

18 May 2022

Request for Proposals # GHSC-PSM-TO1-2022-LAB-GlobalVL

Global proposal for Viral Load Testing

Dear Sir or Madam,

Chemonics International Inc. (hereinafter referred to as “Chemonics”), under the United States Agency for International Development (USAID) Global Health Supply Chain Program – Procurement and Supply Management (GHSC-PSM), Prime Contract AID-OAA-I-15-00004 / Task Order No AID-OAA-TO-15-00007, is issuing a Request for Proposal (RFP) for the provision of viral load (VL) and early infant diagnosis (EID) reagents and consumables and all-inclusive services (including equipment lease, placement, and other services). The attached RFP contains all the necessary information for interested Offerors.

The GHSC-PSM project (alternately referred to herein as “Chemonics” or the “customer”) is an official project of the USAID implemented by Chemonics and its consortium members. The purpose of GHSC-PSM is to ensure uninterrupted supplies of health commodities in support of United States Government (USG)-funded public health initiatives around the world. The project provides direct procurement and supply chain management support to the U.S. President’s Emergency Plan for AIDS Relief (PEPFAR), the U.S. President’s Malaria Initiative (PMI), Population and Reproductive Health (PRH), and Maternal and Child Health (MCH). GHSC-PSM supports health programs through the supply of a wide range of health commodities, including contraceptives and condoms, essential drugs; and select commodities for HIV/AIDS, malaria, maternal and child health, and infectious diseases.

Chemonics realizes that Offerors may have additional questions after reading this RFP. Interested Offerors can submit their questions to *Global-RFP-VL2022@ghsc-psm.org*. If necessary, Chemonics will provide answers to all relevant questions received in an amendment that will be posted directly on the Chemonics online procurement posting and e-mailed directly to all interested Offerors.

This RFP does not obligate Chemonics to execute a subcontract, nor does it commit Chemonics to pay any costs incurred in the preparation and submission of the proposals. Furthermore, Chemonics reserves the right to reject any and all offers, if such action is considered to be in the best interest of Chemonics.

Sincerely,

Yulia Johansen
Global Health Supply Chain – Procurement and Supply Management
Chemonics International

Request for Proposals: # GHSC-PSM-TO1-2022-LAB-GlobalVL

For the provision of

Viral Load and EID Reagents, Consumables and All-Inclusive Services

Contracting Entity:

Chemonics International Inc., GHSC-PSM
1275 New Jersey Ave SE
Washington, DC 20303

Funded by:

United States Agency for International Development

Funded under:

Prime Contract Number AID-OAA-I-15-00004
Task Order No. AID-OAA-TO-15-00007

******* ETHICAL AND BUSINESS CONDUCT REQUIREMENTS *******

Chemonics is committed to integrity in procurement, and only selects suppliers based on objective business criteria such as price and technical merit. Chemonics expects suppliers to comply with our Standards of Business Conduct, available at <https://www.chemonics.com/our-approach/standards-business-conduct/>.

Chemonics does not tolerate fraud, collusion among offerors, falsified proposals/bids, bribery, or kickbacks. Any firm or individual violating these standards will be disqualified from this procurement, barred from future procurement opportunities, and may be reported to both USAID and the Office of the Inspector General.

Employees and agents of Chemonics are strictly prohibited from asking for or accepting any money, fee, commission, credit, gift, gratuity, object of value or compensation from current or potential vendors or suppliers in exchange for or as a reward for business. Employees and agents engaging in this conduct are subject to termination and will be reported to USAID and the Office of the Inspector General. In addition, Chemonics will inform USAID and the Office of the Inspector General of any supplier offers of money, fee, commission, credit, gift, gratuity, object of value or compensation to obtain business.

Offerors responding to this RFP must include the following as part of the proposal submission:

- Disclose any close, familial, or financial relationships with Chemonics or project staff. For example, if an offeror's cousin is employed by the project, the offeror must state this.
- Disclose any family or financial relationship with other offerors submitting proposals. For example, if the offeror's father owns a company that is submitting another proposal, the offeror must state this.
 - Certify that the prices in the offer have been arrived at independently, without any consultation, communication, or agreement with any other offeror or competitor for the purpose of restricting competition.
 - Certify that all information in the proposal and all supporting documentation are authentic and accurate.
- Certify understanding and agreement to Chemonics' prohibitions against fraud, bribery and kickbacks.

Please contact PSMRiskManagement@ghsc-psm.org with any questions or concerns regarding the above information or to report any potential violations. Potential violations may also be reported directly to Chemonics at BusinessConduct@chemonics.com or by phone/Skype at 888.955.6881.

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List of Acronyms

BOA	Basic Ordering Agreement
CDC	Centers for Disease Control and Prevention (US)
CFR	Code of Federal Regulations
CMS	Central Medical Stores
COP	Country Operating Plan
DAP	Delivered at Place
DBS	Dried Blood Spot
DDP	Delivered Duty Paid
DoD	Department of Defense (US)
EID	Early Infant Diagnosis
EST	Eastern Standard Time
EXW	Ex Works
FCA	Free Carrier
FCPA	Foreign Corrupt Practices Act
FDA	Food and Drug Administration
FMOH	Federal Ministry of Health
GFATM	Global Fund to Fight AIDS, Tuberculosis and Malaria
GHSC-PSM	Global Health Supply Chain Program – Procurement and Supply Management
GRFP	Global Request for Proposals
HIV/AIDS	Human Immunodeficiency Virus/Acquired Immunodeficiency Syndrome
IDC	Integrated Diagnostic Consortium
KPI	Key Performance Indicator
MCH	Maternal and Child Health
NRA	National Regulatory Authority
OFAC	Office of Foreign Assets Control
PAHO	Pan American Health Organization
PDF	Portable Document Format
PEPFAR	The United States President's Emergency Plan for AIDS Relief
PMI	The United States President's Malaria Initiative
POC	Point of Care

POD	Proof of Delivery
PRH	Population and Reproductive Health
QA	Quality Assurance
QC	Quality Control
RFP	Request for Proposals
S/GAC	Office of the Global AIDS Coordinator
SAM	System for Award Management
SKU	Stock Keeping Unit
SOW	Statement of Work
SRA	Stringent Regulatory Authority
UEI	Unique Entity ID
U.S.	The United States
UNAIDS	United Nations Programme on HIV/AIDS
UNCAC	UN Convention Against Corruption
UNDP	UN Development Programme
Unitaid	Hosted partnership of the World Health Organization (WHO)
UNICEF	United Nations Children's Fund
USAID	U.S. Agency for International Development
USAID/Country	USAID Mission in Specified Country
USG	U.S. Government
VL	Viral Load
WHO	World Health Organization

Section 1 Introduction and RFP overview

1.1. Introduction and background

In 2019, through GHSC-PSM, PEPFAR launched Wave 1 of the Global Request for Proposal (GRFP) for Viral Load (VL) and Early Infant Diagnosis (EID). In Wave 1 of the GRFP, there was a recognition of continuously increasing procurement volumes for VL/EID diagnostics, and a desire to offer suppliers more visibility and predictability on future volumes. Wave 1 focused on pricing for reagents and consumables (R&C) for all PEPFAR procurement, and all-inclusive pricing for the 6 largest PEPFAR-supported countries (Kenya, Mozambique, Nigeria, Tanzania, Uganda, and Zambia).

