant role in the proposed project.</p> <p>It is expected that projects will be evidence-based (education and/or quality improvement) and the proposed research/evaluation will follow generally accepted scientific principles. During review the intended outcome of the project is given careful consideration and, if appropriate based on the project goal, projects with the maximum likelihood to directly impact patient care will be given high priority. Projects including an educational element can find more information on principals of learning and behavior change for health professionals at <a href="http://www.pfizer.com/files/HealthProfessionalsLearningandBehaviorChange_AFewPrinciples.pdf">www.pfizer.com/files/HealthProfessionalsLearningandBehaviorChange_AFewPrinciples.pdf</a>.</p> <p>There is a considerable amount of interest in receiving responses from projects that utilise system-based changes. Although educational efforts for grantees and patients may be entirely appropriate components in responses to this RFP, projects that include an overt description of system changes will be given high priority.</p> <p><i>It is not our intent to support clinical research projects. Projects evaluating the efficacy of therapeutic or diagnostic agents will not be considered.</i> Information on how to submit requests for support of clinical research projects can be found at <a href="http://www.Pfizer.com/iir">www.Pfizer.com/iir</a>.</p>
<b>Target Audience:</b>	Healthcare providers and patient organisations or advocacy groups who are stakeholders in the care of haemophilia patients in Europe, Japan, Australia and New Zealand; including (but not limited to) adult haematologists, paediatric haematologists, specialist nurses, physiotherapists and psychologists.

<p><b>Disease Burden Overview:</b></p>	<p>Hemophilia is an X-linked congenital bleeding disorder caused by a deficiency of coagulation factor VIII (FVIII) (in hemophilia A) or factor IX (FIX)(in hemophilia B). The deficiency is the result of mutations of the respective clotting factor genes. Hemophilia has an estimated frequency of approximately one in 10,000 births<sup>1</sup>.</p> <p>The clinical presentation of haemophilia is highly variable, ranging from little tendency to bleed, or bleeding after minimal trauma or with repetitive, everyday activity, to life-threatening bleeds. Untreated severe haemophilia, with recurrent, acute joint bleeds and chronic synovitis, is associated with swelling, joint pain, muscle atrophy and deformity</p> <p>Other clinical manifestations of frequent musculoskeletal bleeds include flexion contracture and abnormal gait, and impaired balance. The combination of these signs and symptoms can lead to a downward spiral of decreasing physical ability and poor quality of life (QoL). Prophylactic treatment with the appropriate coagulation factor can efficiently reduce bleeding frequency and its consequences. Further improvement in the QoL for people with haemophilia can be achieved by engaging individuals in physical activity, an idea that was discouraged until the 1970s when the use of coagulation factors was introduced<sup>2</sup>.</p>
<p><b>Recommendations and Target Metrics:</b></p>	<p><b>Related Guidelines and Recommendations</b></p> <p>Physical activity should be encouraged to promote physical fitness and normal neuromuscular development, with attention paid to muscle strengthening, coordination, general fitness, physical functioning, healthy body weight, and self-esteem<sup>1</sup>.</p> <p>Studies have demonstrated that exercise can provide numerous benefits to haemophilia patients, including reduced bleeding in muscles and joints, increased range of joint movement and improved emotional and social well-being<sup>3,4,5,6</sup>.</p> <p>Exercise should not only be encouraged, but formally prescribed and monitored as a component of physical therapy<sup>7</sup>.</p>

