Assessment of Potential Hubs for Influenza Vaccine Procurement

Request for Proposals (RFP)
Bid Reference
2018/HIS/TTI/01
Unit Name
Technology Transfer initiative (TTI)
The World Health Organization (WHO) is seeking offers for a landscape analysis of the geo-political, legal and commercial conditions that could improve or inhibit the development of these grantees into regional and/or global suppliers of influenza vaccines. Your organization is invited to submit a proposal for the services in response to this Request for Proposals (RFP).

WHO is a public international organization, consisting of 194 Member States, and a Specialized Agency of the United Nations with the mandate to act as the directing and coordinating authority on international health work. As such, WHO is dependent on the budgetary and extra-budgetary contributions it receives for the implementation of its activities. Bidders are, therefore, requested to propose the best and most cost-effective solution to meet WHO requirements, while ensuring a high level of service.

WHO requires the successful bidder, the provider, to carry out this assessment which will focus on four of the TTI grantees (Serum Institute of India, The Government Pharmaceutical Organization-Thailand, The Institute for Vaccines and Biologicals-Viet Nam, and the Institute of Virology, Vaccines and Sera-Torlak-Serbia) to understand potential procurers (countries and/or other potential purchasers of influenza vaccine i.e. the Partnership for Influenza Vaccine Introduction “PIVI”), the market scope, legal agreements that enable or prevent TTI grantees from supplying their vaccines to interested clients (including advanced purchase contracts with their government for the domestic population), and next steps needed to develop the TTI grantees as hubs for influenza vaccine supply and pandemic influenza preparedness.

This landscape overview should begin by determining which countries or larger procurers are most likely to be interested in these four TTI grantees’ influenza vaccine. One possible way to assess this is to determine which countries have a national influenza immunization policy in place and are not already locally producing influenza vaccines. Information on countries with an influenza immunization policy is available in the article: Justin Ortiz, Marc Perut, Laure Dumolard, Pushpa Wijesinghe, Pernille Jorgensen, Alba Maria Ropero, M. Carolina Danovaro-Holliday et al. "A global review of national influenza immunization policies: Analysis of the 2014 WHO/UNICEF Joint Reporting Form on immunization" Vaccine 34, no. 45 (2016): 5400-5405. Additional information on countries with local production for influenza vaccines can be shared with the service provider. After summarizing the potentially interested countries and large procurers, this analysis should consider geopolitical barriers or agreements that could affect procurement from the four TTI manufacturers. In addition, this analysis should consider the specific factors that impact the pricing “sweet spot” for the grantees and the procurers to establish sustainable bilateral agreements.

This analysis will involve:
1) preparatory work (information collection/desk research),
2) discussions with the four relevant TTI manufacturers, their potential clients, the WHO regional and country offices, relevant government officials including but not limited to the Ministry of Health, Ministry of Trade, national regulatory agency, and Ministry of Finance, as well as relevant international bodies (i.e. World Trade Organization, Partnership for Influenza Vaccine Introduction, etc) and,
3) documentation of the findings and recommendations in a final report and powerpoint presentation. This report’s recommendations will inform influenza vaccine procurement discussions in June 2018.

The provider shall be an institution operating in the field of immunology, international trade, economics, public health or relevant health area with proven expertise in geopolitical analysis, international trade, or influenza vaccine procurement.

The response to an influenza pandemic will only be effective if sufficient pandemic vaccines are produced and distributed within 6 months of the transfer of the pandemic vaccine master seed to industry. To achieve this goal of 6 months for developing and distributing the pandemic influenza
vaccine, experience demonstrates that seasonal influenza vaccine production facilities must be operational to be quickly converted to pandemic vaccine production sites. The global response to a potential pandemic should include regional suppliers for low and middle income countries (LMICs) in South East Asia, the Western Pacific, and Eastern Europe. To maintain their technical expertise and facilities’ capacities with yearly production of seasonal vaccines, the LMIC manufacturers need a better understanding of the regional and/or global demand for their products.