To date, over 20 million VL/EID tests have been procured by PEPFAR buyers under global SLAs resulting from Wave 1 of the GRFP. In addition, the 6 Wave 1 countries also now have 10 standardized KPIs to drive network performance through stronger, formal, service levels. Furthermore, a Global VL Dashboard was developed to capture a wealth of data for improved commodity security, testing results and network optimization.

Recent scale up of VL/EID testing has supported strong progress in the fight against the AIDS epidemic, but there is still much to be done in many PEPFAR supported countries. Especially for countries not covered in Wave 1 of the GRFP, stakeholders in the viral load market have identified several country challenges. These challenges include but are not limited to: non-standardized service levels; limited KPIs or other performance measurement tools to track service performance; fragmented procurement and planning activities across global partners and countries; price variation across countries and limited visibility into testing data and metrics.

1.2. RFP objectives

To help address the challenges identified in Section 1.1, GHSC-PSM and PEPFAR will build on Wave 1 of the Global RFP initiative to continue to change the way they procure from suppliers. Wave 2 of the Global RFP will focus on VL/EID country services for all PEPFAR-supported countries other than the six addressed in Wave 1. It has four main objectives:

- 1. Transition to all-inclusive pricing for Wave 2 countries**, i.e., ensure that all PEPFAR-supported countries quickly gain access to all-inclusive pricing that better aligns incentives of countries, funders, and suppliers. Per Country Operating Plan (COP) guidance, PEPFAR no longer supports outright purchase of laboratory instruments and is shifting support for VL/EID to reagent rental pricing models in which the supplier retains ownership of the instruments. At the same time, we are seeking an all-inclusive price for both existing and new machines. This all-inclusive pricing must at a minimum cover reagents and consumables, maintenance, on-going training, connectivity and data reporting, and equipment removal or relocation for all new and legacy instruments, and cover equipment placement and lease for new instruments only.
- 2. Extend Wave 1 service levels and KPI tracking to Wave 2 countries**, i.e., establish formal service level agreements, covering items such as equipment maintenance and data connectivity, along with the performance targets for service provision. Current service agreements offered by suppliers differ significantly between countries and donors. Through this RFP we will standardize and improve service level requirements across countries, and suppliers will be requested to commit to specific service levels in their final agreement with PEPFAR (via GHSC-PSM). These service levels will apply to both existing equipment and new placements. Suppliers will be responsible for monitoring performance against KPIs and reporting quarterly on performance achieved. Suppliers (manufacturers) will be expected to cooperate with FHI 360 (GHSC-QA) by way of sharing relevant instrument error codes documentation (e.g., product lot numbers related to individual data outputs), and if necessary,

providing additional information as appropriate. Suppliers will be held accountable for the performance of their distributors, and their adequacy to meet good storage practices/good distribution practices (including cold chain distribution and assisting in complaint resolution, and recall activities), and Suppliers will also carefully monitor distributor service performance and take remedial action as needed to ensure service levels are consistently met. Therefore, we request suppliers to work closely with their distributors when creating their unified all-inclusive bid per country.

3. **Ensure data sharing and reporting in all countries**, i.e., for all Wave 2 countries, suppliers are requested to implement automated reporting of operational performance data (not patient data), through internet-enabled instruments for all labs in which network connections are available. As referenced in COP22 guidance, data connectivity and reporting are a strategic priority for all PEPFAR countries. Such reporting and data visibility will be beneficial to all involved stakeholders: country program stakeholders, PEPFAR, and also suppliers. Not only will it allow stakeholders to maximize uptime and tests run, it will also enable more accurate procurement forecasts that may assist suppliers in supply chain management efforts, and provide other benefits such as greater testing volume from countries, and reputational benefits.
4. **Ensure all countries have access to cost-effective pricing**. Recognizing the growing set of supplier options as newer entrants scale up, we seek to establish new pricing agreements that place our current and future volumes with the suppliers offering highest value-for-money across our portfolio of countries. We also seek the transparency into the different components of service pricing (e.g., distribution of reagents and consumables, equipment placement and lease, training and maintenance, and data reporting) to inform value-based and equitable procurement decisions across PEPFAR-supported countries.

1.3. RFP structure and scope

This RFP covers country services pricing for over 40 Wave 2 countries. Among those, 9 have PEPFAR procurement volume consistently above 100K tests per year.

- For country services, we require suppliers to bid a price per patient test (i.e., inclusive of controls/calibrators) for each country. The price will cover equipment placement and lease, end-user training, preventative and break/fix maintenance, data reporting and connectivity, equipment removal/relocation at end of life, and other services (e.g., temperature monitoring during shipping and handling) as applicable. Services also will cover country-owned and previously placed equipment.
- We are also requiring suppliers to provide bids for distribution of reagents and consumables from supplier port to country (with delivery to either central medical store or individual labs); inclusive of temperature monitoring during shipping and handling.
- Pricing will apply to both new placements as well as installed base, although for installed base it would exclude the placement, lease and equipment removal/relocation components. For the installed base, it is intended that the agreements under this RFP will replace any existing Service & Maintenance contracts currently in force.
- All-inclusive service prices offered as part of this Wave 2 RFP process will apply to Wave 2 country orders for 3 years. It is USAID's intention that in the event USAID awards a new contract for procurement agent services prior to the end of this 3-year period, the contracts put in place will be assigned to the successor procurement agent designated by USAID
- We are asking suppliers to provide two (2) types of pricing for these services, one based on PEPFAR volume commitments and a second based on total country volume, defined as

volume procured by PEPFAR (USAID, CDC, DoD), other donors (e.g., Global Fund, UNITAID) and local governments. Each pricing type will have volume tiers.

