Written Instructions

GHSC-PSM ARV Request for Proposal 2023
BPM002454

August 11, 2023

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Section I: General Information

1. Introduction

The Global Health Supply Chain Program – Procurement and Supply Management (GHSC-PSM) project (alternately referred to herein as "Chemonics" or "GHSC-PSM" or "Buyer") is an official project of the United States Agency for International Development (USAID) implemented by Chemonics International and its consortium members. The purpose of GHSC-PSM is to ensure uninterrupted supplies of health commodities in support of USG-funded public health initiatives around the world. The project provides direct procurement and supply chain management support to the President's Emergency Plan for AIDS Relief (PEPFAR), the President's Malaria Initiative (PMI), and Population and Reproductive Health (PRH). 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.

2. Objectives and Scope of the Solicitation

In the past year, Chemonics has sourced most ARVs using an allocation methodology with upfront supplier-market allocations and target volume allocations for Dolutegravir/Lamivudine/Tenofovir DF 50/300/300 mg Tablet (TLD). In addition to expanding modified DAP/DDP incoterms procurements to all eligible products[1], Chemonics implemented the Vendor Managed Solutions strategy, havings suppliers pre-position TLD in QA approved warehouses to fulfill the demand of TLD from the Southern African region. Through this RFP, Chemonics aims to build on the successes of existing strategic approaches that encompasses Annual Allocations, D-Term, and VMS programs, by:

- Establishing FCA fixed unit prices for a period of twelve months for most ARVs (November 28, 2023 – November 27, 2024).
- Increasing the role that private sector ARV manufacturers play within the supply chain by establishing modified DAP and DDP incoterm pricing for all ARVs to the targeted D-Term countries (November 28, 2023 – November 27, 2024).
- Establishing an upfront allocation – primary, secondary, and tertiary (as applicable) –for most ARVs (November 28, 2023 – November 27, 2024) for each of the ten (10) D-Term countries and Rest of the World.
- Allocate the GHSC-PSM global demand for TLD to a maximum of five (5) selected TLD suppliers for a one-year period (November 28, 2023 – November 27, 2024).
- Allocate the GHSC-PSM Southern Africa demand for TLD to the three (3) established VMS Suppliers[2] for a one-year period (November 28, 2023 – November 27, 2024).

Section II below and subsequent annexes provide an overview of each of these strategies, what is requested of Suppliers and the evaluation criteria for each.

ARV Demand Forecast. To assist suppliers in understanding the future demand forecast for ARVs tied to this sourcing event, GHSC-PSM has provided the latest Quarterly ARV Consolidated Supply Plan Forecast (Forecast or Report). The forecast is provided within Lot 1 in Ivalua.[3] This Report is the result of a compilation of planning information from the country level collated by PSM under its work for the GHSC-PSM project. The Report contains forecast information based on knowledge at the time

[1] Eligible Products are defined as ARVs that are deemed eligible for procurement by the GHSC-QA project and are considered optimal ARVs by USAID for prevention and treatment.
2 Established VMS suppliers are suppliers who were awarded VMS contracts through GHSC-PSM's 2022 RFP event BPM002262.
3 Ivalua is GHSC-PSM's Supplier, Sourcing and Contacts Management module which is part of other data technology suite of systems making up the ERP solutions.

of preparation; it is not exhaustive, and it is possible that the quantities, "Anticipated Procurement Channel" and/or the "Anticipated Funding Source" may change before procurement is initiated and by the time orders are placed. Therefore, future awards, tenders, or orders from GHSC-PSM or other agencies may vary in consignee, quantity and scheduling from the current forecast. Note: All data contained in this forecast is subject to funding availability and subject to change at any time.

Chemonics will issue awards to one or more companies or organizations. The award(s) will be in the form of an Indefinite Delivery/Indefinite Quantity subcontract and/or Indefinite Delivery/Indefinite Quantity subcontract modifications for these commodities and services (hereinafter referred to as "the subcontract") with fixed unit prices. The successful Subcontractor(s) shall be required to adhere to the statement of work and terms and conditions of the subcontract.

Suppliers are invited to submit proposals in response to this RFP in accordance with **Section II Instructions to Suppliers and specifics listed in Ivalua**. The instructions are intended to assist interested Suppliers in the preparation of their offer. Any resulting subcontract will be guided by Sections II and III.

3. General information/questions submission process

Questions or requests regarding the technical or administrative requirements of this solicitation shall be submitted via the Discussions forum within Ivalua to all GHSC-PSM Staff participating in the Sourcing Event.

GHSC-PSM requires that all potential Suppliers/Offerors submit their questions to this RFP no later than August 21, 2024, at 10:00am Eastern Standard Time (EST). Questions will be consolidated, and detailed responses will be circulated to all bidders on August 25, 2025.

This RFP is divided into two lots as follows:

- – (Lot 1) Establishing FCA Pricing, D-term Pricing, ARV Allocation, and the Allocation of 85% of Global TLD Demand (defined as TLD demand from countries outside of Southern African Region earmarked for GHSC-PSM procurement).
- (Lot 2) Establishing Allocation of Southern Africa TLD Demand earmarked for GHSC-PSM Vendor Managed Solutions (VMS) suppliers.
  Kindly refer Annex 2 for countries being considered as within Southern Africa Region.

GHSC-PSM aims to adhere to the timelines below:

GHSC-PSM Global RFP Open (Lot 1 and Lot 2)	August 11, 2023
Deadline for Submission of Supplier/Offeror Questions	August 21, 2023
Deadline for GHSC-PSM Answers	August 25, 2023
GHSC-PSM Global RFP Close/Proposal Due Date	September 8, 2023
Notification of Subcontract Awards (estimated)	November 17, 2023

Chemonics/GHSC-PSM shall not compensate any Subcontractor or Offeror for responding to a solicitation. Chemonics reserves the right to notify and issue subcontract awards ahead of the target timeline above.

4. Product utilization

Items purchased by GHSC-PSM are not for use in the United States of America. As part of project activities, the GHSC-PSM requires the supply of selected commodities for one or multiple countries supported by USAID initiatives.
These products may not be used by recipient institutions for resale to commercial institutions or in response to bids on local or international tenders.

Section II: Instructions for Suppliers

1. Overview and Contents of Proposals

The Suppliers (alternatively referred to herein as "Subcontractors" or "Suppliers", or "Offerors") are responsible for ensuring that their offers are received by GHSC-PSM in accordance with the instructions, terms, and conditions described in this solicitation. Failure to adhere to the instructions described in this solicitation may lead to the disqualification of an offer from consideration. GHSC-PSM anticipates the award of a subcontract with the Supplier who meets the criteria established in this solicitation and is determined to be a responsible, eligible supplier for the specified item(s). Chemonics reserves the right to cancel the solicitation or split orders across multiple successful Suppliers to meet the needs of the GHSC-PSM project and the U.S. government.

Chemonics/GHSC-PSM will only accept the submission of quotations via Ivalua for this procurement. Phone calls will not be accepted. Only the written answers issued by GHSC-PSM will be considered official and carry weight in the solicitation process and subsequent evaluation process. Any verbal information received from employees of the project, Chemonics International, Inc. or any other entity should not be considered as an official response to any questions regarding this solicitation. The Price Quotation shall also be submitted by inputting the information in the Item Grid or by uploading the Item Grid in Excel format in Ivalua. All offers must contain:

1. Administrative proposal including all required documents attached in Ivalua and/or listed as a part of this RFP.
2. Business pricing proposal to be submitted strictly via the Item Grid.

2. Offer deadline and submission protocol

Quotations should be prepared based on the guidelines listed in this solicitation, along with properly filled out price quotations using the Ivalua Item Grid. Suppliers are also to ensure they submit product documentation as per instructions from GHSC-QA as detailed in this RFP and within Ivalua.

Quotations and all correspondence and documents relating to the offer shall be in English.