<p><b>Gaps Between Actual and Target, Possible Reasons for Gaps:</b></p>	<p>In the past, patients with haemophilia may have been advised against exercise because of fear of injury resulting in bleeds<sup>7</sup>. It is now recognized that properly managed exercise and participation in appropriate sports can be highly beneficial for them<sup>2</sup>.</p> <p>Exercise in patients with haemophilia can be associated with injuries and potential bleeds which may discourage patients from participating in exercise, and healthcare providers from recommending it, however, correctly managed participation has been shown to improve activity level and physical performance<sup>6,7,8</sup>.</p> <p>Whilst physicians and the multidisciplinary team responsible for the care of haemophilia patients may recognise the importance of recommending physical activity, if it is not actively prescribed as part of therapy, patient adherence may be limited<sup>7</sup>.</p> <p>A comprehensive approach to physiotherapy, exercise programmes and sport participation for PWH needs to consider a number of factors, including an individual's current physical ability and aspirations or goals. This allows a complete understanding of the risks involved and their management, translating into the greatest gain in QoL for each patient<sup>2</sup>.</p>
<p><b>Barriers:</b></p>	<p>It is important that the proposed project seeks to identify the particular barriers within the identified setting. A few example barriers to supporting increase in exercise and activity in haemophilia patients are:</p> <ul style="list-style-type: none"> <li>- Lack of knowledge mainly among young haemophilia patients as to the role of exercise in the management of their condition<sup>9</sup></li> <li>- Patients may be resistant to the idea of activity because of fear of bleeding joints<sup>10</sup></li> <li>- Parents may be over-protective of children with haemophilia and prohibit exercise<sup>10</sup></li> <li>- Patients may believe that joint disease cannot be prevented<sup>10</sup></li> </ul>
<p><b>Expected Approximate Monetary Range of Grant Applications:</b></p>	<p>Individual projects requesting up to \$100,000 will be considered. The total available budget related to this RFP is \$200,000</p> <p>The amount of the grant Pfizer will be prepared to fund for any project will depend upon the external review panel's evaluation of the proposal and costs involved, and will be stated clearly in the approval notification.</p>

<p><b>Key Dates:</b></p>	<p>RFP release date: 10<sup>th</sup> April 2017</p> <p>LOI due date: 5th June 2017 Please note the deadline is midnight Eastern Time (New York, GMT -5).</p> <p>Review of LOIs by External Review Panel: July 2017</p> <p>Anticipated LOI Notification Date: End July 2017</p> <p>Full Proposal Deadline: 20<sup>th</sup> September 2017 *Only accepted LOIs will be invited to submit full proposals Please note the deadline is midnight Eastern Time (New York, GMT -5).</p> <p>Review of Full Proposals by External Review Panel: Week of 9<sup>th</sup> October 2017.</p> <p>Anticipated Full Proposal Notification Date: Week of 23<sup>rd</sup> October 2017</p> <p>Grants distributed following execution of fully signed Letter of Agreement</p> <p>Period of Performance: December 2017 to January 2019</p>
<p><b>How to Submit:</b></p>	<p>Please go to <a href="http://www.cybergrants.com/pfizer/loi">www.cybergrants.com/pfizer/loi</a> and sign in. First-time users should click "REGISTER NOW".</p> <p>Select the following Area of Interest: Strategies to Support Increasing Exercise and Activity in Haemophilia Patients</p> <p>Requirements for submission: Complete all required sections of the online application and upload the completed LOI template (see Appendix).</p> <p>All applications must be made in English-language.</p> <p>If you encounter any technical difficulties with the website, please click the "Need Support?" link at the bottom of the page.</p> <p><b>IMPORTANT:</b> Be advised applications submitted through the wrong application type and/or submitted after the due date will not be reviewed by the committee.</p>
<p><b>Questions:</b></p>	<p>If you have questions regarding this RFP, please direct them in writing to the Grant Officer, Jo Harbron (<a href="mailto:jo.harbron@pfizer.com">jo.harbron@pfizer.com</a>), with the subject line "Strategies to Support Increasing Exercise and Activity in Haemophilia Patients - release date 10<sup>th</sup> April 2017."</p>

<b>Mechanism by which Applicants will be Notified:</b>	All applicants will be notified via email by the dates noted above.  Applicants may be asked for additional clarification or to make a summary presentation during the review period.
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#### References:

1. Srivastava A, Brewer AK, Mauser-Bunschoten EP, Key NS, Kitchen S, Llinas A, Ludlam CA, Mahlangu JN, Mulder K, Poon MC, Street A; Treatment Guidelines Working Group on Behalf of The World Federation Of Hemophilia. Guidelines for the Management of Hemophilia.
2. Negrier C, Seuser A, Forsyth A, Lobet S, Llinas A, Rosas M, et al. The benefits of exercise for patients with haemophilia and recommendations for safe and effective physical activity. *Haemophilia* 2013; 19:487–98.
3. Sholzberg M, Floros G, Schneiderman JE, Kahr WH, Rand M, Pluthero F, Hossain T, Mahamad S, Nisenbaum R, Zhang C, O'Neill NE, Teitel J, Carcao M. Effect of moderate intensity exercise on haemostatic capacity in adults with haemophilia A and B: pilot study. *Haemophilia*. 2017 Mar;23(2):e162-e165. doi: 10.1111/hae.13181,
4. Torres-Ortuño A, Nieto-Munuera J, López-Pina JA. Effectiveness of an Educational Physiotherapy and Therapeutic Exercise Program in Adult Patients With Hemophilia: A Randomized Controlled Trial. *Arch Phys Med Rehabil*. 2016 Nov 16. pii: S0003-9993(16)31235-7. doi: 10.1016/j.apmr.2016.10.014.
5. Runkel B, Von Mackensen S, Hilberg T. RCT - subjective physical performance and quality of life after a 6-month programmed sports therapy (PST) in patients with haemophilia. *Haemophilia*. 2017 Jan;23(1):144-151. doi: 10.1111/hae.13079.
6. Schäfer GS, Valderramas S, Gomes AR, Budib MB, Wolff ÁL. Physical exercise, pain and musculoskeletal function in patients with haemophilia: a systematic review. *Haemophilia*. 2016 May;22(3):e119-29. doi: 10.1111/hae.12909.
7. Lobet S, Lambert C, Hermans C. Stop only advising physical activity in adults with haemophilia... prescribe it now! The role of exercise therapy and nutrition in chronic musculoskeletal diseases. *Haemophilia*. 2016 Nov;22(6):e554-e556. doi: 10.1111/hae.13073.
8. Czepa D, von Mackensen S, Hilberg T. Haemophilia & Exercise Project (HEP): the impact of 1-year sports therapy programme on physical performance in adult haemophilia patients. *Haemophilia* 2013; 19: 194–9.
9. Nazzaro AM, Owens S, Hoots WK, Larson KL. Knowledge, attitudes, and behaviors of youths in the US hemophilia population: results of a national survey. *American Journal of Public Health* 2006;96(9):1618-1622.
10. Goto M, Takedani H, Yokota K, Haga N. Strategies to encourage physical activity in patients with hemophilia to improve quality of life. *J Blood Med*. 2016 May 17;7:85-98. doi: 10.2147/JBM.S84848.

#### **IV. Terms and Conditions**

1. This RFP does not commit Pfizer or its partners to award a grant or a grant of any particular size if one is awarded, nor to pay any costs incurred in the preparation of a response to this request.
2. Pfizer reserves the right to accept or reject any or all applications received as a result of this request, or to cancel this RFP in part or in its entirety, if it determines it is in the best interest of Pfizer to do so.
3. For compliance reasons and in fairness to all applicants, all communications about the RFP must come exclusively to Pfizer IGLC. Applicants should not contact other departments within Pfizer regarding this RFP. Failure to comply will disqualify applicants.
4. Consistent with its commitment to openness and transparency, Pfizer reports education grants provided to medical, scientific, and patient organizations. Pfizer reserves the right to announce the details of successful grant application(s) by whatever means insures transparency, such as on the Pfizer website, in presentations, and/or in other public media. In the case of this RFP, a list of all LOIs selected to move forward may be publicly disclosed. In addition, all approved full proposals, as well as all resulting materials (e.g., status updates, outcomes reports, etc.) may be posted on the IGLC website and/or any other Pfizer document or site.
5. Pfizer reserves the right to share with organizations that may be interested in contacting you for further information (e.g., possible collaborations) the title of your proposed project and the name, address, telephone number, and e-mail address of the applicant from the requesting organization.
6. To ensure compliance with applicable local law, Pfizer may publicly disclose the support it provides. Pfizer may disclose in any lawful manner the terms of the letter of agreement, the support or funding that Pfizer is providing under the letter of agreement, and any other related information, to the extent necessary for Pfizer to meet its obligations under those laws, regulations and industry codes that require Pfizer to report payments or other transfers of value to certain healthcare professionals and teaching hospitals (collectively, the "Transparency Laws"). Transparency Laws include, without limitation, section 6002 of the U.S. Affordable Care Act and the EFPIA Code on Disclosure of Transfers of Value. Disclosures may include identifying information for organizations and U.S. physicians, such as name, business address, specialty, National Provider Identifier (NPI), and licensure numbers. Grantee will agree to (and will cause other agents, employees and contractors to) reasonably cooperate with Pfizer in Pfizer's collection and disclosure of information to fulfill its Transparency Law obligations. Grantee will provide Pfizer with complete and accurate information about payments or other transfers of value reportable under Transparency Laws.