New pricing for reagents and consumables and service prices for Wave 1 countries will not be solicited as part of this Wave 2 RFP. As part of their bids for the Wave 2 countries, Offerors that were awarded SLAs following the Wave 1 Global RFP will be asked to confirm that the global reagent and consumables prices included in their SLAs will continue be applicable to all Wave 2 countries for the duration of the Wave 2 term, and that the service prices included for Wave 1 countries will continue to apply for this term, or until new pricing is requested and agreed.

For Offerors that bid on the Wave 1 Global RFP in 2019 but were not awarded an SLA, we request that you confirm as part of your response to this RFP, that we can use the Wave 1 global reagents and consumables pricing provided as the basis for a Wave 2 agreement.

The Wave 2 tender is expected to have a duration of 3 years, and we are requesting pricing be valid for that length of time. Any volume commitments from PSM are expected to be made on an annual basis. Noting that USAID will issue a NextGen RFP for diagnostics procurement agent services, as a follow-on to Chemonics's current contract for GHSC-PSM, the awards from the Wave 2 RFP may be assigned to a successor procurement agent designated by USAID. Chemonics will provide updates to suppliers on the schedule for USAID's NextGen RFP for diagnostics.

We understand that not all suppliers have platforms that are currently verified in all countries, and suppliers may lack an existing service network in specific countries. However, we are taking a longer-term strategic view through this RFP process and encourage suppliers to bid in any countries in which they could start providing services within 18 months from the time of submission. We will consider bids that are conditional on verifying products and/or setting up service networks, although where these are made, suppliers should submit a supporting implementation plan with activities, timelines, and milestones, for the product verification and/or service network establishment.

We are also open to working closely with suppliers and to discussing collaborative solutions to meeting the objectives of the RFP for the countries included.

1.3a Potential changes resulting from this RFP:

All new equipment to be funded under PEPFAR for Wave 2 countries for the next 3 years will be introduced under the terms and pricing of the contracts established through this RFP. All such equipment shall be on a reagent rental basis. Past supplier performance, and failure to meet pre-established KPIs, may also be a factor when establishing future country procurement volumes.

1.3b Treatment of conventional diagnostics and point-of-care diagnostics

The primary focus of this RFP is on conventional lab-based diagnostics, and firm volume commitments may be made based on the results of this RFP for conventional diagnostics. Many countries' point-of-care (POC) diagnostic strategies for delivery of same-day results are still under development, of limited size, or lack committed funding, so POC volumes will not be addressed in this RFP. For conventional lab-based diagnostics, bids based on either high-throughput or medium-throughput instruments will be considered.

1.4. Invitation to submit proposals and awards issuance

Offerors are invited to submit proposals in response to this RFP in accordance with instructions on the attached technical and pricing proposal submission templates, which will not be part of the subcontract. The instructions are intended to assist interested Offerors in the preparation of their offer. Any resulting subcontract will be guided by Sections 2 and 3.

Chemonics intends to issue country award(s) to one or more companies. The award will be in the form of a firm fixed price subcontract (hereinafter referred to as “the subcontract”). Any orders issued as a result of an award under this RFP will be executed through a BOA (Basic Ordering Agreement) mechanism, or modification to a current BOA, as applicable. Successful Offerors shall be required to adhere to the statement of work and terms and conditions in the BOA, as modified.

Chemonics expects successful offerors to be ones that can provide a comprehensive service package consistent with the service levels laid out in this RFP, together with pricing that reflects the scale of PEPFAR’s purchase both globally and in each country.

This RFP does not obligate Chemonics to execute a subcontract, nor does it commit Chemonics to pay any costs incurred in the preparation and submission of the proposals. Chemonics reserves the right to reject any and all offers, if such action is considered to be in the best interest of Chemonics. Unless otherwise stated, the periods named in the RFP shall be consecutive calendar days.

1.5. Offer Deadline

Emailed offers must be received no later than 5:00 PM (US EST) on Wednesday, July 27, 2022, at the following address: *Global-RFP-VL2022 @ghsc-psm.org*. Faxed offers will not be considered.

Offerors are responsible for ensuring that their offers are received in accordance with the instructions stated herein. Late offers may be considered at the discretion of Chemonics. Chemonics cannot guarantee that late offers will be considered.

1.6. Submission Details

Instructions for the Submission of Questions and Expression of Interest During the Bid Period

Any questions regarding the RFP should be submitted in writing to *Global-RFP-VL2022 @ghsc-psm.org* before 5:00 PM (US ET) on Wednesday June 1, 2022.

All suppliers intending to bid should complete the Expression of Interest in Annex 2 and send to *Global-RFP-VL2022 @ghsc-psm.org* by 5pm ET on Wednesday June 15, 2022

Please reference RFP: GHSC-PSM-TO1-2022-LAB-GlobalVL in the subject line of the email.

Instructions for the Submission of Proposals

Separate technical and price proposals must be submitted on the submission template provided by email. The proposals must be submitted to *Global-RFP-VL2022 @ghsc-psm.org*. Documentation requested in the Quality Assurance section shall be submitted as per instructions provided in Annex 5. Please reference RFP: GHSC-PSM-TO1-2022-LAB-GlobalVL in the subject line of the email. The Offeror must submit the proposal electronically compatible with MS Excel for the main submission and MS Word or Adobe Portable Document (PDF) format for the remainder of materials. Those pages requiring original manual signatures should be scanned and sent in PDF format as an email attachment.

The technical proposal and price proposal must be kept separate from each other. Technical proposals must not reference pricing data so that the technical evaluation may be made strictly based on technical merit. Please indicate in the subject line whether a submission is the technical or price proposal.

Technical proposals and price proposals for country-specific services should cover all countries for which the Offeror can provide service. All country technical proposals can be submitted together in

one spreadsheet along with the global technical proposal, and all country price proposals can be submitted together.

1.7. Requirements

To be determined responsive, an offer must include all of documents and sections mentioned below.

1.7.a General Requirements

Chemonics anticipates issuing a subcontract to a company or organization, provided it is legally registered and recognized under the laws of the country where it is headquartered and is in compliance with all applicable civil, fiscal, and other applicable regulations. Such a company or organization could include a private firm, non-profit, civil society organization, or university.

