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General information

a. Brief information on the project

The COVID-19 pandemic made the problems of access to vaccines by African countries more visible than ever before. They depend on other countries to import vaccines and supplies - only 1% of the various vaccines required are manufactured in Africa. This poses a problem for health security in the continent.

The development of the continent's own vaccine production has been debated in Africa for several years (e.g. African Union, Pharmaceutical Manufacturing Plan for Africa, 2012), and this has therefore gained particular political prominence now. Various African countries, with South Africa in the lead, have pushed for local manufacturing to overcome problems of access to vaccines and other health technologies (i.e., diagnostics or medicines). The goal is to ensure a self-reliance and health security as part of the preparedness for future pandemics.

South Africa is a particularly interesting location for supporting a regional vaccine production because of its comparatively good infrastructure and the availability of qualified personnel and research capacities. Donors such as BMZ (Germany) support local vaccine production in South Africa, Ghana, Rwanda and Senegal since 2021. Local production can only be achieved in a sustainable way by ensuring the business case for African vaccines; the demand for African products has to be present and reliable. Ensuring the market for African suppliers can be achieved through various instruments and mechanisms (e.g., subsidies to reduce prices, pooled procurement) and requires a strong coordination between African countries on the one hand, and of different ministries (Health, Trade, Science and Innovation, Treasury) on the other.

GIZ wants to support South African stakeholders in developing and/or aligning to an African position through initiating discussions on mechanisms of demand for vaccine production and the needed support on country level.

b. Context

The project "Vaccines for Africa - Distribution and Production in South Africa (SAVax)" was planned with great political attention from May to September 2021 and commissioned in October 2021 by BMZ (German Ministry for Economic Cooperation and Development) and is implemented by GIZ between January 2022 and December 2024. The aim of the project is to provide improved access to high-quality vaccines for all population groups in South Africa. The project is divided in two components: distribution to the vaccine roll-out in South Africa and local manufacturing of vaccines for Africa. The current tender makes part of the vaccine production component.

The following project objectives are relevant for this tender:

Output 4: The capacity of South African players for market analysis and market shaping measures regarding vaccines produced in South Africa has improved.

Milestones: The need for South African actors to develop and communicate a market strategy for South African vaccines and vaccine-related products is described. Actors from different sectors (government agencies, science, vaccine manufacturers, regional and global institutions and other actors in the public and private sectors) are networked and have expressed their recommendations.

However, achieving this objective requires cooperation and coordination between a large number of actors at national, regional, continental and multilateral levels. The project will explore possible cooperations and multi-stakeholder partnerships between government agencies, science, regional and continental institutions (SADC, AU/ ACDC) vaccine manufacturers and other private sector actors in close coordination and cooperation with other German development cooperation projects.

In order to secure long-term market access for the vaccines produced in South Africa, the exchange of analyses, ideas and suggestions between private and state actors for evidence-based decision-making, and also for the development of a national strategy for the production of vaccines and vaccine-related products is necessary. Only through a high-level of exchange and collaboration will it be possible to position South Africa as a production site on the continent in the long-term.

To this purpose, SAVax wants to organise a series of "Round Tables" with approx. 8-12 participants each and a mix of actors in this area of vaccine and vaccine-related products production.

Target groups and potential invited participants for these Round Tables (RT) include:

- Private companies in the development and production of vaccines and vaccine related products (e.g., Aspen, Biovac, Afrigen)
- South African government and regulatory institutions such as DSI, DoH, DoT, Treasury, SAMRC, SAHPRA, various other ministries
- International and multilateral organizations such as GAVI, Global Fund, African CDC, Africa Medicines Agency, African Continental Free Trade Area (AfCTFA), SADC, WHO, MPP
- Donor organizations such as the EU, BMZ, and others

The goals of the proposed round tables are:

- To initiate discussions on market shaping at country, regional (SADC) and continental level for vaccines and medical products manufactured in South Africa by identifying underlying market forces and dynamics
- To bring together stakeholders from the public and private sector involved in pandemic preparedness/ health security and vaccine production and facilitate a results-oriented exchange
- To contribute to policy coherence within South African ministries and among the donor community in regard to investments in production and procurement policies for vaccines and health products

A preliminary concept for three Round Tables is attached in the ANNEX of this document.

Project duration

- c. GIZ shall hire the contractor for the anticipated contract term, from **October 2022 to June 2023**.

