

Call for Applications: Enhancing Technical Capacity of Ghana's Small Scale Pharmaceutical Industry

Applicant Information Pack

Deadline for Submission: 10.11.2026

This call for applications is organised by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH and Luvent Consulting GmbH, A Chemonics Company. It is part of the programme “Strengthening the Ghanaian Pharmaceutical Sector with a Focus on Vaccine Production” (PharmaVax Ghana) implemented with the financial support of the European Union (EU) and the German Federal Ministry for Economic Cooperation and Development (BMZ) as part of the Team Europe Initiative MAV+. The contents of this document are the sole responsibility of GIZ and Luvent and do not necessarily reflect the views of the EU or the BMZ.

1. Background

The programme "Strengthening the Ghanaian Pharmaceutical Sector with a Focus on Vaccine Production" (PharmaVax Ghana) is co-financed by the European Union (EU) and the German Federal Ministry for Economic Cooperation and Development (BMZ) as part of the Team Europe Initiative on Manufacturing and Access to Vaccines, Medicines and Health Technologies in Africa (MAV+). It is implemented by GIZ in partnership with the Government of Ghana, Luvent Consulting, A Chemonics Company and other stakeholders.

The programme aims to strengthen the ecosystem of Ghana's pharmaceutical industry with a view of making local manufacturing of vaccines and other pharmaceutical products more competitive. The programme also supports the public actor in governance, regulation, sustainable skills development, and research and development capabilities. The programme has a strong focus on private sector development, which includes general support to the manufacturing industry and associations as well as company-specific assistance to expand market access for priority products within West and Central Africa.

Against this background, GIZ and Luvent Consulting, a Chemonics Company, in collaboration with the Ministry of Trade, Agribusiness and Industry (MOTAI) and the Small-scale Pharmaceutical Manufacturers Association (SSPMAG), is inviting interested companies to submit responses to this Call for Applications: Enhancing Market Access and Technical Capacity of Ghana's Pharmaceutical Industry. This call is aimed at selecting participating companies to receive expert service to enhance access to quality, safe, effective, and affordable vaccines, medicines, and health technologies.

Please note: This initiative may provide equipment acquisition support on a case-by-case basis. Other support will be offered in the form of targeted technical and business assistance only (e.g. specialised training, advisory support, GMP guidance, short-term expert days for human capacity development, etc.).

2. Objectives

This Call for Applications seeks to provide tailored technical and business support to interested small-scale pharmaceutical manufacturers to improve their GMP and enhance regulatory compliance. This call for application would offer support in:

- Manufacturing efficiency such as process optimisation and lean production techniques.

By the end of the project, participants will be equipped to:

- Navigate Regulatory Pathways: Secure necessary certifications (e.g. Ghana FDA).
- Expand Market Access: Develop robust market entry strategies and understand demand forecasting.

Implemented by:

Supported by:

- Enhance Operational Excellence: Implement solutions and optimise manufacturing processes for efficiency and quality.

3. Scope of Support

Selected companies will receive non-financial, tailored expert services at no cost. Specific packages of support services are:

Package 1: Technical and Regulatory Support (Good Compounding Practices)

- Customised guidance for interacting with regulatory authorities such as Ghana FDA.
- Support for dossier preparation
- Guidance on Good Compounding Practices (GCP) and Good Manufacturing Practices (GMP) implementation and compliance.
- Risk assessment, risk analysis, and risk-based approaches to quality oversight.

Package 2: Standard Operating Procedures (Documentation Systems, Quality Management Systems)

- Assistance in designing, upgrading, or implementing fit-for-purpose Quality Management Systems (QMS) based on ICH/ISO/WHO principles.
- Development of standard operating procedures (SOPs), documentation systems, and records management.
- Change control processes, deviation management strategies (identifying and addressing departures from established procedures), and CAPA (corrective and preventive action) follow-up.
- Continuous improvement and internal audit processes.

Package 3: Product Registration Support

- Support for dossier preparation for product registration
- Support navigating national regulatory submission processes.

Package 4: Human Resource Management, Succession Planning and Efficiency in Operations

- Human resource management systems and capacity building, including job description design and strategies for attracting and retaining high-performing candidates.
- Succession planning and leadership development.
- Operational efficiency review, and productivity improvement.
- Human capital assessment, diversity, equity, development of gender policy and engagement.

The table further outlines the primary service areas and corresponding topics, including the range of services offered. Please note that this is an illustrative, non-exhaustive list; participants will receive tailored technical assistance in one or more of the support areas, topics, or service ranges selected in the Application Form.

Service Areas	Service Topics	Example of services to be offered (non-exhaustive, to be customised by company)
1. Technical and Regulatory Support (Good Compounding Practices)	- o Risk assessment, risk analysis, and risk mitigation - o Certification and compliance to GxP / Good Compounding Practices - o Dossier development	• Assessments of manufacturing defects, quality control, and regulatory inspections • Advisory services on GCP/GMP compliance, facility design, equipment upgrades, and technology adoption

Service Areas	Service Topics	Example of services to be offered (non-exhaustive, to be customised by company)
	Regulatory engagement with Ghana FDA	- Technical trainings on regulatory submissions and mentorship - Dossier Preparation. risk mitigation, and audit process support
2. Standard Operating Procedures (Documentation Systems, Quality Management Systems)	- SOP development and documentation systems - Quality Management Systems (QMS) design and implementation - Change control and deviation management - Internal audit and continuous improvement processes	- Advisory services on SOPs, QMS, and certification - Technical trainings in QMS design, documentation systems, and records management - CAPA (corrective and preventive action) process design and follow-up - Internal audit readiness and continuous improvement support
3. Product Registration Support	Product registration and licensing	- Dossier preparation, submission, and registration pathway guidance - Method development and validation support - Product quality assessment and evaluation support
4. Human Resource Management, Succession Planning and Efficiency in Operations	- HR management – job description design, attraction and retention of high-performing candidates - Succession planning and leadership development - Operational efficiency and digital transformation - Human capital assessment, diversity, equity, and engagement	- HR systems design, job description development, and recruitment/retention strategy support - Succession planning frameworks and leadership development training - Digital review and evaluation of electronic management systems; procurement and asset management optimisation - Training, capacity building, and strategic mentorship on diversity, equity, and engagement