Companies and organizations that submit proposals in response to this RFP must meet the following requirements:

- (i) Companies or organizations, whether for-profit or non-profit, must be legally registered under the laws of the country where it is registered, upon award of the subcontract.
- (ii) Firms operated as commercial companies or other organizations or enterprises (including nonprofit organizations) in which foreign governments or their agents or agencies have a controlling interest are not eligible as suppliers of commodities and services.
- (iii) Companies or organizations must have a local presence in the countries for which they submit proposals at the time the subcontract is signed and
- (iv) Companies or organizations, whether for-profit or non-profit, shall be requested to provide a Unique Entity ID (UEI) obtained through the U.S. Government's System for Award Management (SAM.gov), if selected to receive a subcontract valued at USD \$30,000 or more, Guidance on the registration procedure is available upon request.

Offerors may present their proposals as a member of a partnership with other companies or organizations, e.g., regional or local authorized distributors. Responsibility for adhering to service level agreements shall rest with the Offerors themselves, who must enforce them through their partner organizations. Offerors are responsible for working with their partners to ensure that pricing offered is competitive and accurately reflects local costs of doing business in each country. The contract will be awarded to the lead or principal company in the partnership, which in most cases is expected to be the company manufacturing the instruments, reagents and consumables, and coordinating provision of the services. The leading company shall be responsible for all parties' compliance with all contract terms and conditions and making all partnership arrangements, including but not limited to division of labor, invoicing, etc., with the other companies. A legally registered partnership is not necessary for these purposes; however, the different organizations must be committed to work together in the fulfillment of the subcontract terms.

1.7.b Required Proposal Documents

1.7.b.1. Cover Letter and certifications

The offeror's cover letter shall include the following information:

- i. Name of the company or organization
- ii. Type of company or organization

- iii. Address
- iv. Telephone
- v. Fax
- vi. E-mail
- vii. Taxpayer Identification Number
- viii. UEI Number
- ix. Other required documents that shall be included as attachments to the technical proposal:
 - a) Copy of registration or incorporation in the public registry, or equivalent document from the government office where the offeror is registered.
 - b) Copy of company tax registration, or equivalent document.
 - c) Copy of trade license, or equivalent document.
 - d) Evidence of Responsibility Statement, whereby the offeror certifies that it has sufficient financial, technical, and managerial resources to complete the activity described in the scope of work, or the ability to obtain such resources. This statement is required by the Federal Acquisition Regulations in 9.104-1. A standard Certifications and Representations annex will be required from Offerors and must be completed. For existing suppliers this will be an updated submission of the certifications currently on file with GHSC-PSM.

A sample cover letter is provided in Annex 1 of this RFP.

1.7.b.2. Technical Proposal and Price Proposal

The technical proposal shall comprise the following five (5) parts, each of which can be found in the attached Excel Annex 3 – Technical Submission Template. Responses must consider the terms and conditions and service level requirements listed in the tables as well as in Section 2, Scope of Work and Deliverables:

- **Table T1:** Global Service Levels (T1 in Excel Technical Submission Template)

Table T1 defines PEPFAR's service level expectations for each type of service (e.g., instrument installation, maintenance, training) and asks offerors to confirm that they can meet these service levels. For suppliers with an existing contract for Wave 1 countries with standardized, defined service levels, offerors will be asked if they will extend the same Wave 1 service levels from their contract to the Wave 2 countries. If you are extending Wave 1 service levels to Wave 2 countries, you will also have the option to provide general or country-specific details about additional value-added services. For offerors without an existing services contract with Wave 1 countries, or offerors unable to extend the same Wave 1 service levels to all Wave 2 countries, offerors should indicate whether or not they are able to meet service level expectations for each category of service level at a global level, and can also indicate any country-specific considerations.

- **Table T2:** Global Service Details (T2 in Excel Technical Submission Template)

Table T2 requests responses to a set of technical questions on services and asks offerors to provide information on any value-added services they may be able to provide. Table T2 also defines the technical submission attachments that shall be included as part of the offeror's submission.

- **Table T3:** Key Performance Indicators (T3 in Excel Technical Submission Template)

Table T3 defines the operational key performance indicators that will be tracked by successful awardees. Standard targets are set for each of the indicators; these represent the performance expected in each country. Offerors are requested to indicate any proposed exceptions to the standard targets and propose any alternative targets if needed. If performance targets are not met in a given reporting period (quarterly), the authorized service provider is expected to investigate and address the causes of non-performance. If performance targets are not met for two consecutive periods, the supplier agrees to develop a remediation plan and present this to GHSC-PSM and the Ministry of Health. This plan will include corrective and preventive actions (CAPAs). Consistent non-performance and failure to remediate issues will result in a voiding of any volume commitments made as part of contract award and potentially a shift of procurement volume away from the non-performing supplier. Performance, measured against these KPIs, will also be a key consideration in future strategic partnership and investment decisions.

- **Table T4:** Country Service Details (T4 in Excel Technical Submission Template)

Through Table T4, GHSC-PSM aims to better understand the feasibility and expected quality of in-country service delivery for countries for which the Offeror intends to submit a bid. Distributors and/or authorized service providers for each country will be evaluated based on in-country capacity to provide services. GHSC-PSM may request clarifications and/or conduct independent review of proposed service providers. In-country partners play a critical role in service delivery, and Offerors shall be responsible for carefully monitoring their performance through a combination of connectivity-enabled automated reporting and quarterly KPI reporting. If in-country partner performance is poor and remedial actions are unsuccessful in improving performance, suppliers are expected to identify and engage alternative partners. Where offerors are not yet established in a country, their implementation plan and timeline to be operational in-country will be evaluated to understand feasibility for capacity scale-up.

- **Table T5:** Installed Base (T5 in Excel Technical Submission Template)

Through Table T5, GHSC-PSM aims to cross-check our own data on suppliers' existing footprint in-country to firmly understand the operational implications of any shifts in volume between suppliers and the feasibility of proposals. Offerors should provide details on installed instruments for each country they currently serve.

The pricing proposal shall consist of the following three (3) parts, each of which can be found in the Annex 4 - Excel Pricing Submission Template:

- **Table P1:** Countries of Interest

Table P1 requests offerors to state which countries they wish to place a bid for and whether they intend to place a bid using individual country-specific pricing or regional pricing. If offerors opt to provide regional bids, they should define which countries will be included in each region for pricing purposes.