The Global Action Plan for Influenza Vaccines (GAP) from 2006-2016 was a catalyst for a significant expansion in global influenza vaccine manufacturing capacity, providing a framework for increasing the number of LMICs with influenza vaccine production capacity in place. Through the Technology Transfer Initiative (TTI), WHO and other partners provided grants and support to 14 manufacturers to produce seasonal and pandemic influenza vaccines. This assessment will focus on four of the TTI grantees: SII, GPO, IVAC, and Torlak. At this point, SII has a WHO prequalified seasonal trivalent live attenuated influenza vaccine (LAIV), GPO has a licensed pandemic LAIV influenza vaccine; IVAC will have a licensed vaccine over the coming year, and Torlak is completing phase 3 clinical trials for its seasonal influenza vaccine. As these manufacturers move forward with regular production, they have the potential to become hubs for seasonal influenza vaccine which enhances global pandemic influenza preparedness.

Bidders should follow the instructions set forth below in the submission of their proposal to WHO.

The proposal and all correspondence and documents relating thereto shall be prepared and submitted in the English language.

The proposal should be concisely presented and structured to include the following information:

A one page outline of the methodology for this work, which will include:
1. A desk review of available documentation, including legislation, national policies/strategies on influenza vaccines and immunizations, reports and all other relevant documents that would impact procurement agreements of interested parties and summarize this information into a preliminary report. In addition, the analysis should include the factors that need to be considered for the grantees to reach a reasonable price point for sustainable production/procurement.
2. Complementing the collected information with interviews to the relevant local and international stakeholders, as appropriate.
3. Organizing interviews with all relevant stakeholders, identified with the help of the WHO Country Office, regional office, and WHO HQ, as deemed necessary.
4. Based upon the desk review and the interviews, producing a comprehensive draft situational analysis for review by the relevant parties (i.e. WHO HQ, the relevant TTI grantees, the relevant government officials, etc).
5. Providing a final report of the assessment including recommendations for the TTI grantees and their governments on how to encourage sustainable procurement as the regional and/or global level.

The service provider will liaise with focal points in the WHO Country Offices and WHO HQ, that will guide and support the interactions with local stakeholders (to set up meetings and/or interviews necessary to the completion of this assignment), organize the necessary plenary meetings for the discussions, review the draft reports etc.

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<tr>
<td><strong>Tasks</strong></td>
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<td>T1 Submit research plan and methodology</td>
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<td>T2 Submit draft report for comments</td>
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T3 Submit interview list and questions to WHO HQ for review; Following review, schedule discussions with stakeholders with WHO support as needed

T4 Finalize desk research

T5 Engage stakeholders

T6 Submit comprehensive draft report for comments

T7 Submit powerpoint slides deck summarizing key findings

T8 Submit final report

D3 Draft interview questions and agreed list of stakeholders (key informants)

D4 Draft report

D5 Conduct interviews from Monday 19 March until Monday 9 April

D6 Draft report incorporating insight from stakeholder engagement

D7 Powerpoint slide deck with key figures and findings

D8 Powerpoint slide deck with key figures and findings

D9 Final report taking into consideration WHO and stakeholder feedback

**Payment schedule:**

Budget for this Agreement for the Performance of Work is open for a bid application by a company, individual, or group. Financial competitiveness and technical expertise will be considered in selecting the service provider. It is anticipated that bids for this work will fall in the range USD 20 000 and USD 35 000.

Information which the bidder considers confidential, if any, should be clearly marked as such. The bidder shall submit the complete proposal to WHO in writing no later than ______________ [Sunday 28 January 2018 at 23:00 hours Geneva time (“the closing date”), by email at the following address:

Shoshanna Goldin goldins@who.int and Claudia Nannei nanneic@who.int

Each proposal shall be marked Ref: 2018/HIS/TTI/01 and be signed by a person or persons duly authorized to represent the bidder, to submit a proposal and to bind the bidder to the terms of this RFP.

WHO may, at its own discretion, extend the closing date for the submission of proposals by notifying all bidders thereof in writing.

Any proposal received by WHO after the closing date for submission of proposals may be rejected.

The offer outlined in the proposal must be valid for a minimum period of 90 calendar days after the closing date. A proposal valid for a shorter period may be rejected by WHO. In exceptional circumstances, WHO may solicit the bidder’s consent to an extension of the period of validity. The request and the responses thereto shall be made in writing. Any bidder granting such an extension will not, however, be permitted to otherwise modify its proposal.

