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***Invitation for Submission of Expressions of Interest   
for Consulting Services in Supply Chain Management***

1. **GDF Presentation**

Established in 2001, to expand access to and availability of, high-quality TB drugs to facilitate [DOTS expansion](http://www.who.int/tb/dots/en/), the Global Drug Facility (GDF) is one of the most important initiatives of the Stop TB Partnership.

GDF was created in response to difficulties experienced by countries in the 1990s in finding and funding stable high-quality TB drug supplies. This in turn hindered the expansion of the DOTS TB control strategy. Perhaps of even greater concern, is that patients develop resistance to TB drugs as a result of poor quality drugs and unreliable supply channels making the disease difficult and expensive to treat.

GDF is not a traditional procurement mechanism. It has adopted a new perspective on TB drug procurement, by linking demand for drugs to supply and monitoring, outsourcing services to partners on a competitive basis, using product packaging to simplify drug management and linking grants to TB programme performance. GDF provides a unique package of services, including technical assistance in TB drug management and monitoring of TB drug use, as well as procurement of high-quality TB drugs at competitive prices.

Ten years after its establishment, GDF operates a unique pooled procurement system responding to the main barriers to patients’ access to quality-assured TB drugs :

* **Cost of Treatment:** Offering competitive prices, for a six month course of first-line TB treatment
* **Quality Control:** High-quality products which meet WHO's stringent standards
* **Standardization:** Individual patient blister packs for easy administration
* **Pooled procurement:** Negotiated prices through competitive bidding and bulk procurement leading to less delays in manufacturing
* **Transparency:** Web-based tracking of orders through reputable sources
* **Procurement & Supply management:** Technical support in-country on drug management, registration, and supply issues

GDF has also developed an application process that is simple and quick. Both governments and non-governmental organizations (NGOs) in collaboration with the respective Ministries of Health are able to apply for GDF assistance. Countries simply complete an application that includes information the national TB programme’s strategy, a description of the procurement and supply chain management and particularly the countries TB drug needs.

In a little over 10 years, GDF has supplied first-line TB drugs to more than 100 countries, including 18 of the 22 high burden TB countries, translating into a cumulative supply of more than 22 million patient treatments. In addition, more than 90,000 patient treatments of Second-line TB drugs have been supplied.

1. **EOI**

GDF is now issuing an Invitation for Submissions of *Expressions of Interest* (EOI) to provide consultancy services in Drug Supply Chain Management. The purpose of this EOI is to short-list potential suitable consultants or agencies to participate in a *Request for Proposals* to conduct an analysis of the GDF supply chain and to assist GDF in implementing a stockpile for TB medicines.

1. **Planned Request for Proposals for Consulting Services in Supply Chain Management**

***Purpose***

The GDF Strategic Stockpile should be able to provide :

* Key first line anti-TB medicines for 136,000 patient treatments at approximately USD 22 per patient treatment in 2013; and
* Key second line anti-TB medicines approximately 30,000 patient treatments at approximately 2,500 USD.

The size of the stockpile may increase in the coming years should additional funds be received from our donors. The anticipated number of countries to be served from this stockpile could be up to 100.

The GDF Strategic Revolving Fund should be able to enhance and accelerate the availability and delivery of anti-TB drugs by providing interim funding to countries with secured but potentially delayed financing.

***Goals to achieve :***

* Avoid stock-out situations in countries by implementing a Strategic Revolving Fund (Guarantee Fund) and Strategic Stockpile to strengthen GDF operations and achievements with its partners
* Decrease lead time of GDF operations
* Ensure customers receive products with optimal shelf life through GDF procurement
* Improve GDF order flow management, order cycle and coordination among supply chain partners.