Quotations must be submitted no later than the closing date listed referenced in Ivalua for this solicitation. Offers received after the specified time and date will be considered late and will be handled in accordance with FAR 15.208 and at Chemonics's discretion.

3. Amendments to this Solicitation

At any time prior to the deadline for submission of the quote, GHSC-PSM may for any reason, such as in response to clarification requested by Subcontractor, modify the solicitation in the form of a Supplemental Information Amendment to the solicitation. All prospective Suppliers will be notified through Ivalua of all changes and additional instructions through the Supplemental Information Amendment to the solicitation.

To afford prospective Suppliers reasonable time to consider the amendments in preparing their quote, GHSC-PSM may, at its discretion, extend the deadline for submission of the quote, (if) justified and needed.

4. Technical specifications

Goods offered in the quotations must fully comply with the technical specifications, including packaging requirements referenced in this RFP**.** The quotations must contain detailed specifications of the product(s) offered.

This sourcing event is divided into of two 'Lots' in Ivalua with each 'Lot' comprising of an Item and Questionnaire section.:

Solicitations through Lot 1, GHSC-PSM aims to:

- Establish FCA fixed unit prices for a period of twelve months for most ARVs
- Establish modified DAP and DDP incoterm pricing for all ARVs to the targeted D-Term countries.
- Establish an upfront allocation – primary, secondary, and tertiary (as applicable) –for most ARVs for each of the ten (10) D-Term countries and Rest of the World.
- Allocate the GHSC-PSM global demand for TLD to a maximum of five (5) selected TLD suppliers

Solicitations through Lot 2, GHSC-PSM aims to:

- Allocate the GHSC-PSM Southern Africa TLD demand to the three (3) established Vendor Managed Solutions (VMS) Suppliers.
  Lot 2 solicitations shall be limited to the three (3) established VMS suppliers.

4.1 Answer 'Item' section for Lot 1: FCA Price Offer

Suppliers shall submit FCA unit pricing for ARVs they intend to offer from in the 'Item' grid, under the 'ARV Item List' subsection. ARV products listed in the item list of this sourcing event are included as Annex 1. As part of establishing FCA unit pricing, GHSC-PSM requests each supplier to include responses to the following Item Fields within the Item List of Ivalua. These responses will assist Chemonics to understand the aspects of each product.

Column Name	Definition
Unit Price	FCA Unit price
Lead Time	Standard Lead time in number of weeks for fresh production (from the moment of receipt of signed firm purchase order until GAD)
Total Shelf Life	Total Shelf Life (in months)
Manufacturer Name	Manufacturer name. Please enter official legal name of the Manufacturer
Manufacturer/Supplier SKU	Manufacturer or Supplier item code
Country of Origin	Country where manufacturing site is located
Manufacturing site	Please enter the full address of the manufacturing site
MOQ	The minimum order quantity that would be required to be purchased at one time
Production capacity	Maximum Production Capacity Per Month (in corresponding Item UoM)
Lot Size	Lot size (in corresponding Item UoM)
Storage Condition	The storage condition as printed on the label
Stability Studies Climate Zone	Climate Zone from Stability Studies
Regulatory Approval Status	Regulatory approval status
Standard or Cartonless	Is product manufactured into Cartonless or Standard packaging?
Label Language	Offered label languages
Remarks	Any remark you wish to share that is relevant to the bid

Note: Suppliers may decline to bid for any product that they do not manufacture or do not wish to supply. Offered FCA pricing may not exceed the established ceiling prices currently listed in each ARV supplier's current IDIQ contract, valid through November 2024. Responses in which the offered price exceeds the current ceiling price will not be considered for evaluation and the supplier will not be allocated.

4.2 Answer 'Item' section for Lot 1: D-Term Sea and Air Lane Rate Offer:

Suppliers interested to offer D-Term services shall submit D-Term Lane Rates in the 'Item List' grid, under 'D-term Sea -Items' and 'D-Term Air- Items' subsections.
To collect offered D-Term pricing for each of the ten (10) D-Term countries (also listed in Annex 2), GHSC-PSM has requested a fixed, fully loaded refrigerated container-based lane rates for sea shipments, along with four air-lane rates set by weight ranges (expressed by kilo)
This signifies that in the item list within Ivalua **Suppliers shall quote their full reefer container country lane rate and/or country air-lane band rates pricing per destination**. The quoted pricing **for full reefer container country lane rate for sea shipments and country air-lane band rates for air shipments is exclusive of the product itself**, but these rates shall be inclusive of all related logistics activities covered under the incoterm.
For countries with multiple ship-to locations if the rates differ by end destination. Please quote the highest lane rate as the unit price under 'D-Term Land Items' grid. However, please provide the rates for other ship- to locations for the country under the 'remarks' section of the grid for the country/lane combination.

4.3 Answer 'Questionnaire' section for Lot 1

Component 1: Updating Required Representations and Certifications
Chemonics requires that all Suppliers update representations and certifications as a part of this solicitation. The most recent version of the representations and certifications is available in Ivalua. Suppliers are required to complete, and upload *newly* signed representations and certifications as a part of their technical proposal. Please download and sign all *Required Certifications* and attach the files.

Component 2: Unique Entity Identifier (UEI)
As effective April 4, 2022, a Unique Entity ID (UEI) issued through the System for Award Management (SAM) is the authoritative unique entity identifier used by the federal government. The Unique Entity ID (SAM) is a 12-character alphanumeric value. The Unique Entity ID (SAM) is issued by the government as part of the SAM registration process. There is no fee to obtain a Unique Entity ID (SAM).

All entities currently registered in SAM.gov have already been assigned their UEI (SAM) within the system. For those not registered yet, this GSA video explains which entities should undertake the full SAM.gov registration process and which may need to obtain their UEI (SAM). Additional guidance can be found here on quickly acquiring a UEI (SAM) without undertaking the full SAM registration process.

As part of their response to this RFP, Chemonics requires that all Suppliers/Offerors submit a copy of their UEI number. In the event that the UEI is in process at the time of the RFP deadline, Suppliers/Offerors are required to upload proof that the UEI application is in process. GHSC-PSM will modify existing IDIQ contract(s) to include the UEI. Suppliers are also requested to add their UEI number if the Ivalua supplier record.

Component 3: GHSC-QA Product and DAP/DDP Eligibility Requirements
GHSC-PSM, on behalf of GHSC-QA released **GHSC-PSM-ARV-RFP_QA-2023 (BPM002410)** on July 7, 2023. Based on the responses to BPM002410, GHSC-QA shall provide GHSC-PSM with Supplier Product Eligibility and a supplier score, Supplier DAP/DDP Eligibility, and approved freight partner list to be used as requirements under the GHSC-PSM Global RFP. Suppliers are required to

confirm having provided GHSC-QA complete and accurate information requested through **GHSC-PSM-ARV-RFP_QA-2023 (BPM002410).**

Suppliers shall continue to provide GHSC-QA with product documentation updates on a continuous basis. However, new information submitted after the closing date of BPM002410 may not be factored into eligibility and evaluation submitted to GHSC-PSM by GHSC-QA for the purposes of GHSC-PSM Global RFP.

Component 4: Supply Security
An excel-based API Source form is made available through this RFP event in Ivalua. Suppliers shall be required to update their approved API source(s) information for product(s) they intend to offer. Suppliers are required to provide complete and accurate information of their API sources for single molecule and Finished Dose Formulations (FDFs), specifically indicate if manufactured in-house and/or externally sourced. Offerors shall be rated based on their in-house manufacturing capability and their ability to de-risk supply security due to sole source dependencies.

Component 5: Product Registrations
Through this RFP, an Excel-based Registration Data Form is made available via Ivalua. Furthermore, a dedicated Google Drive folder will be established for each supplier, with folder links shared individually by August 15th, 2023.