4. Applicants Commitments: What We Expect From You

While the roles and support provided by GIZ and Luvent are detailed in Section 3 above, applicants are expected to demonstrate and substantiate their own contributions and levels of engagement in the official application form.

To ensure success, selected companies must commit to an 18-month partnership. This will be formalized in a MoU and includes:

- Dedicated Resources: Provide staff time, access to facilities, and necessary information for the advisory work.
- Implementation Drive: Demonstrate a clear commitment to implementing expert recommendations and driving internal change.

Implemented by:

Supported by:

- Strategic Alignment: Show a long-term commitment to growth, health impact, and strengthening Ghana's pharmaceutical sector.
- Confidentiality & Ethics: Adhere to all confidentiality, ethical, and code of conduct requirements outlined in the MoU.

5. Ethics Clauses and Code of Conduct

- Absence of conflict of interest: Applicant must not be affected by any conflict of interest and must have no equivalent relation in that respect with other applicants or parties involved in the actions. Any attempt by an applicant to obtain confidential information, enter into unlawful agreements with competitors or influence the selection committee or involved authorities during the process of examining, clarifying, evaluating and comparing applications will lead to the rejection of its application.
- Respect for human rights as well as environmental legislation and core labour standards: Applicant and its staff must comply with human rights. In particular and in accordance with the applicable act, applicants must comply with the environmental legislation including multilateral environmental agreements, and with the core labour standards as applicable and as defined in the relevant International Labour Organisation conventions (such as the conventions on freedom of association and collective bargaining; elimination of forced and compulsory labour; abolition of child labour).
- Anti-corruption and anti-bribery: Applicant shall comply with all applicable laws and regulations and codes relating to anti-bribery and anti-corruption. Support might be suspended or cancelled if corrupt practices of any kind are discovered at any stage of the award process or during the execution.
- Absence of Conflict of Interest: A conflict of interest exists when an applicant's personal, professional, or financial interests could improperly influence, or appear to influence, their actions or decisions regarding this project. This includes any situation where the applicant, its staff, or affiliates have relationships, direct or indirect, with other applicants, evaluators, or parties involved in the selection or implementation process, that may compromise impartiality.

6. Eligibility and Evaluation Criteria

Only applicants who meet the following minimum eligibility criteria will proceed to further evaluation:

- Applicant is a small-scale pharmaceutical manufacturing company legally registered in Ghana.
- Applicant holds a valid manufacturing license from the Ghana Food and Drugs Authority (FDA).
- Applicant submitted their application (only one per company) before the deadline using the official application form, fully completed.
- Applicant must be a Small-Scale Pharmaceutical Manufacturer based on Ghana FDA/Ghana Statistical definition.
- All application forms MUST be fully endorsed by the designated point of contact with strategic decision-making authority—such as the CEO or an appointed representative.

Eligible applications would be evaluated against the following criteria:

Criteria	Description	Weight (%)
Business registration and product license	Evidence of business registration and Ghana FDA license to operate in Ghana as pharmaceutical manufacturing	15
Physical infrastructure, equipment and active manufacturing operations	Evidence of physical building, land or other location specific infrastructure for pharma manufacturing in Ghana.	25

Criteria	Description	Weight (%)
Market Access Potential	Product(s) aligned with local or regional demand, priority for investment capital and healthcare significance	25
Strategic Alignment	Strategic alignment with national, regional, and PharmaVax goals on health security, localisation, sustainability and a commitment to technical collaboration.	15
Diversity, Transformation, and green manufacturing	Inclusive employment initiatives and growth opportunities; Gender and diversity; commitment to environment sustainability and green manufacturing initiatives.	10.0
Others	Provide additional information relevant to the determination of needs and alignment with project goals	10.0

The evaluation will be done by a jury of independent experts nominated by GIZ, Luvent Consulting, and technical experts and other stakeholders. The identities and affiliations of the evaluation committee members remain confidential and shall not be disclosed to applicants.

7. Application Process

The tentative calendar for the call is the following (subject to change):

- 19.10.2026 – Call opens
- 28.11.2026 – Information sessions (Accra, separate invite will follow)
- 3.11.2026 – Information sessions (Kumasi, separate invite will follow)
- 10.11.2026 – Deadline for submission
- 20.11.2026 – Selection and notification (of successful and unsuccessful applicants)
- 27.11.2026 – Signing of MoU and start of implementation

8. How to Apply

- Complete the official Application Form (separate file).
- Gather all required supporting documentation.
- Submit your full application via email by the deadline to: pharmavax-ghana@luvent-consulting.com

Subject Line: Call for Applications: Enhancing Market Access and Technical Capacity of Ghana's Pharmaceutical Industry. Late submissions will not be considered.

- Applicants must submit a completed application form (see separate file, only applications using this form will be accepted) plus requested or relevant supporting documentation.

For inquiries, please contact: pharmavax-ghana@luvent-consulting.com

Contact Luvent on Mobile Phone number: +233596755544

9. Annex: Application Form

(separate file)