***Planned scope of work for this Request for Proposals:***

1. Based on current / improved GDF procedures, prepare technical expertise with recommendations and key proposals and options for implementation of the Strategic Stockpile and Strategic Revolving Fund.
2. Define and map the principle elements to consider for this project (financial and technical).
3. Define a complete and comprehensive set of SOP’s for implementing a ”M&E” tool, to control and provide regular information on processes, including a log-frame to report to donors linked to the existent GDF IT system.
4. Soliciting warehousing (stockpile) services, providing:
   1. draft terms of reference for a Request for Proposals,
   2. cost effectiveness analysis, and
   3. different options to be considered which can include current GDF partners and suppliers.
5. **Evaluation of EOI Submissions**

The evaluation will be done in two parts :

* 1st selection through the screening of respondents’ applications, and
* 2nd selection through a follow up interview allowing applicants to respond in more detail (via teleconference or at WHO offices).

The technical evaluation of applications will be made against the following general criteria:

• the capacity and experience of the company

• the qualifications and competence of the personnel proposed for the assignment;

• the appropriateness of the proposed approach, strategy and evaluation method;

• presentation given by the respondent;

• the structure, clarity, completeness and overall quality of the submission.

Each criteria will be evaluated on a 20 point scale with a 10 point minimum to be considered viable.

Selected companies will be invited to participate in an RFP based on more specific and detailed terms of reference. A price quotation will only be requested at this second stage.

1. **Submissions**

Interested companies are encouraged to indicate by email to [vergest@who.int](mailto:vergest@who.int) with cc to [dansiet@who.int](mailto:dansiet@who.int) their intention to submit a dossier in response to the EOI.

Please note that Companies who will execute services pursuant to this EOI will be excluded from submitting offers under the planned Request for Proposals for warehousing (stockpile) services, due to conflict of interest.

GDF will respond in writing to any request for clarification of the EOI that it receives at least five calendar days prior to the closing date of the EOI. A consolidated document of GDF's response to all questions (including an explanation of the query, without identifying the source of enquiry) will be posted weekly on the GDF website: <http://www.stoptb.org/gdf/drugsupply/procurement_notice.asp> )  
and sent to all companies which have indicated to GDF their intention to submit a dossier in response to the EOI.

Submissions are to be sent to the address listed hereunder no later than Wednesday, 24th April 2013, 13h00 CET. Data should be submitted in hard copy (paper) form in two (2) originals by registered courier and in electronic copy (CD or USB key).

Subject: Expression of Interest - Consulting Services in Supply Chain management

Attention: Tiffany Dansie

Stop TB Partnership / Global Drug Facility

World Health Organization

20Avenue Appia

1211 Geneva 27 - Switzerland

Enquiries / correspondence shall kindly be directed by email only:

To : Thomas Vergès, Global Drug Facility, email: [vergest@who.int](mailto:vergest@who.int)

Cc : , Global Drug Facility, email: [dansiet@who.int](mailto:dansiet@who.int)

The subject of the email should mention: EOI -Consulting Services in Supply Chain Management

Interested companies are requested to provide information and organize responses as per the following table:

| **Information on Company/Organization submitting Proposal** |
| --- |
| 1. **Company Information**   The company shall be a registered institution operating in the field of consultancy services with a proven track record of providing such services.   * 1. **Corporate information**   The respondent is requested to submit general company information demonstrating viability of the company (e.g. : company brochure)   * + 1. Company **mission statement**     2. **Organization** structure     3. **Geographical** presence     4. **Staffing information** (CV of Consultant(s) that would be assigned to this consultancy) |
| 1. **Relevant experience and Reference Contact Information**   Examples of relevant experience gained that demonstrate the contractor's ability to deliver the requested service.  The provider shall possess the following experience and abilities:   * At least 5 years of experience in supply chain management consultancy services. Please provide a comprehensive list of   + Clients/countries at least in the past 3 years,   + Types of consultancy services provided * Experience working with Low-income/Lower-middle income countries. [[1]](#footnote-1) * Experience in respective fields:   + Supply Chain management   + Stockpile and warehousing management.   + International Transport (Sea, air, road teransport)   + Supply chain experience with Pharmaceutilcal / Life sciences sector   + Information system such as ERP, WMS, TMS or equivalent.   + Process reengineering   + Business process analysis in private and/or public sector organizations.   + Public procurement rules and processes |
| 1. **Tools and Methodology**   The company should describe usual methodologies and tools used for their consultancies including monitoring and evaluation tools and framework. |

1. As defined by the World Bank. [↑](#footnote-ref-1)