Suppliers are required to update the registration status of their offered product(s) for all D-Term countries (excluding Haiti) using the Excel Registration form. Concurrently, suppliers must furnish evidence validating the active or pending registration status of their product in each of the nine D-Term countries via the supplier-specific Google Drive folder.

The registration information is vital to the Chemonics allocation process. The submitted product registration information shall factor into the evaluation of country-specific allocations for all D-Term countries except Haiti. In instances where a supplier is unable to furnish the necessary documentation to verify product registration status within a country, Chemonics reserves the right to the treat the product as 'unregistered' and exclude the supplier from allocation considerations.

Component 6: Product Packaging Information
An Excel-based Product Packaging Information data form is available via Ivalua. Suppliers interested in offering D-Term services must complete this form. Suppliers are required to **specify the maximum unit (bottles/packs) quantities** they can fit into:

a) one (1) Full 40' Reefer container for ocean shipments
b) 5000Kg air shipment
c) 3000Kg air shipment
d) 1000Kg air shipment
e) 500Kg air shipment

Suppliers are required to provide accurate quantities as the packaging information submitted via the RFP response shall be utilized to determine D-Term pricing as detailed in '**Component 7: D-Term Program and establishing D-Term ARV Pricing'**

Component 7: D-Term Program and establishing D-Term ARV Pricing
In FY24 GHSC-PSM has a goal of fulfilling 60% of all the ARV procurement orders via modified DDP/DAP incoterms. To support achievement of this target, GHSC-PSM has outlined some important considerations and detailed a D-Term pricing approach.

Chemonics
Development works here.

Suppliers interested in offering D-TERM services *(managing and delivery products under DAP and DDP incoterms)* are required to be deemed eligible by GHSC-QA based on the responses to GHSC-PSM-ARV-RFP_QA-2023 **(**BPM002410). GHSC-QA shall provide GHSC-PSM with supplier DAP/DDP Eligibility, and a list of approved freight partner(s) per eligible supplier**.** GHSC-QA evaluation outcome then shall be utilized by GHSC-PSM to rate the supplier against the D-Term Eligibility criteria of this RFP.

Modified DAP incoterms will be used exclusively for Kenya due to the need to clear under bond and for the country to obtain VAT and duty-free waivers for importation.. GHSC-PSM shall manage the clearing under bond through our 3PL partner. For the other D-term countries GHSC-PSM shall use a *modified* DDP incoterm. The incoterm is modified as GHSC-PSM field offices and USAID-funded DRC and Tanzania staff will obtain VAT and duty-free waivers for importation. Under *modified* DAP and/or *modified* DDP terms, in no event shall suppliers include VAT and duty components to the offered DAP and DDP lane rates.

Sea Shipments and US Flag Vessels. Under FAR clauses, FAR 752.247-70 preference for privately owned U.S. flag commercial vessels, suppliers delivering ARVs under D-terms are required to comply with the United States Maritime Administration requirements by delivering product on U.S.-flag sea vessel (MARAD). Suppliers shall provide GHSC-PSM with one legible copy of a rates on-board ocean bill of lading for each ocean (sea) shipment no less than 10 days from the departure of vessel. Suppliers are advised to factor this requirement into their planning and costing.

Temperature Monitoring Devices for Sea Shipments. Suppliers may be required to provide value added services such as the addition of Temperature Monitoring Devices (TMDs) in shipments – also referred to as data loggers – as requested. When TMDs are required, the following guidelines shall apply to the Supplier:

- *Transport Temperature Requirements*. Chemonics considers the storage conditions listed on the product packaging as the transportation and storage requirements, unless specific guidance is submitted in advance from the manufacturer that products can be transported at a higher temperature and that guidance is accepted by GHSC-QA.
- *Preferred Temperature Monitoring Devices (TMDs).* When suppliers are required, or requested, to provide TMDs, Chemonics prefers that WHO approved "plug and play" TMDs are utilized to allow the recipient country to download the data (and share it with the supplier when requested). Suppliers shall be responsible for covering shipping costs associated with TMDs that must be shipped back to the supplier for reading.
- *Number of TMDs per Shipment*. For orders requiring a TMD, Chemonics shall indicate the number of TMDs per shipment in the corresponding purchase order. However, for sea shipment orders requiring a TMD, Chemonics does require a minimum one TMD per reefer container.
- *Placement of TMDs*. Based on WHO Technical Guidance, to capture ambient temperature exposure, TMDs should be placed in direct contact of the outside of a shipper box, or a place in a well-ventilated box immediately next to the product. The TMD should not be placed inside a shipper box. When a single TMD is used in a container, it is recommended the TMD is placed in a spot most susceptible to failure; in many cases this is likely to be the top corner of a payload. The TMD should have unobstructed access to the ambient air while considering the need to protect the device from damage during shipment.
- *Notification of the Type and Location of the TMD*. The supplier is required to notify Chemonics of the type of TMD being included in the shipment. The supplier shall also mark the pallet that has a TMD attached within the shipment

and mark the specific shipper box. Additionally, the Supplier shall indicate the number and location(s) of the TMD within the submitted paperwork for this shipment. For air shipments that include a TMD, suppliers must highlight in the shipment documentation if Lithium Batteries are included in the TMD. This policy aligns with IATA guidance: *2021 Guidance Document – Battery Powered Cargo Tracking Devices / Data Loggers Revised for the 2021 Regulations – Revision 1*

- *Temperature Requirements for Local and/or In-Country Deliveries.* Suppliers are required to ensure transportation and storage requirements are maintained throughout product delivery – this includes local and regional deliveries that may be completed by road. Temperature controlled vehicles are required for cold chain and frozen commodities, but also for standard commodities in locations where the external temperatures may result in an excursion from the product temperature specifications. Chemonics and GHSC-QA maintain the right to request the Subcontractor to complete Corrective and Preventive Action (CAPA) plans to improve on or eliminate identified elements of deficiency or risk pertaining to this subcontract or any other subcontract with Chemonics and/or the Suppliers oversight and management of its partners. Both Chemonics and GHSC-QA partner FHI360 maintain the right to conduct an audit of the Supplier's systems and processes pertaining to this subcontract and any other subcontract with Chemonics and oversight of the services (including D-Term services) with advanced notification. Failure by the Supplier to provide and successfully implement a CAPA plan or agree to an audit may result in the suspension of the respective subcontract and additional actions, including but not limited to participation in the D-Term program and/or future award allocations (e.g. no POs will be placed until respective deficiencies are addressed).

Suppliers interested to offer D-Term services shall be required to detail the process they follow to ensure temperature control and monitoring during the storage and transportation of the products while in their/ chain of custody.

Note: For orders processed under FCA incoterm, GHSC-PSM is currently evaluating the supply of temperature monitoring devices (TMDs) to Suppliers. Suppliers are requested to provide feedback and concerns regarding receiving TMDs from Chemonics. Additionally, Suppliers are invited to propose alternatives and associated costs, if applicable, for TMDs to ensure temperature control of products.

D-TERM pricing is comprised of two components: FCA unit pricing and freight/logistics costs. For compliance purposes, under the fixed price IDIQ, GHSC-PSM will issue fixed unit prices on purchases orders that are inclusive of the FCA and freight costs (one fixed unit price). To collect offered D-Term pricing for each of the ARV products listed in the Item List grid (also listed in Annex 1), GHSC-PSM has requested a fixed, fully loaded refrigerated container-based lane rates for sea shipments, along with four air-lane rates set by weight ranges (expressed by kilo) for each of the countries. This signifies that in the item list within Ivalua **Suppliers shall quote their full reefer container country lane rate and/or country air-lane band rates pricing per destination**. The quoted pricing **for full reefer container country lane rate for sea shipments is exclusive of the product itself**, but these rates shall be inclusive of all related logistics activities covered under the incoterm. The quoted pricing **for country air-lane band rates for air shipments is also exclusive of**

the product. Interested suppliers shall quote their full reefer container lane rates to target countries under the 'Item section' of the RFP and within the 'D-Term Sea-Items' tab and air-lane band rates within the 'D-Term Air-Items'.