- **Table P2:** Services Pricing

Table P2 requests country-specific prices for each country Offerors indicated, in Table P1, that they would bid on. All PEPFAR-supported countries are shifting to a reagent rental model, with a fixed all-inclusive price per test. Global reagents and consumables pricing from Wave 1 SLAs, as applicable, should extend to Wave 2 countries and remain valid for the duration of the contract term. To establish all-inclusive pricing Table P2 requests details on the service price components noted in Table T1. Included in the list of services to price will be for freight of reagents and consumables under two scenarios: i) assuming existing incoterms and delivery locations (for existing suppliers only), and ii) to the central medical store under modified DDP incoterms. For the modified DDP incoterm, suppliers shall be responsible for clearing the goods for export, facilitating shipping documentation, managing transportation, importing and customs clearance at

destination, delivering the goods. The supplier is responsible for coordinating with GHSC-PSM (field offices or other representation) to obtain duty and import waivers. We expect that suppliers will continue to receive these waivers and not pay duty and import fees.

Offerors will be asked to provide service pricing information in two (2) different ways:

- (1) PEPFAR volume commitment pricing – Offerors will be asked to provide pricing for services at multiple volume tiers based on the assumption that PSM will commit volume at the start of the year for a given country/region. Volume commitments will be based on PEPFAR procured volume only. This pricing will be applicable if a volume commitment is made at the start of the year.
- (2) Country volume incentive pricing – this pricing mechanism will apply for countries that are unable or unwilling to make a volume commitment. The intent of this pricing approach is to enable suppliers to provide an incentive for countries to place more volume with them even when a firm volume commitment is not made. The incentive is structured in the form of lower pricing for the next year of procurement based on the total procured volume from all procurers (includes PEPFAR, other donors, and domestic governments) across all test types run on viral load instruments in country in the current year. For instance, a bid in the 100K tests column of the incentive pricing would indicate the price that will be offered in a given procurement year, if the total procurement volume from all procurers exceeds 100K in the previous year. For the first contract year, the previous year's volume will be requested.

For countries that are unable or unwilling to provide a volume commitment, this incentivizes countries to place more volume with the offeror in two ways. First, countries are incentivized to focus volume with the offeror in the current year to reach higher volume thresholds and earn a better price for next year. Second, once countries have reached a high threshold and earned a better price for next year, they will want to place more volume in the next year with the offeror to take the most advantage of that better price.

Offerors will be responsible for reporting on total country volume across all procurers to ascertain which pricing tiers countries will receive for services in the subsequent year. This report should be made at mid-year (to encourage countries to aim for higher thresholds) and at year-end (to report on which threshold was reached).

Suppliers are strongly encouraged to fill out both pricing tables for each country. The specific pricing approach chosen by a country as a result of this RFP will depend on individual country circumstances and the bid results offered. In general, countries with larger PEPFAR-funded volumes are more likely than those with smaller PEPFAR-funded volumes to choose to commit volumes, i.e., to adopt pricing approach (1) above.

The table below compares and contrasts the two pricing approaches, including how each pricing mechanism will work in Year 1. Please note that the volume tiers for volume commitment pricing (pricing approach (1)) are based on PEPFAR volumes only. In contrast, pricing tiers for volume incentive pricing (pricing approach (2)) are based on volume from ALL procurers in the country.

Volume commitment pricing

	1 Volume commitment pricing	2 Volume incentive pricing
Firm volume commitment?	✓	✗
What types of procurements are counted toward meeting the volume thresholds?	PEPFAR procurements only	Procurements by any procurer for the given country (e.g., PEPFAR, GFATM, other donors, MoH)
How is pricing set in Year 1?	PSM commits volume at a particular threshold (e.g., 50K tests) before the contract starts in Year 1. Pricing for Year 1 is the price offered by the supplier for the tier beginning at that threshold	Supplier adds up the volumes it sold to all procurers for the given country in the year before the contract starts and determines which volume tier the total volume falls into. Pricing for Year 1 is the price offered by supplier for the threshold at the lower end of that tier
How is pricing set in subsequent years?	Similar as for Year 1 with annual volume commitments declared before the start of each new contract year	Similar as for Year 1, with annual volumes sold tallied before the start of a new contract year
Who can access these prices and terms?	PSM requests that the pricing and terms offered be accessible to all procurers for the country	PSM requests that the pricing and terms offered be accessible to all procurers for the country

Offerors are requested to bid for any country in which they expect to be operational (including completion of all required approvals) within 18 months.

Expectations for what is included in each service category are defined in Table T1 Global Service levels.

- **Table P3: Current Country Pricing**

Table P3 aims to understand the current services pricing and how the new bids will impact pricing and service levels for the countries you currently serve in this RFP. This section also asks offerors to provide details on current incoterms and delivery points for reagents and consumables. Only offerors currently serving Wave 2 countries are required to complete this table.

The pricing structure of the subcontract to be awarded will be an all-inclusive fixed price. No additional profit, fees, taxes, or additional costs can be added after award. Offers must show unit prices for each of the price categories listed in Tables P1 and P2. All items, services, etc. must be clearly labeled and included in the total offered price. All price information must be expressed in US dollars.

Offerors will be provided an Annex A1 that will contain programmatic data for select countries such as historical and anticipated procurement volume, funder information, laboratory locations. This information is intended to help offerors submit proposals that accurately reflect the cost of service for countries.

1.7.b.3. Quality Assurance Documentation

All offerors shall provide FHI 360 (GHSC-QA) the following information.

1. Current operational manuals (version controlled) for each instrument and model offered. Offeror shall commit to provide updated operational manuals upon updates.

2. A list of instrument-generated error codes/flags/messages with instructions for interpretation and troubleshooting.
3. A list of each product offered, that includes the product name, variant identification number, manufacturing site, regulatory version (in accordance with section 2.1.C of this document).
4. Copies, for the last 3 years, of the (1) post-market surveillance report (2) trend report, and 3) performance evaluation report for each IVD/EID/VL.

For instructions on submission of information to FHI 360 (GHSC-QA) refer to Annex 5: Instructions for Creating and Submitting Technical Documentation to FHI 360

1.8. Source of Funding, Authorized Geographic Code, and Source and Origin

Any subcontract resulting from this RFP will be financed by USAID funding and will be subject to U.S. Government and USAID regulations.

All goods and services offered in response to this RFP or supplied under any resulting award must meet USAID Geographic Code 935 in accordance with the United States Code of Federal Regulations (CFR), 22 CFR §228, available at: <http://www.gpo.gov/fdsys/pkg/CFR-2012-title22-vol1/pdf/CFR-2012-title22-vol1-part228.pdf>.

Offerors may not offer or supply any products, commodities or related services that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the following countries: Cuba, Iran, North Korea, and Syria, or any other countries or entities which may be subject to U.S. Government sanctions as per the Office of Foreign Assets Control (OFAC) list of sanctioned entities. Related services include incidental services pertaining to any/all aspects of this work to be performed under the resulting contract (including transportation, fuel, lodging, meals, and communications expenses).