The bidder may withdraw its proposal any time after the proposal’s submission and before the above mentioned closing date, provided that written notice of the withdrawal is received by WHO via email as provided above, before the closing date.
No proposal may be modified after its submission, unless WHO has issued an amendment to the RFP allowing such modifications.

No proposal may be withdrawn in the interval between the closing date and the expiration of the period of proposal validity specified by the bidder in the proposal (subject always to the minimum period of validity referred to above).

WHO may, at any time before the closing date, for any reason, whether on its own initiative or in response to a clarification requested by a (prospective) bidder, modify the RFP by written amendment. Amendments could, *inter alia*, include modification of the project scope or requirements, the project timeline expectations and/or extension of the closing date for submission.

All prospective bidders that have received the RFP will be notified in writing of all amendments to the RFP and will, where applicable, be invited to amend their proposal accordingly.

Before conducting the technical and financial evaluation of the proposals it has received, WHO will perform a preliminary examination of these proposals to determine whether they are complete, whether any computational errors have been made, whether the documents have been properly signed, and whether the proposals are generally in order. Proposals which are not in order as aforesaid may be rejected.

Please note that WHO is not bound to select any bidder and may reject all proposals. Furthermore, since a contract would be awarded in respect of the proposal which is considered most responsive to the needs of the project concerned, due consideration being given to WHO’s general principles, including economy and efficiency, WHO does not bind itself in any way to select the bidder offering the lowest price.

WHO may, at its discretion, ask any bidder for clarification of any part of its proposal. The request for clarification and the response shall be in writing. No change in price or substance of the proposal shall be sought, offered or permitted during this exchange.

WHO reserves the right to:

a) Award the contract to a bidder of its choice, even if its bid is not the lowest;
b) Award separate contracts for parts of the work, components or items, to one or more bidders of its choice, even if their bids are not the lowest;
c) Accept or reject any proposal, and to annul the solicitation process and reject all proposals at any time prior to award of contract, without thereby incurring any liability to the affected bidder or bidders and without any obligation to inform the affected bidder or bidders of the grounds for WHO's action;
d) Award the contract on the basis of the Organization’s particular objectives to a bidder whose proposal is considered to be the most responsive to the needs of the Organization and the activity concerned;
e) Not award any contract at all.

WHO has the right to eliminate bids for technical or other reasons throughout the evaluation/selection process. WHO shall not in any way be obliged to reveal, or discuss with any bidder, how a proposal was assessed, or to provide any other information relating to the evaluation/selection process or to state the reasons for elimination to any bidder.

NOTE: WHO is acting in good faith by issuing this RFP. However, this document does not oblige WHO to contract for the performance of any work, nor for the supply of any products or services.
At any time during the evaluation/selection process, WHO reserves the right to modify the scope of the work, services and/or goods called for under this RFP. WHO shall notify the change to only those bidders who have not been officially eliminated due to technical reasons at that point in time.

WHO reserves the right at the time of award of contract to extend, reduce or otherwise revise the scope of the work, services and/or goods called for under this RFP without any change in the base price or other terms and conditions offered by the selected bidder.

WHO also reserves the right to enter into negotiations with one or more bidders of its choice, including but not limited to negotiation of the terms of the proposal(s), the price quoted in such proposal(s) and/or the deletion of certain parts of the work, components or items called for under this RFP.

Within 30 days of receipt of the contract, the successful bidder shall sign and date the contract provided to it by WHO, and return it to WHO according to the instructions provided at that time. If the bidder does not accept the contract terms without changes, then WHO has the right not to proceed with the selected bidder and instead contract with another bidder of its choice.

All bidders must adhere to the UN Supplier Code of Conduct, which is available at the following link:

WHO reserves the right to publish (e.g. on the procurement page of its internet site) or otherwise make public the contractor’s name and address, information regarding the contract, including a description of the goods or services provided under the contract and the contract value.

Any and all of the contractor’s (general and/or special) conditions of contract are hereby explicitly excluded from the contract, i.e., regardless of whether such conditions are included in the contractor’s offer, or printed or referred to on the contractor’s letterhead, invoices and/or other material, documentation or communications.

We look forward to receiving your response to this RFP.

Yours sincerely,
Shoshanna Goldin, Technical Officer, HIS/TTi