Establishing D-TERM Pricing for Each ARV Order being shipped by Air and Sea. GHSC-PSM is required to issue purchase orders with a fixed unit product price. To ensure Suppliers understand how D-TERM pricing will be represented on future purchase orders we provide the following explanation:

Air Shipments. For air shipments, GHSC-PSM shall establish fixed unit prices within the IDIQ for four weight bands based on kilos:

- Bracket 1: 1 to 500 kilos
  - Bracket 2: 501 kilos to 1,000 kilos
  - Bracket 3: 1,001 kilos to 3,000 kilos
  - Bracket 4: 3,001 kilos to 5,000 kilos

Product	Weight Band	Est. Bottle Qty per Band	Zambia Air Fixed Unit Price
X - 30-ct bottle	1- 500 kg	1,000 - 6,999	$4.25
	501 - 1,000 kg	7,000 - 15,000	$2.95
	1,001 - 3,000 kg	15,001 - 45.000	$2.88
	3,001 - 5,000 kg	45,001 - 78,300	$2.79

For each order with air as the mode of shipment, the corresponding Fixed Unit Price for the calculated weight band shall be placed on the purchase order. For example, Supplier A has the following DDP air country lane-rates established within their IDIQ agreement for Product X to Zambia: If Zambia places an order for 38,000 bottles of product X and Supplier A is allocated the order, GHSC-PSM will use the weight band of 1,001 – 3,000 kg and establish a price of $2.88 per unit on the purchase order.

All quoted air country-lane rates (bands) shall be inclusive of all associated logistics activities/costs and final delivery costs to the identified destination in country, however excludes any product cost.

Sea Shipments. For D-Term Sea shipments, the process to identify the fixed unit differs. Suppliers shall propose a fixed container reefer rate within the IDIQ agreement for each D-Term country lane, based on the container being full (max number of pallets/units). The proposed fixed container reefer rate is exclusive of the product cost. Suppliers shall indicate the maximum number of bottles/packs that can be placed in a full container for each product. For each order placed by a country GHSC-PSM uses a pricing methodology that calculates a fixed product unit "up-charge" rate based on the established container rate and quantity of product ordered. This "up-charge" is then added to the Supplier's established FCA unit price. Note: the established container rate is inclusive of all logistics costs to point of delivery specified on the purchase order. Details of the methodology include:

- Utilize the established product allocation tables and fixed FCA unit prices for each ARV product.
- Calculate the number of containers required to deliver the order by dividing the order quantity against the maximum number of units (bottles/packs) that the chosen supplier can fit into a full container for the product
- Calculate the per unit "D-Term up-charge" to cover the cost of the required containers by dividing the total cost of the required container(s) for the order (by country) by the total ordered quantities. Both parties agree that the "D-Term up-charge" shall be rounded to the

nearest two decimals. GHSC-PSM shall round the quotient two places – rounding down if the third decimal is 0-4 and up if the third decimal is 5-9.

- Add the calculated "D-Term up-charge" to the established FCA price to result in the order specific DAP/DDP unit price.

The product of the D-TERM price times the total ordered quantity shall equal the FCA unit price times the quantity ordered plus the established container price.

An example of a D-Term price calculation for Sea as the Mode of Shipment is below:

Destination Country	INCO terms	Mode of Shipment	Suppler A Container Rate	Supplier A Units per Container
Zambia	DDP	Ocean	$15,000.00	150,000
Supplier A established FCA Unit Rate for Product X = $3.50				

Zambia places an order for 125,000 units of Product X, 60 Tablets. GHSC-PSM intends to deliver the product under DDP Incoterms. GHSC-PSM determines that one (1) container is required as Supplier A can fit 150,000 units in a container. The cost of the container for the Zambia Lane is $15,000. The $15,000 container cost is divided by the ordered quantity (125,000) to calculate the "DAP/DDP up-charge "of $0.1200. This upcharge is added to the FCA price of $3.50 for Product X to establish the DDP unit price of $3.62 for this order ($3.50 + $0.12 = $3.62).

D-Term Price Validity Period. Proposed and established D-TERM sea and air rates cannot be exceeded once they are established in the IDIQ contract. These rates shall be fixed for a twelve-month period (estimated November 28, 2023-November 27, 2024). Quoted rates shall include associated logistics activities, temperature data loggers, and final delivery to the identified destination in country. Suppliers shall be required to uphold the established D-Term Lane rates for Purchase Orders executed within the price validity period (November 28, 2023 - November 27, 2024), even when the delivery window extends beyond this period and continues through May 31, 2025. Failure to uphold the established price may lead to reallocation of the order to other eligible suppliers. Suppliers are kindly requested to consider these factors when submitting D-Term Lane rates in response to this RFP.

For purchase orders intended for awards during the price validity period, should none of the allocated suppliers be able to honor the rates, Chemonics reserves the right to openly compete the order amongst the eligible suppliers.

D-Term Requirements for Sea Shipments (DAP/DDP). GHSC-PSM only requires DAP pricing for Kenya. This is because of the need to clear the goods under bond, which the GHSC-PSM appointed 3PL will manage. All other countries Suppliers shall quote under DDP. Suppliers who submit quotations for D-Term shall be responsible for:

a. Selecting, vetting, and monitoring 3PLs and/or contracted partners to ensure product integrity is maintained while the product is in their custody
b. Managing and reporting product quality incidents (e.g., temperature excursions) and recalls, including the role of all corresponding 3PLs and/or contracted suppliers, in ensuring product integrity is maintained while the product is in their custody
c. Arrange ocean transportation from manufacturing site to destination port (Full Container Load (FCL), including refrigerated ocean services only)
d. Ensure appropriate number of temperature monitoring devices are placed within each reefer container for each order, and ensure temperature data can be shared upon request

e. Arrange Inland transportation (road) as required (origin and/or destination) including door pickup or delivery as per booking
f. Report Verified Gross Mass (VGM) to carrier (ocean)
g. Expedite shipments when needed
h. Arrange and/or split D-term orders by air and sea should a cost savings be realized by splitting the order between two modes of shipment (air and sea)
i. Prepare shipment and customs clearance related documents (invoice, packing list, HTS classification, license determinations, along with other country-specific requirements)
j. Coordinate with designated GHSC-PSM representatives and non-Field Office representatives to process duty and import waivers and other required documentation for a successful and timely clearing of goods
k. Clear customs including support/communication on required exemption processes, new regulations, document validation and classifications
l. Provide email pre-alert to the appointed country GHSC-PSM ARV Procurement Supervisor and other stakeholders with all shipment documents, a) Air shipment - at least one business day prior to air shipment departure,
m. Sea shipment - A House Bill of Lading should be provided at least 72 hours prior to sea shipment departure; pre-alert after 5 or less business days of departure and should include the Master Bill of Lading
n. Provide signed Proof of Delivery (POD) for all shipments on delivery of shipment to consignee
o. Provide accurate and complete documentation for tracking and compliance purposes
p. Provide value adding services such data loggers if requested and agreed in advance
q. Offer an external facing method to share transportation data and order visibility while under supplier chain of custody (e.g., external logins to systems, partner SharePoint, EDI, etc.)
r. Assist GHSC-PSM with the MARAD compliance to United States Maritime Administration requirements by providing the procurement specialist with one legible copy of a ***rated*** on-board ocean bill of lading for each ocean (sea) shipment no less than 10 days from departure of vessel. Non-submission of bill of ladings may result in suspension of services.

D-TERM Consolidation Efforts. One objective for GHSC-PSM is to work with countries to align requested delivery date timelines for multiple ARV orders, and to consolidate smaller shipments into one or more containers, when possible. This may result in freight cost savings and reduced workload for the country teams (clearing). For all D-TERM orders, Chemonics reserves the right to combine purchase orders into a single shipment (and a single container) if the purchase orders result in underutilized containers. As part of the response to this RFP, Suppliers are requested to inform GHSC-PSM if they can consolidate purchase orders into one shipment when requested, explain how GHSC-PSM can make this process easier for the supplier, and detail the factors that may impede the supplier to consolidate orders. Suppliers are encouraged to proactively inform GHSC-PSM if they identify opportunities to consolidate multiple purchase orders into a single shipment.