1.9. Chronological List of Proposal Events

The following calendar summarizes important dates in the solicitation process. Offerors must strictly follow these deadlines.

RFP released	18 May 2022
Deadline for written questions	1 June 2022
Answers provided to questions/clarifications (estimated)	10 June 2022
Deadline for Expression of Interest	15 June 2022
Proposal due date	27 July 2022
Subcontract award (estimated)	26 September 2022

The dates above may be modified at the sole discretion of Chemonics. Any changes will be published in an amendment to this RFP.

Written Questions and Clarifications. All questions or clarifications regarding this RFP must be in writing and submitted to Global-RFP-VL2022@ghsc-psm.org, no later than 5:00PM (US EST) on 1 June 2022. Questions and requests for clarification, and the responses thereto, will be circulated to all RFP recipients who have indicated an interest in this RFP. Chemonics expects to provide responses to questions on 10 June 2022.

Only written answers from Chemonics will be considered official and carry weight in the RFP process and subsequent evaluation. Any answers received outside the official channel, whether received

verbally or in writing, from employees or representatives of Chemonics, the GHSC-PSM project, or any other party, will not be considered official responses regarding this RFP.

Expression of Interest. All offerors intending to respond to the RFP should complete the Expression of Interest in Annex 2 and submit to *Global-RFP-VL2022@ghsc-psm.org*, no later than 5:00PM (US EST) on 15 June 2022.

Proposal Submission Date. All proposals must be received by 5:00 PM (US EST) on 27 July 2022. Late offers will be considered at the discretion of Chemonics.

Subcontract Award (estimated). Chemonics will select the proposal that offers the best value based upon the recommendations of a Technical Evaluation Committee (TEC) using the evaluation criteria stated in this RFP.

1.10. Validity Period

Offerors' proposals must remain valid for 180 calendar days after the proposal deadline.

1.11. Evaluation and Basis for Award

An award will be made to the offeror(s) whose proposal is determined to be responsive to this solicitation document, meets the eligibility criteria stated in this RFP, meets the regulatory status, corporate capability, technical specifications, maintenance capacity, and service quality requirements, and is determined to represent the best value to countries and the U.S. government.

Countries will make the final award decisions with support from GHSC-PSM, CDC, and USAID. Supplier selection and lab volume allocation will be based on the evaluation of technical and pricing proposals. Additional factors that will be considered include: past performance, supply security; ability of suppliers to reliably scale up capacity and service networks; and the cost of making any transitions from the current installed base.

1.11.a Evaluation of country pricing proposals

Global pricing (for reagents and consumables) will be based on the awards made from the Wave 1 RFP conducted in 2019, as applicable. Country pricing for Wave 2 will be based on supplier submissions in response to this RFP (and will include distribution, equipment placement and lease, maintenance, training, reporting and connectivity). Together, global and country pricing will be considered jointly – as an all-inclusive price per test – in evaluation of pricing proposals for all Wave 2 countries.

1.11.b Evaluation of global and country technical proposals

In addition to pricing proposals, offerors are requested to submit global technical proposals and country-specific technical proposals as detailed in the Excel Annex 3 – Technical Submission Template and Annex 4 – Pricing Submission Template.

To be considered for inclusion in the procurement, offerors must meet the below mandatory requirement:

- Assays and instruments are WHO prequalified and/or FDA-approved for the testing types offered (viral load, EID, or other molecular tests available on the same equipment as relevant to PEPFAR countries)

In addition to requiring that offerors meet the mandatory requirements, there will be country and global parameters evaluated in the technical proposal. The country parameters will be significantly more important in the evaluation of proposals than global parameters. Each will be scored from 1 (low) to 5 (high) based on Tables T1, T2, T3, and T4. The individual scores as well as an aggregated weighted score will be used in decision-making. The criteria are included in A1 in the technical submission and listed in order of importance. Country technical proposals will be evaluated based on the following criteria.

- **In-country partner quality:** Quality of in-country distributor and/or authorized service provider (determined based on proposed SLAs as well as references and track record of the service provider)
- **Service and maintenance:** Ability of the offeror to meet standard service levels in the country
- **Commodity supply chain management:** Ability of the offeror to meet standard service levels in the country (if applicable)
- **Connectivity and data reporting:** Ability of the offeror to meet standard service levels in the country; quality of the proposed automated reporting system
- **Instrument lease, installation and removal:** Ability of the offeror to meet service level for lease and placement; instrument use and service requirements
- **Training:** Ability of the offeror to meet standard training service levels in the country

Global technical proposals will also be scored and used in country and global decision-making. Eight (8) criteria will be used, and each will be scored from 1 (low) to 5 (high). If any of these have country-specific aspects, they would be considered as part of the country scores.

- Instruments are enabled with hardware, software, and telecommunications to provide automated reports on testing volumes, system downtime, and errors
- **Instrument service requirements:** Robustness of the instrument and ease of repair (e.g., frequency of service required, ability to remotely troubleshoot issues)
- **Global supply chain management:** Ability to meet global capacity needs and lead times. Track record of supply reliability and quality management
- **Ease of use:** Hands-on staff time requirement
- **Value-added maintenance offering:** Quality of the offeror's proposal for value-added maintenance, e.g., for more frequent preventative maintenance visits
- **Value-added training offering:** Quality of the offeror's proposal for value-added training and/or "super user" training
- **Development pipeline, equipment upgrades and capacity:** Potential value-add of likely upgrades, planned enhancements, new technology and assays and/or sample types in development or undergoing regulatory approval
- **QA system:** Strengths of QA qualifications and processes

This RFP utilizes the tradeoff process set forth in FAR 15.101-1. Evaluation points will not be awarded for cost, but for overall evaluation purposes, technical evaluation factors other than cost, when combined, are more important than cost factors. Chemonics will award a subcontract to the offeror(s) whose proposal represents the best value to Chemonics and the GHSC-PSM project, taking into

account each country's context. Chemonics may award to a higher priced offeror if a determination is made that the higher technical evaluation of that offeror merits the additional cost/price.

Cost realism will be considered when evaluating proposals. Cost realism will be based on considerations such as the following:

- Are proposed costs realistic for the work to be performed?
- Do the costs reflect a clear understanding of solicitation requirements?
- Are the costs consistent with the various elements of the Offeror's technical proposal and allow Offeror to meet service levels specified?