Frequently Asked Questions related to IGLC's Sunshine Act Reporting Requirements are available on our website ([http://www.pfizer.com/files/IGLCsunshineFAQ\\_updatedJan2016.pdf](http://www.pfizer.com/files/IGLCsunshineFAQ_updatedJan2016.pdf)).

7. No portion of an independent grant may be used for food and/or beverages for learners and/or participants in any capacity. Grantee will be required to certify during the reconciliation process and/or the periodic collection of Sunshine reporting that funds were not used for food and/or beverages for learners and/or participants.
8. In the performance of all activities related to an independent grant, the Grantee and all participants must comply with all applicable legislation and with Global Trade Control Laws. "Global Trade Control

Laws” include, but are not limited to, U.S. Export Administration Regulations; the International Traffic in Arms Regulations; EU export controls on dual-use goods and technology; Financial Sanctions Laws and Restrictive Measures imposed within the framework of the CFSP - Treaty on European Union; and the economic sanctions rules and regulations administered by the U.S. Treasury Department's Office of Foreign Assets Control.

9. For all Dissemination and Implementation research projects the institution(s) must agree to assume all responsibilities as sponsor of the study as outlined in the proposal, which includes:
  - Obtaining institutional review board (IRB)/independent ethics committee (IEC) approval for studies involving human subjects or human tissue and obtaining a subsequent renewal of this approval as required by local regulations (e.g., yearly, biannually, etc.). In addition, obtaining any IRB/IEC approval for amendments to protocol as they pertain to the research.
  - Obtaining all required personal data privacy or informed consent documentation (as appropriate).
  - Obtaining all required regulatory approval(s) per local regulations.
  - Assuming all reporting obligations to local regulatory authorities.
  - A statement that the research will be conducted in compliance with relevant provisions of the International Conference on Harmonisation, Good Clinical Practice, or Good Pharmacoepidemiology Practice guidelines and all applicable local legal and regulatory Requirements

## **Appendix: Letter of Intent Submission Guidance**

LOIs should be single-spaced using Calibri 12-point font and 1-inch margins. Note there is a 3-page limit in the main section of the LOI. ***LOIs not meeting these standards will not be reviewed. It is helpful to include a header on each page listing the requesting organization.***

LOIs should include the following sections

Main Section (not to exceed 3 pages):

- A. Title
- B. Project Classification
  1. There are multiple project types that are eligible for funding through this RFP. Please indicate which of the following best represents your project. More information on these classifications can be found in the [Decision Matrix](#) posted on the [Tips & Templates](#) tab the IGLC website.
    - Dissemination and Implementation (D&I) Research
    - Quality Improvement
    - Education or Educational research
  2. Background Information
    - It is expected that D&I research projects follow generally accepted principals. For all research projects the institution(s) must agree to assume all responsibilities as sponsor of the study as outlined in the proposal. These are listed in the **RFP Terms and Conditions (#9)**.
      - At the time of approval of a full proposal, applicants will be required to sign a research contract, submit IRB approval and a research protocol.
    - Quality improvement projects should be described in terms of generally accepted principles of improvement science such as those described by the IHI model for improvement or LEAN.
      - At the time of approval of a full proposal, applicants will be required to sign a letter of agreement.
    - Educational projects should be planned using generally accepted principals of adult learning. More information on principals of learning and behavior change for health professionals can be found at [www.pfizer.com/files/HealthProfessionalsLearningandBehaviorChange\\_AFewPrinciples.pdf](http://www.pfizer.com/files/HealthProfessionalsLearningandBehaviorChange_AFewPrinciples.pdf).
      - At the time of approval of a full proposal, applicants will be required to sign a letter of agreement.
- C. Goal and Objectives
  1. Briefly state the overall goal of the project. Also describe how this goal aligns with the focus of the RFP and the goals of the applicant organization(s).
  2. List the *overall* objectives you plan to meet with your project both in terms of learning and expected outcomes. Objectives should describe the target population as well as the outcomes you expect to achieve as a result of conducting the project.