Notice to Suppliers Submitting Offers for D-term Services:

- GHSC-PSM will not review or evaluate D-term pricing information submitted by interested ARV suppliers should they be deemed ineligible by GHSC-QA through GHSC-PSM-ARV-RFP_QA-2023 (BPM002410).

- Post award, successful offerors may not stage ARV products ordered by GHSC-PSM at an additional facility or warehouse location without notifying GHSC-PSM and GHSC-QA and obtaining prior approval for use of these sites. Failure to comply with this requirement may result in suspension of service and will impact a supplier's performance scorecard

- GHSC-PSM reserves the right to split orders by air and sea if it is determined that cost savings can be realized by shipping an order through a combination of air and ocean.

- Purchase order pricing for D-term shipments will only list the established DAP/DDP unit price.

Component 8: Global Allocation of Global GHSC-PSM Demand for Dolutegravir/ Lamivudine/Tenofovir DF 50/300/300 mg Tablet (TLD)

GHSC-PSM intends to allocate 85% of the Global, Non-Southern Africa demand for Dolutegravir/Lamivudine/Tenofovir DF 50/300/300 mg Tablet, hereinafter TLD, that materializes as firm purchase orders over the one-year period (November 28, 2023, to November 27, 2024) amongst a maximum of five (5) eligible supplier, established as Global TLD suppliers. Each of the established Global TLD suppliers shall be awarded a market share percentage of 85% of the identified global TLD business that materializes from the Non-Southern Africa demand.

The market share split or supplier award targets shall be based on the variance between supplier final scores which is an outcome of this RFP evaluation.

Any supplier(s) shortlisted or selected for the Global Allocation, who offers TLD with a total shelf life of less than 36 months, may be granted a conditional award. The allocation of orders against their target awards shall be made only upon the supplier's eligibility[4] to offer 36-month product. Furthermore, PSM shall not compensate for any lost allocation volumes due to supplier’s inability to provide a 36-month product.

As requisition orders for TLD materialize and are approved, the corresponding purchase orders may be allocated between one or more of the five suppliers. GHSC-PSM does not envision splitting individual requisition orders amongst all eligible suppliers. Over the course of the year, GHSC-PSM shall strive to minimize the gap between cumulative order allocation volume to suppliers award targets, however, if supplier is unable to meet specific order requirements, GHSC-PSM does not guarantee to achieve the set targets specifically, when the supplier has failed to meet the country specific order requirements.

The current forecasted global demand for TLD earmarked for GHSC-PSM can be found within ‘Lot 1 ARV Demand’ Section in Ivalua. Based on the current forecasted demand from supply plans and firm demand submitted to-date and factoring in the procurement to delivery lead-times to countries, the current estimated volume for procurement for the Non-Southern African countries is 3.15 million packs of TLD 90-ct equivalents.

GHSC-PSM shall therefore award 85% of this identified Global demand (Non-Southern Africa demand), or 2.7M million packs of TLD 90-ct equivalents to successful Offerors. Disclaimer: GHSC-PSM does not guarantee that this level of business will materialize nor is GHSC-PSM able to commit to these order volumes. In contrast, should demand materialize beyond the 2.7 million packs, global TLD suppliers shall be allocated this additional demand.

4.4 Answer ‘Item’ section for Lot 2: VMS FCA Price Offer

[4] Should be approved by GHSC-QA and eligible for procurement.

Current eligible VMS Suppliers shall submit FCA unit pricing for TLD being pre-positioned and offered from the approved VMS warehouse within the 'ARV Item List' subsection within the 'Item' grid of Ivalua. The offered and established FCA price shall be fixed over the one-year period (November 28, 2023 to November 27, 2024).

As part of establishing FCA unit pricing, GHSC-PSM requests each supplier to include responses to the following Item Fields within the Item List of Ivalua.

Column Name	Definition
Unit Price	FCA Unit price
Supply Lead Time	Lead time in number of days from receiving PO to making shipment commercial documents available
Remarks	Any remark you wish to share that is relevant to the bid

4.5 Answer 'Item' section for Lot 2: VMS D-Term Price Offer

VMS D-Term Fixed Land Lane Rates: Suppliers shall submit D-Term Land Lane Rates in the 'Item List' grid, under 'D-term Land -Items' subsections. To collect offered lane rates for deliveries from the supplier's QA approved VMS warehouse to four of the D-Term PEPFAR countries in Southern Africa by land (also defined as by road). This assumes delivery in temperature-controlled truck(s). GHSC-PSM intends to fix the lane rates for the period from November 28, 2023, to November 27, 2024. The list of identified delivery lanes, by land are listed below:

- Eswatini
- Mozambique
- Zambia
- Zimbabwe

Suppliers shall quote their full temperature-controlled truck load lane rate per destination country. The quoted pricing **for full truck load country lane rate is exclusive of the product itself**, but these rates shall be inclusive of all related logistics activities covered under the incoterm.

Suppliers shall quote their full truck load lane rates to target countries under the 'Item section' of the RFP and within the 'D-Term Land-Items' tab.

For countries with multiple ship-to locations if the rates differ by end destination. Please quote the highest lane rate as the unit price under 'D-Term Land Items' grid. However, please provide the rates for other ship- to locations for the country under the 'remarks' section of the grid for the country/lane combination.

VMS Africa D-Term Sea and Air Ceiling Lane Rates GHSC-PSM seeks to establish sea and air ceiling rates for delivering TLD 90 from the supplier's QA approved VMS warehouse(s) to PEPFAR countries by ocean and air. The proposed sea ceiling lane rates shall be to deliver full reefer containers and the proposed air ceiling rates shall be based on four kilo bands.

Bracket 1: 1 to 500 kilos
Bracket 2: 501 kilos to 1,000 kilos
Bracket 3: 1,001 kilos to 3,000 kilos
Bracket 4: 3,001 kilos to 5,000 kilos

Suppliers are requested to quote sea and air lane ceiling rates to the following countries:

- Democratic Republic of Congo

- Haiti
- Kenya
- Nigeria
- Tanzania
- Uganda

The delivery cities for the above 6 countries are detailed in Annex 2 of this document. For countries with multiple ship-to locations, if the rates differ by end destination, please quote the highest lane rate as the unit price under 'D-Term Sea-Items', 'D-Term Air-Items' subsections within the 'Item' grid. However, please provide the rates for other ship- to locations for the country under the 'remarks' section of the grid for the country/lane combination.

4.6 **Answer 'Questionnaire' section for Lot 2: Vendor Managed Solutions (VMS)**

Component 1: Annual Allocation of Vendor Managed Solutions (VMS) in Southern Africa for Dolutegravir/ Lamivudine/Tenofovir DF 50/300/300 mg Tablet (TLD)

In FY23 GHSC PSM competed and awarded three (3) suppliers for the VMS strategy for TLD within the Southern Region of Africa with a one-year option. In FY24 GHSC-PSM intends to utilize the option and allocate all of the Southern Africa forecasted GHSC-PSM demand for Dolutegravir/Lamivudine/Tenofovir DF 50/300/300 mg Tablet, hereinafter TLD, that materializes as firm purchase orders for a one-year period (November 28, 2023, to November 28, 2024). The established three (3) VMS suppliers with TLD positioned in QA approved warehouses in Southern Africa. Each VMS supplier will be awarded a market share percentage of the TLD business that materializes from the Southern Africa demand.

Considering the constrained demand and potential expiration risk associated with the 180-pack presentation of TLD, within this option period (November 28, 2023, to November 27, 2024), any emerging demand for the 180-pack variant originating from the Southern African region may be fulfilled through direct shipment from the supplier's manufacturing facility to the destination countries.

