

For every child
Health, Education, Equality, Protection
ADVANCE HUMANITY



CALL FOR EXPRESSIONS OF INTEREST (EOI) - EOI Number UNICEF/2017/004

FOR PILOTING AN OPTIMIZED, INTEGRATED DIAGNOSTICS SUPPLY CHAIN FOR LABORATORY
SAMPLES AND RESULTS BETWEEN HEALTH FACILITIES AND LABORATORIES IN MALAWI

BACKGROUND AND OBJECTIVES

Improving paediatric uptake of antiretroviral therapy (ART) requires early diagnosis of HIV-exposed infants. Once on ART, monitoring the effectiveness of the drugs and assessing treatment failure requires HIV Viral Load (VL) testing. Both of these core activities require an efficient and cost effective system for moving blood samples from health centres to laboratories for testing, and for returning the results to the patient and healthcare provider. Various factors including the high cost of fuel and other transportation challenges, have resulted in extreme delays in laboratory sample transport in Malawi. The average number of days for a dried blood spot sample (DBS - used for early infant diagnosis or viral load for HIV) to get from clinic to the laboratory is 10.9 days. Sample transport delays are a significant impediment to the effectiveness of paediatric ART scale-up.

As Unmanned Aerial Vehicles (UAVs) have become smaller, more reliable, and less expensive, they have been used to provide innovative solutions to challenges in a wide array of sectors from wildlife management, agriculture, humanitarian response, and health. There are several companies specializing in UAVs for the health sector and there is a consortium of non-profit, for-profit, academic, and international organizations that work together on developing UAVs for health. In March 2016, UNICEF Malawi documented the feasibility of using UAVs to fly autonomously between a peri-urban health facility and a central laboratory. Over the course of 2 weeks, 93 flights of 1 kilometer, 5 kilometers, and 10 kilometers took place without adverse events. Details of costs were collected and analyzed, and compared to the traditional modes of sample transportation. The results of the study demonstrated that UAVs are a feasible addition to an evolving diagnostics supply chain, which now includes point of care for early infant diagnosis of HIV. Phase 2 provides with an opportunity to design a new logistics model in Malawi that will permit a more rapid scale-up of HIV testing and initiation into the treatment for children.

The objective of the pilot is to demonstrate an optimized diagnostics system for the collection, transportation and delivery of samples and results of early infant diagnosis of HIV, viral load testing and TB in Malawi.

SCOPE OF THE WORK

The selected institution will work with UNICEF, Riders for Health, the Ministry of Health and the Civil Aviation Authority of Malawi to conduct the pilot. The Contractor will support the supply chain optimization of the diagnostics system for TB, early infant diagnosis and viral load testing of HIV in Malawi.

Specific tasks for the vendor will include the following:

- Conduct bottleneck analysis of transporting TB samples, DBS for EID and viral load testing and the return of results to health facilities.
- Design model for optimal transport of TB samples, DBS for EID and viral load return of results utilizing UAVs, ground transport and point of care, taking into consideration variations in geography, size of facility/catchment area, demand trends, road conditions, distances between facilities and laboratories, and seasonal changes.
- Expected output is a model pilot of optimized transportation of samples and test results for TB, EID and viral load testing to and from health facilities and laboratories in the context of Malawi.

HOW TO APPLY

Expressions of Interest (EOI) are solicited from qualified organizations with relevant expertise and experience in conducting supply chain modelling and optimization surveys. Interested organizations are requested to submit their EOI with the following information/documents:

In order to be eligible for the partnership, the applicant must provide with the following details;

1. Name of the Organization.
2. Year of establishment and Country of origin
3. Name and contact details of focal person including e-mail and telephone numbers.
4. The company to be directly responsible for the preparation and management of the project proposal.
5. Submit the introductory note of the company and outline of the methodology to be employed
6. Comprehensive organizational profile of the organization, including mission and goals, brief history, governance structure, management structure, and financial management and accountability capacity.
7. Copy of last year/latest financial audit report.
8. List of key staff with their qualifications and experience as well as a brief description of administrative, finance and IT support. In one page or less, please also include brief citation of staff with skills in multi-sectoral program areas.
9. Names and brief description of similar surveys that have been conducted in the past five years. Direct experience as firm in conducting surveys of this nature - quantitative and qualitative survey related to supply chain optimization.
10. Three references (with complete contact details including address, telephone, fax and email) in respect of work undertaken in the past.

HOW TO SUBMIT

- Only shortlisted companies will be contacted for submission of full proposals in line with UNICEF procedures.
- Expression of interest (EOI) from the applicant without providing the above requested information will be disqualified.
- Please note that this expression of interest does not entail any commitment on the part of UNICEF. UNICEF reserves the right to accept or reject any or all expressions of interest without assigning any reason.
- UNICEF will not reimburse any costs incurred in submission of EOI documents.
- Submission development costs are expected to be borne by the prospective organization.

Three hard copies of EOI should be submitted in a sealed envelope or soft copy submissions with passwords of the above listed documents clearly marked "EOI Number UNICEF/2017/004 - FOR SUPPLY CHAIN MODELING, OPTIMIZATION AND SIMULATION FOR THE TRANSPORTATION OF LABORATORY SAMPLES AND RESULTS BETWEEN HEALTH FACILITIES AND LABORATORIES IN MALAWI not later than 17:00 hours local time on 24th July, 2017.

EOI should be submitted in hard copy by depositing in the Bid Box at the reception of UNICEF Malawi Office, addressed to:

PROGRAMME DURATION

Estimated Time Frame : 9 Months

EVALUATION CRITERIA

Criteria and Points

1. Overall Response (20 points)
 - Completeness of response
 - Overall agreement between Scope of Work requirements and proposal
2. Proposed Methodology and Approach (50 points)
3. Experience and qualifications of organization (30 points)

Only proposals which receive a minimum of 70 points under the technical evaluation will be considered technically compliant.

The Country Representative
United Nations Children's Fund
Airtel Complex, Area 40/31
P.O Box 30375
Lilongwe 3, MALAWI

Attn: Receiving Officer

Or by:

Soft copy submissions are also acceptable through the email address as follows;

mlwprocurement@unicef.org

Enquiries should be sent to **Emmanuel Saka** at esaka@unicef.org or **01 770 770 Ext 2238**