<table>
<thead>
<tr>
<th>DATE:</th>
<th>October 6, 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>RE:</td>
<td>Request for Proposals</td>
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<tr>
<td>Response Due Date</td>
<td>Response must be received on or before <strong>November 1, 2023, by 5 pm EST</strong></td>
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<tr>
<td>RFP Topic</td>
<td>Patient education for Prehabilitation prior to surgery for lung cancer</td>
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<tr>
<td>Eligibility for Funding</td>
<td>Non-profit Patient Advocacy Organizations</td>
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<tr>
<td>Therapeutic Area of Focus</td>
<td>Lung cancer</td>
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<tr>
<td>Geographic Region</td>
<td>U.S.A.</td>
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**RFP Rationale/Statement of Unmet Need**

Patient advocacy organizations are uniquely positioned to educate and to communicate to patients and providers about the benefits of prehabilitation and to change the perceptions of the neoadjuvant (before surgery) treatment window as an opportunity to optimize patient functional status. BMS requests that patient advocacy organizations submit program proposals that address prehabilitation, education and implementation. Proposals that include innovative partnerships will be prioritized.

According to the American College of Surgeons, “Prehabilitation is defined as a process of improving the functional capability of a patient prior to a surgical procedure so the patient can withstand any postoperative inactivity and associated decline. In other words, to get you to a better place physically before an operation. Generally, the more fit and active you are going into a surgical procedure, the more likely you are to retain a higher level of function after.”

Prehabilitation helps optimize patient health before the operation [1]. While the term has been used in healthcare since the 1940s, it was coined specific to the cancer setting in 2013.[2] The International Association for the Study of Lung Cancer (IASLC) has advanced education on the topic or prehabilitation as a pivotal way to optimize patient care and survivorship.

Prehab can be tailored to patient specific needs. Generally, key components of prehab are smoking cessation, cardiopulmonary exercise, nutrition, and emotional support tools. Prehab programs vary by complexity and resource dependence, however successful prehab programs are pragmatic and cost-effective, often utilizing digital technology and mobile applications to track patient progress [3,4].
References


Length of Proposed Project

12-18 Months

Please address ALL sections below:

1. Overview of Requesting Organization

   Please provide information about your organization, including mission and core activities, confirmation of non-profit status, and a list of Board Members.

2. Goals & Implementation

   Provide program goals, implementation, target audience, and a timeline with a detailed breakdown of the proposed activities.
| **3. Tactics** | Describe the tactics and how it will address the unmet need stated in the RFP Rationale Statement Section, above.

Please indicate whether your organization has executed similar types of activities. If yes, please include a description (a link to the program, if available/applicable), and describe the program results. Comment on the lessons you learned from that program, and how they influence the creation of the new proposed program. |
|----------------|--------------------------------------------------------------------------------------------------|

| **4. Budget** | In addition to providing the organization’s most recent year’s Tax Form 990, please provide a detailed budget for each of the proposed activities. Please include justification for the requested amount and follow all of the guidelines in the online submission process. Identify areas where you see opportunities for cost savings. Provide as much detail as possible on the intended expenditures. For an example of a budget template, please find it [here](#). Please feel free to use your own format, provided you include the same level of detail as shown in the example. Please do not include “Other” expenses without specifying the details.

Please indicate if organization intends to seek funding from other sources, besides BMS, to support the program. Proposals that have multiple sponsors will be given priority.

1-2 awards will be granted for amounts between **$150,000-$300,000 USD**.

Please note that BMS will only consider cumulative annual support for 2023 programs YTD in an amount that does not exceed 20% of the organization’s annual gross income per the most recent year’s tax filing. When calculating organization’s percentage, please be sure to consider the total amount of funding provided by BMS to your organization for 2023 YTD. |
|----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

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<tr>
<th><strong>5. Reach &amp; Impact</strong></th>
<th>Please specify the number of people that you plan to reach, including geographic distribution and a detailed outreach plan. Explain how the program addresses stated areas of unmet need for intended audience.</th>
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| **6. Collaboration** | Describe how your organization will collaborate with other organizations to address stated areas of unmet need. Proposals that include collaboration among multiple partners and stakeholders are preferred.

Provide the names of the organizations that you intend to collaborate with for the proposed activity(s) and explain how you will work with them.

Describe how your organization will collaborate with other organizations to address stated areas of unmet need. Please provide a letter of support, if available, from each of the organizations with which you intend to collaborate. |
|----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
### 7. Evaluation and Reporting

Specify the program’s key indicators that will define and measure success of each of the proposed activities. Indicate how the program will be measured and evaluated, and how the results will be reported. Please be specific about what and how outcomes will be shared as well as lessons learned. Outcomes should include information on the number of individuals reached, demographics of the targeted population and other documentation which demonstrates the impact of the proposed program.

You will be required to provide reports every 6-months from the start date of the program, as indicated in your proposal. A final report will be due at the conclusion of the funded activities.

### 8. Sustainability & Replicability

Describe specific plans to broadly disseminate the proposed program’s results and ensure sustainability beyond the funding period. Explain how the proposed program could be replicated in other geographic regions or to address other stakeholder groups.

### Important Reminder

Bristol Myers Squibb will have no influence over the program’s content or development. BMS is unable to provide feedback that may shape or influence the content of the RFP response. All questions must be solely directed to contacts listed below. Please do not contact any other BMS employees.

### How to submit your response

Proposals must be submitted online by November 1, 2023, 5 pm EST


Please reference RFP Code: RFP-23-CG-103

### Contact Information for questions

For questions regarding RFP submission process, please review the FAQs. For any additional questions, contact Suchitra Kurria at suchitra.kurria@bms.com or Suzanne Snyder at suzanne.snyder@bms.com