The market share split, or supplier award ratios shall be based on the variance between final scores evaluation results. As requisition orders for TLD materialize and are approved, the corresponding purchase orders will be allocated between the suppliers. GHSC-PSM does not envision splitting each purchase order three ways, but instead will allocate the awards between suppliers and work to stay within established ratio award splits.

The current forecasted global demand for TLD earmarked for GHSC-PSM can be found within 'Lot 1 ARV Demand' Section in Ivalua. Based on the current forecasted demand from supply plans and firm demand submitted to-date and factoring in the procurement to delivery lead-times to countries, the current estimated volume for procurement for the Southern African countries is 1.78 million packs of TLD 90-ct equivalents.

GHSC-PSM shall therefore award the identified Southern African demand or 1.78M million packs of TLD 90-ct equivalents amongst the three VMS partners based on the award ratios established through this RFP. Disclaimer: GHSC-PSM does not guarantee that this level of business will materialize nor is GHSC-PSM able to commit to these order volumes. In contrast, should demand materialize beyond the 1.78 million packs from the Southern African Region, VMS partners shall be allocated this additional demand.

Component 2: Establishing TLD D-Term Fixed Land Rates for VMS

D-TERM pricing is comprised of two components: FCA unit pricing offered from and freight/logistics costs. For compliance purposes, under the fixed price IDIQ, GHSC-PSM will issue fixed unit prices on purchases orders that are inclusive of the FCA and freight costs (one fixed unit price).

Southern Africa VMS D-Term Fixed Lane Rates. GHSC-PSM seeks to establish fixed lane rates for deliveries from the supplier's QA approved VMS warehouse to four of the D-Term PEPFAR countries in Southern Africa by land (also defined as by road). This assumes delivery in temperature-controlled truck(s). GHSC-PSM intends to fix the lane rates for the period from November 28, 2023 to November 27, 2024. The list of identified delivery lanes, by land are listed below:

- Eswatini
- Mozambique
- Zambia
- Zimbabwe

Suppliers shall quote their full temperature-controlled truck load lane rate per destination country. The quoted pricing **for full truck load country lane rate is exclusive of the product itself**, but these rates shall be inclusive of all related logistics activities covered under the incoterm.

Suppliers shall quote their full truck load lane rates to target countries under the 'Item section' of the RFP and within the 'D-Term Land-Items' tab.

For countries with multiple ship-to locations if the rates differ by end destination. Please quote the highest lane rate as the unit price under 'D-Term Land Items' grid. However, please provide the rates for other ship- to locations for the country under the 'remarks' section of the grid for the country/lane combination.

Suppliers shall be required to uphold the established D-Term Lane rates for Purchase Orders executed within the price validity period (November 28, 2023 - November 27, 2024), even when the delivery window extends beyond this period and continues through May 31, 2025. Failure to uphold the established price may lead to reallocation of the order to other eligible suppliers. Suppliers are kindly requested to consider these factors when submitting D-Term Lane rates in response to this RFP.

Maximum quantity of TLD 90 per full truck load: An Excel-based Product Packaging Information data form is available via Ivalua. Suppliers must complete this form. Suppliers are required to **specify maximum unit (bottles/packs) quantities** they can fit into a full temperature controlled truck.

Land Shipments. For D-Term Land shipments, the process to identify the fixed unit process is similar to D-Term sea shipments. Suppliers shall propose a fixed full truck load truck rate within the IDIQ agreement for each D-Term country lane, based on a full truck load (max number of pallets/units). The proposed fixed temperature-controlled truck rate is exclusive of the product cost. Suppliers shall indicate the maximum number of bottles/packs that can be placed in a full truck load. For each order placed by a country GHSC-PSM uses a pricing methodology that calculates a fixed product unit "up-charge" rate based on the established truck rate and quantity of product ordered. This "up-charge" is then added to the Supplier's established VMS FCA unit price. Note: the established container rate is inclusive of all logistics costs to point of delivery specified on the purchase order. Details of the methodology include:

- Utilize the fixed VMS FCA unit prices.
- Calculate the number of containers required to deliver the order by dividing the order quantity against the maximum number of units (bottles/packs) that the chosen supplier can fit into a full truck load.
- Calculate the per unit "D-Term up-charge" to cover the cost of the required trucks by dividing the total cost of the required truck(s) for the order (by country) by the total ordered quantities. Both parties agree that the "D-Term up-charge" shall be rounded to the nearest two decimals. GHSC-PSM shall round the quotient two places – rounding down if the third decimal is 0-4 and up if the third decimal is 5-9.
- Add the calculated "D-Term up-charge" to the established VMS FCA price to result in the order specific DDP unit price.

The product of the D-TERM price times the total ordered quantity shall equal the FCA unit price times the quantity ordered plus the established truck price.

An illustrative example of a D-Term price calculation Land as the Mode of Shipment is below:

Destination Country	INCO Terms	Mode of Shipment	Supplier A Truck Rate	Supplier A Units per Full Truck Load
Zambia	DDP	Land	$5,000	50,000
Supplier A established FCA unit price for TLD 90 = $12				

Zambia places an order for 125,000 units of TLD 90. GHSC-PSM intends to deliver the product under DDP Incoterms. GHSC-PSM determines that three (3) trucks is required as Supplier A can fit 50,000 units in a full turck load. The cost of the truck for the Zambia Lane is $5,000. The $15,000 truck cost is divided by the ordered quantity (125,000) to calculate the "DAP/DDP up-charge "of $0.1200. This upcharge is added to the VMS FCA price of $12.00 for TLD-90 to establish the DDP unit price of $12.12 for this order ($12.00 + $0.12 = $12.12).

Component 3: Establishing TLD D-Term Ceiling Price for VMS

For the six (6) D-Term countries outside of the Southern African region that PSM does not intend to utilize stock pre-positioned at suppliers' QA approved VMS warehouse(s) on a routine basis, GHSC-PSM would like to establish ceiling rates for both air and sea shipments.

VMS Africa D-Term Sea and Air Ceiling Lane Rates GHSC-PSM seeks to establish sea and air ceiling rates for delivering TLD 90 from the supplier's QA approved VMS warehouse(s) to PEPFAR countries by ocean and air. The proposed sea ceiling lane rates shall be to deliver full reefer containers and the proposed air ceiling rates shall be based on four kilo bands.

Bracket 1: 1 to 500 kilos
Bracket 2: 501 kilos to 1,000 kilos
Bracket 3: 1,001 kilos to 3,000 kilos
Bracket 4: 3,001 kilos to 5,000 kilos

Suppliers are requested to quote sea and air lane ceiling rates to the following countries:

- Democratic Republic of Congo

- Haiti
- Kenya
- Nigeria
- Tanzania
- Uganda

The delivery cities for the above 6 countries are detailed in Annex 2 of this document. For countries with multiple ship-to locations, if the rates differ by end destination, please quote the highest lane rate as the unit price under ‘D-Term Sea Items’, ‘D-Term Air Items’ and ‘D-Term Land Items’ grid. However, please provide the rates for other ship- to locations for the country under the ‘remarks’ section of the grid for the country/lane combination.

These rates shall be fixed for a twelve-month period (estimated November 28, 2023-November 27, 2024). Quoted rates shall include associated logistics activities, temperature data loggers, and final delivery to the identified destination in country.

Should GHSC-PSM allocate a TLD order to a VMS supplier and request it to be delivered by air, the Supplier shall be given up to five (5) working days to provide a firm quotation for delivery of the TLD by air (based on quantity and weight). Suppliers are requested to quote the per KG rate for each of the four weight bands. The expectation is that the offered quotation shall not exceed the established ceiling for the band.