- D. Assessment of Need for the Project
1. Please include a quantitative baseline data summary, initial metrics (e.g., quality measures), or a project starting point (please cite data on gap analyses or relevant patient-level data that informs the stated objectives) in *your* target area. Describe the source and method used to collect the data. Describe how the data was analyzed to determine that a gap existed. If a full analysis has not yet been conducted, please include a description of your plan to obtain this information.
- E. Target Audience
1. Describe the primary audience(s) targeted for this project. Also indicate whom you believe will directly benefit from the project outcomes. Describe the overall population size as well as the size of your sample population
- F. Project Design and Methods
1. Describe the planned project and the way it addresses the established need.
  2. If your methods include educational activities, please describe succinctly the topic(s) and format of those activities.
- G. Innovation
1. Explain what measures you have taken to assure that this project idea is original and does not duplicate other projects or materials already developed.
  2. Describe how this project builds upon existing work, pilot projects, or ongoing projects developed either by your institution or other institutions related to this project.
- H. Evaluation and Outcomes
1. In terms of the metrics used for the needs assessment, describe how you will determine if the practice gap was addressed for the target group. Describe how you expect to collect and analyze the data.
  2. Quantify the amount of change expected from this project in terms of your target audience.
  3. Describe how the project outcomes will be broadly disseminated.
- I. Anticipated Project Timeline
- J. Requested Budget
1. A total amount requested is the only information needed for the LOI stage. Full Budget is not required. This amount can be adjusted at the Full Proposal stage as applicable.
  2. The budget amount requested must be in U.S. dollars (USD).
  3. While estimating your budget please keep the following items in mind:
    - Institutional overhead and indirect costs may be included within the grant request. Examples include human resources department costs, payroll processing and accounting costs, janitorial services, utilities, property taxes, property and liability insurance, and building maintenance as well as additional project expenses such as costs for publication, IRB / IEC review fees, software license fees, and travel. Please note: Pfizer does not provide funding for capital equipment.
    - The inclusion of these costs cannot cause the amount requested to exceed the budget limit set forth in the RFP.

- It should be noted that grants awarded through IGLC cannot be used to purchase therapeutic agents (prescription or non-prescription).
- Pfizer maintains a company-wide, maximum allowed overhead rate of 28% for independent studies and projects.

K. Additional Information

1. If there is any additional information you feel Pfizer should be aware of concerning the importance of this project, please summarize it in within the page limitations.

Organizational Detail (not to exceed 1 page)

Describe the attributes of the institutions/organizations/associations that will support and facilitate the execution of the project and the leadership of the proposed project. Articulate the specific role of each partner in the proposed project. Letters of support from partner organizations will be required at the Full Proposal stage only and should not be included with the LOI.

Please note that any project partners listed in this section should also be listed within the online system. Tax-IDs of partner organizations will be requested when entering this information. If a partnership is only proposed, please indicate the nature of the relationship in the Organizational Detail section of your LOI.

**LOIs should be single-spaced using Calibri 12-point font and 1-inch margins. There is a 3-page limit for the main section and a 1-page limit for organizational detail.** If extensive, references may be included on 1 additional page. **Final submissions should not exceed 5 pages in total** (3 pages for the main section, 1 page for organizational detail, and 1 page for references).

All required sections should be combined in one document (MS Word or Adobe PDF). There is no need to submit the organization detail or references in a document separate from the main section of the LOI.

*Please note the formatting and page limit for the LOI. The LOI is inclusive of additional information of any kind. A submission exceeding the page limit **WILL BE REJECTED and RETURNED UNREVIEWED.***