If there are service levels that significantly increase the cost to deliver services, we expect Offerors to highlight this in their proposal to enable discussions on trade-offs during negotiations.

1.11.c Negotiations

Best offer proposals are requested. Chemonics expects to conduct negotiations prior to awarding a subcontract. Furthermore, Chemonics reserves the right to conduct a competitive range and to limit the number of offerors in the competitive range to permit an efficient evaluation environment among the most highly rated proposals. At the sole discretion of Chemonics, offerors may be requested to conduct oral presentations. Chemonics expects to make multiple awards as a result of this Global RFP.

1.11.d Application of pricing terms to other buyers

In responding to this RFP, suppliers agree that GHSC-PSM can make any bid pricing known to other Integrated Diagnostics Consortium (IDC) partners who also procure molecular testing. If, as part of negotiations for this RFP, other buyers decide to commit volume alongside GHSC-PSM as part of contract awards, then the combined volumes would be used to determine the volume tier applied for pricing agreements. Suppliers would be notified of any such additional buyers.

1.11.e Terms of Subcontract

For successful Offerors holding a BOA (Basic Ordering Agreement) for GHSC-PSM, the award will be in the form of a fixed unit price and service level agreement annex to the BOA (i.e., the VL/EID Global Pricing and Reagent Rental Terms and Conditions Annex), also referred to herein as "the subcontract". Successful Offerors without an existing BOA shall be on-boarded to this long-term ordering subcontract with the negotiated prices and packages resulting from this RFP. Any orders issued as a result of an award under this RFP will be executed and performed in accordance with the VL/EID Global Pricing and Reagent Rental Terms and Conditions and the BOA. In the event of subcontract negotiations, any resulting subcontract will be subject to and governed by the terms and conditions of the existing BOA or general terms and conditions as referenced in Annex 1, and the technical service level requirements as indicated in Annex 3 – Technical Submission Template form. Offerors must include any requested amendments to terms and conditions in the proposal. Further negotiations on terms and clauses may not be accepted. By submitting a proposal, offerors certify that they understand and agree to all terms and clauses contained in their existing BOA, and to the service level requirements herein. Any Offeror that does not already have an existing BOA with Chemonics may request the required template.

This is a request for proposals only and in no way obligates Chemonics to award a subcontract in the form of a BOA with pricing terms, make volume commitments, or place Orders.

1.11.f Privity

By submitting a response to this request for proposals, offerors understand that USAID is NOT a party to this solicitation and USAID will not respond to questions related to this RFP or any award decision hereunder.

1.12. Communications

All questions regarding this RFP, including clarification of any country-specific requirements, should be directed to GHSC-PSM at *Global-RFP-VL2022 @ghsc-psm.org*. Offerors should NOT engage other stakeholders (e.g., PEPFAR, USAID Washington or Missions, CDC Atlanta or country representatives, Ministries of Health, IDC partners, in-country technical partners, other offerors) regarding such questions, nor should offerors discuss their bids or potential award scenarios with other stakeholders. The only exception to this is for communications with existing or potential distributor partners. The only exception to this is for communications with existing or potential distributor partners.

1.13. Confidentiality of bids and extension of contract validity to other procurers

GHSC-PSM will treat supplier bids as confidential, but may share terms, conditions, and pricing details with other stakeholders as needed for evaluation and award decisions. Such parties may include USAID, CDC, PEPFAR, GHSC-QA, Ministries of Health and country lab technical working groups.

Furthermore, it is intended that pricing and service terms offered in response to this RFP will be made available to other procurers in the countries covered by this RFP, under separate contracts between these procurers and the suppliers.. Other procurers include, but are not limited to, GFATM, UNITAID, WHO, PAHO, UNICEF, UNDP, UNICEF, and Ministries of Health. By responding to this RFP, suppliers agree that the terms of any contract between the offeror and PSM resulting from an award under this RFP may be shared with other procurers, and that other procurers may purchase under the same terms (service levels and pricing) as specified in any such PSM contract.

Section 2 Scope of Work, Deliverables, and Deliverables Schedule

2.1. Scope of Work

A. Activities

The Offeror(s) selected as a result of this RFP, will be required to carry out the activities defined in Table T1. Offeror(s) should indicate on Table T1 whether any of the standard service level expectations cannot be met in any of the countries for which they are bidding.

B. Value-added services

The offeror should share potential additional value-added services that they can provide for countries. These shall be indicated in Table T2.

C. Requirements

The offeror shall consider the following requirements:

- i. All devices placed globally must meet the following requirements:
 - a. Assays, instruments, and controls/calibrators offered shall be the WHO prequalified and/or US FDA-approved regulatory version for the testing types offered (viral load, EID, or other molecular tests available on the same equipment as relevant to PEPFAR countries). Assays, instruments, and controls/calibrators that do not meet these requirements may be considered on a case-by-case basis.
 - b. Reagents and consumables shall meet USAID eligibility criteria and QA standards that are provided at the purchase order request. General guidance is provided below:

	Eligibility Criteria	QA Standard
Consumables	<ul style="list-style-type: none">● Manufacturer shall have valid QMS: ISO 9001:2015 or ISO 13485:2016 Manufacturer Certificate or equivalent or approved by standards regulatory bodies in country of manufacturer, which bodies must be accredited by or affiliated to standards institutes like ISO, with copy of certifications(s) included. A copy of the manufacturer(s) certifications(s) must be provided● (a) Product shall have evidence of US FDA Clearance (PMA/510K) and manufacturer shall provide evidence of medical device establishment registration with the US FDA or (b) CE Mark (USAID Recognized SRA)* Certificate; for product that are US FDA 510K exempt, manufacturer shall provide evidence of medical device establishment registration.● Product shall comply with relevant QA standards or equivalent as specified.● Each label must include the following information: · Manufacturer identification · Supplier identification · Lot number · Expiration date · Storage conditions · Medical device symbols (biohazard, IVD, single use, read instructions) · CE mark (if applicable)● Adequate directions for use shall be included.	As applicable to each item.