Suppliers shall be required to uphold the established D-Term Lane rates for Purchase Orders executed within the price validity period (November 28, 2023 - November 27, 2024), even when the delivery window extends beyond this period and continues through May 31, 2025. Failure to uphold the established price may lead to reallocation of the order to other eligible suppliers. Suppliers are kindly requested to consider these factors when submitting D-Term Lane rates in response to this RFP.

Section III: Evaluation Criteria and Award Process

1. Overview of Evaluation Criteria and Award Process

GHSC-PSM anticipates the award of a subcontract with the Supplier(s) who follow the solicitation instructions, continue to meet the eligibility requirements established in the existing Long-Term Agreements, and are determined to be responsible, eligible supplier(s) for the specified items.

Proposals that meet the minimum requirements will be evaluated based on the evaluation criteria referenced in the RFP either as an attachment, in the Ivalua Questionnaire, or the Item Grid and documentation made available through supplier specific Google Drive folders.. It is anticipated that award(s) will be made based on original quotations and the below referenced evaluation criteria among all qualified suppliers.

Detailed below is the evaluation criteria and award allocation for ARV products sourced through an FCA/D-Term annual allocation strategy, global GHSC-PSM demand TLD allocation strategy, and Vendor Managed Solutions (VMS).

For clarity, GHSC-PSM has divided this RFP into two lots: (Lot 1) FCA/D-term and (Lot 2) Vendor Managed Solutions (VMS). GHSC-PSM intends to evaluate and award through IDIQ modifications on or before November 17, 2023.

Evaluation section for Lot 1: FCA, D-TERM, and GHSC-PSM Global TLD Allocation

GHSC-PSM shall evaluate both price and non-price factors in a Tradeoff process and award upon a best value continuum. Evaluation factors other than cost or price, when combined, are significantly more important than cost or price.

Registration information shall be utilized in the evaluation of country specific allocation for countries which require registration. For evaluation purposes, allocations based on registration status give preference to active registrations over pending registrations.

1.1 Annual Allocation Products: GHSC-PSM shall allocate ARVs listed in Annex 1 (excluding TLD) by establishing a primary, secondary, and where applicable tertiary supplier by PEPFAR country serviced. A primary, secondary, and tertiary supplier shall be established for each product and each D-Term country (when possible);. For products with only one eligible supplier, the eligible supplier is default primary across all markets.

Evaluation Criteria Proposals that meet the minimum requirements will be evaluated based on the following evaluation criteria listed in order of importance:

i. **D-Term Eligibility**

GHSC-PSM, on behalf of GHSC-QA, Chemonics released **GHSC-PSM-ARV-RFP_QA-2023 (BPM002410)** on July 7, 2023. Based on the responses to BPM002410, GHSC-QA shall provide GHSC-PSM with Supplier DAP/DDP Eligibility, and approved freight partner list to be used as requirements under the GHSC-PSM Global RFP.

Suppliers qualified to deliver ARVs under DAP/DDP incoterms shall gain a competitive advantage to those who do not. Under this evaluation criteria offerors shall be evaluated on being deemed GHSC-QA eligible; giving preference to those deemed eligible with more than one logistics provider.

ii. **Offered Price (FCA and D-Term Lane rates)**

For Non-D-Term market (Rest of the World) offers will be ranked evaluated on proposed FCA prices.

D-Term Lane Rate Reasonableness check: GHSC-PSM shall evaluate the reasonableness of the offered sea/air rates against market rates available to GHSC-PSM at the time of evaluation, should the evaluation outcome indicate significant deviations of supplier quoted rates from the prevailing market rates, GHSC-PSM reserves the right to engage in negotiations with identified supplier(s) directly and request for revised prices.

For each of the D-Term target countries, offers shall be evaluated based on a blended D-Term Sea lane rate, average of the four weight band Air lane rate, and FCA pricing, with higher weightage applied to D-term Sea lane rate pricing.*

**Exception for D-term target country of Nigeria, offers shall be evaluated on a blended D-Term Sea lane rate, Air lane rate, and FCA pricing, with higher weightage applied to D-term Air lane rate pricing.*

iii. **Supplier Past Performance**

Past performance is evaluated based on adherence to the terms and conditions on the previous and on-going contracts with the same supplier based upon supplier scorecard performance scoring (e.g. on-time performance, incidents, GS1 compliance, qualitative factors). In the case of an offeror without a record of relevant past performance or for whom information on past performance is not available, the offeror will not be evaluated favorably or unfavorably on past performance.

iv. **Product Shelf-Life**

Suppliers will be awarded points evaluated based on total shelf life of product offered of below 24 months, at 24 months or above 24 months; giving preference to those with product total shelf-life greater than 24 months.

*For allocations in Tanzania, Congo DRC, and RDC preference shall be given to eligible suppliers offering products with 36-months or more total shelf life.

v. **.Supply Security**

Offerors shall be rated per product based on their capability to manufacture API in-house and potential to de-risk API associated supply disruptions due to sole source dependencies.

vi. **GHSC-QA Product Eligibility**

GHSC-PSM, on behalf of GHSC-QA, released GHSC-PSM-ARV-RFP_QA-2023 (BPM002410) on July 7, 2023. Based on the responses to BPM002410, GHSC-QA shall provide GHSC-PSM with Supplier Score to be used as evaluation. The score is averaged across manufacturing sites and the supplier shall be scored based on aggregate score.

Note that Chemonics reserves the right to include other criteria, based on the requirements of specific Requisition Orders. Chemonics also reserves the right to request information related to in-house quality control processes for all offered products during the contract period. It is anticipated that Orders will *be provided to a Supplier whose original offer represents the best value in accordance with the existing Allocation Strategy and the above referenced evaluation criteria, among all suppliers who qualify. However, Chemonics reserves the right to conduct negotiations with and/or request clarifications from any Subcontractor prior to award or prior to placing any orders. If there are significant deficiencies regarding responsiveness to the requirements of this RFP, an offer may be deemed "non-responsive" and thereby disqualified from consideration. Chemonics reserves the right to waive immaterial deficiencies at its discretion. In submitting a response to this RFP, the Suppliers understand that USAID is not a party to this solicitation and that the Suppliers agree that any questions or concerns hereunder must be presented (in writing with full explanations) to Chemonics for consideration. Chemonics reserves the right to cancel this RFP at any time.*

1.2 Annual Global Allocation of TLD earmarked for GHSC-PSM:

The evaluation of proposal for global allocation of TLD will be based on the below five (5) evaluation criteria. **Evaluation factors other than cost or price, when combined, are significantly more important than cost or price**

TLD through global allocation shall not have any country specific allocation. GHSC-PSM shall allocate a portion of the global GHSC-PSM TLD demand (85% of non-Southern Africa demand) amongst a maximum of five (5) suppliers based on overall evaluation.

D-Term eligibility is a pre-requisite for TLD Global Allocations. GHSC-PSM shall only consider suppliers who are deemed eligible to offer

Evaluation Criteria. TLD Global Allocation proposals that meet the minimum requirements shall be evaluated based on the evaluation criteria in order of priority as listed below:

i. **D-Term Eligibility Score**
GHSC-PSM, on behalf of GHSC-QA, Chemonics released **GHSC-PSM-ARV-RFP_QA-2023 (BPM002410)** on July 7, 2023. Based on the responses to BPM002410, GHSC-QA shall provide GHSC-PSM with Supplier DAP/DDP Eligibility, and approved freight partner list to be used as requirements under the GHSC-PSM Global RFP.