Tasks of the consultant

- d. The contractor shall provide the following service:

The contractor shall be responsible for:

1. Participate in a kick-off meeting with the SAVax team to discuss the project and clarify open points (strategy, goal of the project, expected outputs, method to document results)
2. Develop an updated and detailed concept for the Round Tables (goal, proposed participants, guiding questions);
3. Organise the Round Tables:
 - a) invite and brief participants before the Round Tables;
 - b) moderate, record and document Round Tables;
 - c) coordinate with SAVax support staff for the organisation of logistics (purchase of tickets for participants will be directly done by GIZ. The consultant will facilitate contact with participants for logistical arrangements).
 - d) draft RT reports for review by client and stakeholders and organizing the review process.
4. Submit a final project report and present the final versions of the RT Reports ready for publishing
5. Communicate his/her progress regularly with GIZ through short meetings before each RT and afterwards to prepare for the following and possibly adjust the initial concept.

Certain milestones, as laid out in the table below, are to be achieved by certain dates during the contract term:

Milestone	Deadline
Kick-off meeting with SAVax team	Max week 2 after start of contract
Updated and detailed concept for the Round Tables	Week 3
Round Table #1	Week 8
Round Table #2	Week 10
Round Table #3	Week 12
Submission of final project report and presentation of RT Reports in versions ready for publishing	week 16

Tender requirements

1. Qualifications of proposed staff

1.1 Expert 1:

1.1.1 General qualifications

Degree in Business Administration or Health Sciences (Pharmacy, Medicine, Nurse, Food Sciences, Veterinary), or Social Sciences or Engineering with additional qualifications in trade or or healthcare financing

1.1.2 Professional experience:

3 reference projects in the area of health products manufacturing/ health innovation in developing and emerging countries

5 years' experience in projects with the African Union

10 years' experience in public health projects

Specific experiences in vaccine procurement or healthcare/vaccination campaign financing are an asset

1.1.3 Experience in the African region particularly in South Africa

1.1.4 Language skills: business fluency in English

2. Appropriateness of proposed concept

Concept

In the bid, the bidder is required to show how the objectives defined in Sections b and d are to be achieved, if applicable under consideration of further specific method-related requirements (technical-methodological concept).

Technical-methodological concept

Strategy: The bidder is required to consider the tasks to be performed with reference to the objectives of the services put out to tender (see Section d). Following this, the bidder presents and justifies the strategy with which it intends to provide the services for which it is responsible (see Section d); special attention should be paid to the topics of each Round Table; the consultant is expected to make recommendations on the format (physical or digital) of the round tables.

The bidder is required to present the actors relevant for the services for which it is responsible and describe the **cooperation** with them. The bidder is expected to provide examples of stakeholders to be invited and indicate specific networks that can be mobilised to achieve the engagement and participation of the proposed actors.

The bidder is required to present and explain its approach to **steering** the measures with GiZ to monitor the project and introduce adjustments as needed.

The bidder is required to describe the key **processes** for the services for which it is responsible and create a schedule that describes how the services according to Sections d to be provided. In particular, the bidder is required to describe the necessary work steps and, if applicable, take account of the milestones and contributions of other actors in accordance with Sectionsd.

3. Specification of inputs

Fee days	Number of experts	Number of days per expert	Comments
• Preparation/debriefing	1	1	
• Implementation	1	18	Up to 6 days per RT
• Documentation	1	1	
Travel expenses	Number of experts	Number of days/nights per experts	Comments
• Per-diem allowance in country of assignment	0		
• Overnight allowance in country of assignment	0		
• Travel costs (train, private vehicle)	0		
Flights	Number of experts	Number of flights per experts	Comments
• International flights	0		
• Domestic flights	0		RT to be organised in Pretoria
Other costs	Number of experts	Amount per experts	Comments
• Flexible remuneration	1	1	500 EURO

Cost of logistics for individual participants of these Round such as travels, accommodation shall **not be part** of this tender and shall be excluded in the financial proposal.

*Calculate your financial bid exactly in line with the quantitative requirements of the specification of inputs above. There is no contractual right to use up the full days/travel or workshops or budgets. The number of days/travel/workshops and the budgets will be contractually agreed as **maximum amounts**. The regulations on pricing are contained in the price sheet.*

Note:

If restrictions are introduced to combat coronavirus/COVID-19 (restrictions on air travel and travel in general, entry restrictions, quarantine measures, etc.), GIZ and the contractor are obliged to make adjustments to their contractual services to reflect the changed circumstances on the basis of good faith; this may involve changes to the service delivery period, the services to be delivered and, if necessary, to the remuneration.

