

NOTE: The following are frequently asked questions regarding the BC Startup in Residence pilot. For full details please see the Call for Proposal postings on BCBID for all opportunities.

**Where is the 16-week residency based?**

The projects are based out of Victoria, BC. Space will be made available for Contractors in government offices in Victoria or otherwise to the extent that the Contractor and Vendor agree is necessary for the work. However, projects are evaluated on the best approach and qualifications. The STIR pilot welcomes all proponents, regardless of geographic location of the proponent.

**Who is eligible to submit a proposal?**

The Province welcomes all proposals that meet mandatory criteria stated within the Calls for Proposal. This includes individuals, groups of individuals or registered companies currently based within British Columbia or outside of the Province.

**Are proponents required to have a working prototype for their proposed solution?**

No. Proponents are not required to have a working prototype but can indicate if one exists. Proponents will be evaluated on their qualifications and their proposed approach as per Appendix A of each Call for Proposal.

**When does the residency begin?**

Residencies are expected to begin at the end of June, 2017 and last for 16 weeks.

**Are expenses and fees paid within the first phase of the contract?**

The STIR initiative is designed to so that goals, success, and risk is shared between the Contractor and the government. Phase 1 - the residency period and product trial period - is unpaid. In addition to the rights to commercialize the solution, including associated Intellectual Property, Contractors have the potential for a second phase contract that would address any negotiated fees for a subscription, maintenance or modification. Refer to the Call for Proposal and Residency Agreement for more detail.

**How long is the trial period for the initial product?**

The free trial period is activated when the product is launched and has the potential to run until March 31, 2018.

**What is the potential for a future contract?**

At the end of the phase 1 contract, which includes the residency, a final testing period and a free trial of version 1.0 of the product, the Province may negotiate a second phase contract to support ongoing maintenance or subscription of the solution to the stated maximum per year in

the Call for Proposal. Future contracts with other areas of the BC Government or agencies not within the original purpose are subject to a separate procurement process and do not have a licence unless otherwise stated within the Call for Proposal and Residency Agreement.

**Who owns the Intellectual Property?**

The Province will not take ownership of any Intellectual Property developed as a result of the Residency Period. Contractors will have full rights to commercialize the developed product. The limited licence granted back to the Province for either an installed or hosted solution is for the original purpose only, as described in the Call for Proposal and Residency Agreement.

**How will proposals be evaluated?**

Each Business Area will evaluate the group of proposals in accordance with the process described in the Calls for Proposal. The evaluation teams may include subject matter experts and IT staff from within Government as well as contractors or external partners with specific technical expertise.

**How will projects be evaluated after the residency?**

The Province and the winning Proponent will define and agree upon product performance metrics that will be captured within Schedule A of the Residency Agreement. The Province will consider these metrics as they decide if they wish to enter into negotiations for a second phase contract.

**Can proposals include open source?**

Yes. See individual Calls for Proposal and Residency templates for more information.