	<ul style="list-style-type: none"> • A certificate of analysis/conformance shall be provided for each lot procured. For sterile products, a certificate of sterility shall be provided for each lot. 	
Reagents	<ul style="list-style-type: none"> • Manufacturer shall have valid GMP Certificate or QMS: ISO 9001:2015 or ISO 13485:2016 Manufacturer Certificate or equivalent or approved by standards regulatory bodies in country of manufacturer, which bodies must be accredited by or affiliated to standards institutes like ISO, with copy of certifications(s) included. A copy of the manufacturer(s) certifications(s) must be provided • Product shall be labeled with manufacturer/distributor information and part identification number; lot number and expiration date required when applicable • Adequate directions for use shall be included. • A certificate of analysis/conformance shall be provided for each lot procured. For sterile products, a certificate of sterility shall be provided for each lot. 	As applicable to each item

* [Therapeutic Goods Administration (TGA), European Medicines Agency (EMA), Health Canada (HC), Japanese Ministry of Health, Labor, and Welfare (MHLW), Swiss Medic for the European Free Trade Area (EFTA) or the following European Union member states: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden, United Kingdom]

- c. Instruments are enabled with hardware, software, and appropriate telecommunications capability (e.g., via wired, wireless or cellular connection) to provide automated reports on testing volumes, system downtime, and errors.
- d. Manufacturers must have an existing valid Quality Management System such as ISO 13485 that underpins all manufacturing operations

2.2. Deliverables

Successful offerors shall deliver to Chemonics the following deliverables in the course of providing products and services to GHSC-PSM and country central medical stores or labs:

Deliverable No. 1: Certificates of Analysis for Reagents and Consumables

The successful offeror(s) shall provide a QC release testing Certificate of Analysis (CoA) as well as any 3rd party independent testing CoA (e.g. PEI test report) for every batch of reagents and consumables procured by GHSC-PSM. This CoA should not be limited to a simple pass/fail indicator but should contain the quantitative results of each of the QA tests run including the limit of detection, linearity, precision (if possible), accuracy, and error rate by the manufacturer on each batch. An example CoA template shall be shared with successful offeror(s).

Deliverable No. 2: Proofs of Delivery (PODs) for Reagents and Consumables with Temperature Data for Cold Chain

The successful offeror(s) shall provide signed and stamped proof of delivery documentation for the delivery of any reagents and consumables subject to the specified incoterms. In many cases, these will be the modified DDP incoterms as defined in section 1.7b. The offeror(s) must also provide a packing list to ensure payment. The temperature monitoring device data that is required to be included

in cold chain shipment shall be downloadable, readable, and interpretable at point of delivery by GHSC-PSM staff. **Access to temperature monitoring data is mandatory.** Deliverables shall be provided in accordance with agreed-upon delivery dates.

Deliverable No. 3: Performance reports (for the purposes of this RFP, applicable only in countries for which services pricing is offered)

The successful offeror(s) shall provide performance reports for all indicators listed on Table T3 for every country for which the offeror is active, reporting on indicators will be quarterly.

Annex 1 Cover Letter Form

The following is an example cover letter; each offeror can include their own

[Offeror: Insert date]

Yulia Johansen
Global Health Supply Chain – Procurement and Supply Management
Chemonics International
1275 New Jersey Ave SE
Washington, DC 20303
Reference: Request for Proposals # GHSC-PSM-TO1-2022-LAB-GlobalVL

Subject: [Offeror: Insert name of your organization]'s technical and price proposals

Dear Ms. Yulia Johansen:

[Offeror: Insert name of your organization] is pleased to submit its proposal in regard to the above-referenced request for proposals. For this purpose, we are pleased to provide the information furnished below:

Name of Organization's Representative	_____
Name of Offeror	_____
Taxpayer Identification Number	_____
Unique Entity ID (UEI)	_____
Address	_____
Address	_____
Telephone	_____
Fax	_____
E-mail	_____

As required by section 1.10 of the RFP, we confirm that our proposal, including the price proposal will remain valid for 180 calendar days after the proposal deadline.

We are further pleased to provide our proposal and all tables as required by the RFP as well as the following information requested in the RFP:

[Offerors: It is incumbent on each offeror to clearly review the RFP and its requirements. It is each offeror's responsibility to identify all required annexes and include them]

- I. Copy of registration or incorporation in the public registry, or equivalent document from the government office where the offeror is registered.
- II. Copy of company tax registration, or equivalent document.
- III. Copy of trade license, or equivalent document.
- IV. Certifications and Representations

Annex 2 Expression of Interest

Each offeror that wishes to participate in the Global RFP must fill in this EOI and **submit via email to Global-RFP-VL2022@ghsc-psm.org by Wednesday June 15th at 5:00 PM (US EST).**

Offeror Name

Offeror Representative - Contact Details

- Name
- Position
- Telephone
- E-mail

Please mark each box that applies:

- ☐ My organization intends to submit a response to PEPFAR's RFP for the provision of Viral Load and EID Reagents, Consumables and All-Inclusive Services (RFP #GHSC-PSM-TO1-2022-LAB-GlobalVL)
- ☐ **We intend to provide country services bids for the following countries, together with distributors/partners as indicated. For each country we plan to bid on, we will either provide an individual price or a regional price:**

Region	Country	Individual bid	Regional bid	No bid
Africa	Higher PEPFAR volume countries			
	Cameroon	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Cote d'Ivoire	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Democratic Republic of the Congo	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Eswatini	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Ethiopia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Lesotho	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Rwanda	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Zimbabwe	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Other countries			
	Angola	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Benin	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Botswana	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Burkina Faso	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Burundi	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Ghana	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Liberia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Malawi	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Mali	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Namibia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Senegal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Sierra Leone			
	South Sudan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Togo	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
LatAm and the Caribbean	Higher PEPFAR volume countries			
	Haiti	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Other countries			
	Bahamas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	El Salvador	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Guatemala	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Guyana	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Honduras	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Jamaica	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Nicaragua	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Panama	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Asia and Europe	Cambodia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Indonesia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Kazakhstan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Nepal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Papua New Guinea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Philippines	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Thailand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Ukraine	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Vietnam	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- ☐ We confirm that the global reagent and consumable prices and Wave 1 country services prices included in our existing SLA (or, as applicable, the global reagent and consumable prices in the bid we submitted for the Wave 1 RFP if we were not awarded an SLA), will continue to be applicable for the duration of the Wave 2 term, or until new prices are requested and agreed. Therefore, our existing reagent and consumable pricing will be applicable to all countries listed above for which we will provide a country service bid under this RFP.
- ☐ **We will send our offer by email to *Global-RFP-VL2022@ghsc-psm.org* before 5:00 PM (US EST) on Friday July 27th, 2022, at 5pm ET**

Annex 3 Technical submission template (separate Excel Annex)

Annex 4 Pricing submission template (separate Excel Annex)

Annex 5 Instructions for creating and submitting technical documentation to FHI360 (separate PDF Annex)