Other Requirements

- Please submit your proposal (technical and price proposal) in separate files/folder to ZA_Quotation@giz.de no later than **26.09.2022**, all documents must be in PDF.
- Please do not mention any price for this measure on your cover letter/Technical proposal.
- Please submit your tax clearance certificate with the bidding documents.
- Please submit your price proposal in ZAR.

- Our General Terms of Conditions (attached) shall not be changed/amended should you be the winner of this tender. These General Terms and Conditions will form part of the contract should you be awarded this contract. By submitting your proposal we will conclude that you have read and accepted these terms and conditions.
- Bidders are not allowed to communicate directly with any other person regarding this bid other than the procurement official/s. Failure to comply with this requirement may lead to your bid being disqualified.
- Bidders must strictly avoid conflicts with other assignments or their own interests. Bidders found to have a conflict of interest shall be disqualified. Without limitation on the generality of the above, Bidders, and any of their affiliates, shall be considered to have a conflict of interest with one or more parties in this EOI and tender process, if they:
 - a) are or have been associated in the past, with a firm or any of its affiliates which have been engaged by GIZ or the Interim Supply Chain Management Council to provide services for the preparation of the design, specifications, Terms of Reference, cost analysis/estimation, and other documents to be used for the procurement of the services in this selection process;
 - b) were involved in the preparation and/or design of the programme/project related to the services requested under this EOI and tender;
 - c) are serving or have been serving in the past three months in the structures of the Interim Supply Chain Management; or
 - d) are found to be in conflict for any other reason, as may be established by, or at the discretion of GIZ.
- In the event of any uncertainty in the interpretation of a potential conflict of interest, Bidders must disclose to GIZ, and seek GIZ's confirmation on whether or not such a conflict exists.
- Similarly, the Bidders must disclose in their proposal their knowledge of the following:
 - a) if the owners, part-owners, officers, directors, controlling shareholders, of the bidding entity or key personnel are family members of GIZ staff involved in the procurement functions and/or the Interim SCM Council or any Implementing partner receiving services under this EOI or tender; and
 - b) all other circumstances that could potentially lead to actual or perceived conflict of interest, collusion or unfair competition practices.
- **Failure to disclose such an information may result in the rejection of the proposal or proposals affected by the non-disclosure.**
- **Questions & Answers will be placed on the link provided.**
- **Bids sent via Dropbox and WeTransfer will not be accepted.**

Annex - Draft concept of Round Table series

Topic	Possible Participants	Possible panel questions
1st Round Table		
Matching vaccine and vaccine-related products manufacturing with demand in Africa	South Africa: <ul style="list-style-type: none"> • DoH 1 • DSI 1 • DoT 1 • Treasury 1 • Chambers of commerce 2 • Trade associations 2 • Companies 3 International: <ul style="list-style-type: none"> • GAVI 1 • Global Fund 1 • Africa CDC 1 ===== <i>Total: 13</i>	<ul style="list-style-type: none"> - What are global funds doing to support local production? (GAVI, GF) - What is the AU doing to pool demand? - What are the opportunities and challenges of both models? What needs to be done to achieve goals of each approach in South Africa? - What are the challenges of each Department to make this happen and how can they be overcome? - What are the necessary market and regulatory conditions for developing or repatriating production to South Africa? Can it be commercially viable and attractive to international procurement instruments?
2nd Round Table		
Demand for vaccines and vaccine-related products in the SADC Region	South Africa: <ul style="list-style-type: none"> • DSI 1 • DoH 2 • Trade 1 International: <ul style="list-style-type: none"> SADC 4 ECOWAS 1 EAC? 1 African CDC 2 ===== <i>Total: 12</i>	<ul style="list-style-type: none"> - Experiences from other economic regional organizations: ECOWAS and EAC - What is SADC already doing to support local manufacturing and ensure demand? - Can the SADC procurement instruments facilitate takeoff agreements for specific products from South Africa?
3rd Round Table		
Licensing and trade regulations for vaccine and vaccine-related products manufacturing	South Africa: <ul style="list-style-type: none"> • SAHPRA 1 • DoH 1 • DSI 1 • DoTrade 1 • Chambers of commerce 1 • Trade associations 1 • Companies 2 International: <ul style="list-style-type: none"> • AfCTFA (African Continental Free Trade Area) 1 • AMRHI (African Medicines Regulatory Harmonisation Initiative) 1 • EU 1 ===== <i>Total: 11</i>	<ul style="list-style-type: none"> - Current initiatives on facilitating trade and import/export of vaccines and vaccine-related products in Africa - Challenges for trade - Opportunities for optimization