Under this evaluation criteria offerors shall be evaluated based on the number of approved freight partners, GHSC-PSM prefers more than one approved partner to de-risk any sole source dependencies.

ii. **Product Shelf Life**
Suppliers will be awarded points evaluated based on total shelf life of product offered of 36-months and above and at or above 24 months, giving preference to those with product shelf-life 36 months and above.
Important Note: Any of the supplier(s) shortlisted or selected for the Global Allocation, offering TLD with a total shelf life of less than 36 months, shall be granted a conditional award. The allocation of orders against their target awards shall be made upon the supplier's eligibility to offer 36-month product. Furthermore, PSM shall not compensate for any lost allocation volumes due to supplier's inability to provide a 36-month product.

iii. **D-Term Price**
D-Term Lane Rate Reasonableness check: GHSC-PSM shall evaluate the reasonableness of the offered sea/air rates against market rates available to GHSC-PSM at the time of

evaluation, should the evaluation outcome indicate significant deviations of supplier quoted rates from the prevailing market rates, GHSC-PSM reserves the right to engage in negotiations with the supplier(s) and request for BAFO.

Supplier price offer shall be evaluated based on weighted blended price that includes the supplier's TLD FCA price offer, an average of the D-Term ocean rates and the average D-term air rates offered across the target D-Term countries, with higher weightage given to ocean rates.

iv. **Supplier Performance**
Past performance is evaluated based on adherence to the terms and conditions on the previous and on-going contracts with the same supplier based upon supplier scorecard performance scoring (e.g. on-time performance, incidents, GS1 compliance, qualitative factors). In the case of an offeror without a record of relevant past performance or for whom information on past performance is not available, the offeror will not be evaluated favorably or unfavorably on past performance.

v. **Supply Security**
Offerors shall be rated per product based on their capability to manufacture API in-house and potential to de-risk API associated supply disruptions due to sole source dependencies.

Note that Chemonics reserves the right to include other criteria, based on the requirements of specific Requisition Orders. Chemonics also reserves the right to request information related to in-house quality control processes for all offered products during the contract period. It is anticipated that Orders will be provided to a Supplier whose original offer represents the best value in accordance with the existing Allocation Strategy and the above referenced evaluation criteria, among all suppliers who qualify. However, Chemonics reserves the right to conduct negotiations with and/or request clarifications from any Subcontractor prior to award or prior to placing any orders. If there are significant deficiencies regarding responsiveness to the requirements of this RFP, an offer may be deemed "non-responsive" and thereby disqualified from consideration. Chemonics reserves the right to waive immaterial deficiencies at its discretion. In submitting a response to this RFP, the Suppliers understand that USAID is not a party to this solicitation and that the Suppliers agree that any questions or concerns hereunder must be presented (in writing with full explanations) to Chemonics for consideration. Chemonics reserves the right to cancel this RFP at any time

<u>Evaluation section for Lot 2: Vendor Managed Solutions (VMS) in Southern Africa</u>

1.3 Allocation of Vendor Managed Solutions (VMS) in Southern Africa:

The evaluation of proposal for VMS allocation of TLD shall be based on the evaluation criteria as defined below. Evaluation factors other than cost or price, when combined, are significantly more important than cost or price.

TLD through VMS allocation for Southern Africa demand shall not have any country specific allocation. GHSC-PSM shall allocate a portion of the VMS GHSC-PSM Southern Africa TLD demand amongst the three (3) VMS suppliers based on overall evaluation.

Evaluation Criteria. TLD VMS Allocation proposals that meet the minimum requirements shall be evaluated based on the evaluation criteria in order of priority as listed below:

i. **D-Term Eligibility**
GHSC-PSM, on behalf of GHSC-QA, Chemonics released **GHSC-PSM-ARV-RFP_QA-2023 (BPM002410)** on July 7, 2023. Based on the responses to BPM002410, GHSC-QA shall provide GHSC-PSM with Supplier DAP/DDP Eligibility, and approved freight partner list to be used as requirements under the GHSC-PSM Global RFP.

Under this evaluation criteria offerors shall be evaluated based on the number of approved freight partners, GHSC-PSM prefers more than one approved partner to de-risk any sole source dependencies.

ii. **D-Term Price**
D-Term Lane Rate Reasonableness check: GHSC-PSM shall evaluate the reasonableness of the offered land rates against market rates available to GHSC-PSM at the time of evaluation, should the evaluation outcome indicate significant deviations of supplier quoted rates from the prevailing market rates, GHSC-PSM reserves the right to engage in negotiations with the supplier(s) and request for BAFO.

Supplier price offer shall be evaluated based on weighted blended price that includes the supplier's TLD VMS FCA price offer, an average of the D-Term land rates offered across the target D-Term countries for VMS, with higher weightage applied to the D-Term Land rate.

iii. **Supplier Past Performance**
Past performance is evaluated based on adherence to the terms and conditions on the previous and on-going contracts with the same supplier based upon supplier scorecard performance scoring (e.g. on-time performance, incidents, GS1 compliance, qualitative factors). In the case of an offeror without a record of relevant past performance or for whom information on past performance is not available, the offeror will not be evaluated favorably or unfavorably on past performance.

iv. **Actual Stock-on-Hand Report**
Suppliers shall be evaluated based their ability to produce an actual stock -on-hand report that provides a snapshot of the stock they hold at the approved VMS warehouse location. Supplier shall be scored based on the number of data field captured in the stock report against the below eleven (11) required fields:

1. Product Description
2. Label Language
3. Pack Size
4. Manufacturing site
5. Goods Receipt Date
6. Batch Number
7. Manufacturing Date
8. Expiry Date
9. Quantity (Bottles)
10. Stock Status (Quarantine, Damaged, Expired, etc.)
11. Allocation Status (Allocated or Available)

Note that Chemonics reserves the right to include other criteria, based on the requirements of specific Requisition Orders. Chemonics also reserves the right to request information related to in-house quality control processes for all offered products during the contract period. It is *anticipated that Orders will be provided to a Supplier whose original offer represents the best value in accordance with the existing Allocation Strategy and the above referenced evaluation criteria, among all suppliers who qualify. However, Chemonics reserves the right to conduct negotiations with and/or request clarifications from any Subcontractor prior to award or prior to placing any orders. If there are significant deficiencies regarding responsiveness to the requirements of this RFP, an offer may be deemed "non-responsive" and thereby disqualified from consideration. Chemonics reserves the right to waive immaterial deficiencies at its discretion. In submitting a response to this RFP, the Suppliers understand that USAID is not a party to this solicitation and that the Suppliers agree that any questions or concerns hereunder must be presented (in writing with full explanations) to Chemonics for consideration. Chemonics reserves the right to cancel this RFP at any time*

2. Additional Specific Solicitation Requirements

Not applicable for this solicitation.

3. Clarification of Quote

To assist in the examination and evaluation of the Offers, GHSC-PSM may, at its discretion, ask the Subcontractor to clarify the Offer, after which scores may be re-evaluated.

4. Responsiveness of Quote

GHSC-PSM's determination of an Offer's responsiveness will be based on the contents of the quote itself. A substantially responsive quote is one that conforms to all the terms, conditions, and specification of this solicitation without material deviation, reservation, or omission. If a quote is not substantially responsive, it shall be rejected by GHSC-PSM and may not subsequently be made responsive by the Subcontractor by correction of the material deviation, reservation, or omission.

5. Nonconformities, Reparable Errors and Omissions

Provided that the quote is substantially responsive, GHSC-PSM may waive any non-conformities or omissions in the quote that, in the opinion of GHSC-PSM, do not constitute a material deviation.

Section IV: Terms and Conditions

1. Terms and conditions

Issuance of this solicitation does not in any way obligate Chemonics, the GHSC-PSM project, or USAID to make an award or pay for costs incurred by the Supplier in the preparation and submission of an offer.

This solicitation is subject to the agreed upon terms and conditions of the relevant Long Term Agreement (Indefinite Delivery Indefinite Quantity (IDIQ) contract or Basic Ordering Agreement (BOA)) and any Modifications or Annexes thereto. Any resultant award will be in the form of a Purchase Order subcontract governed by the Long -Term Agreement terms and conditions. Placement of any orders thereunder is subject to the availability of sufficient funds.

[END OF RFx]

Chemonics
Development works here.

Annex 1: List of Eligible ARV Products

Product Name
Abacavir/Lamivudine 120/60 mg Dispersible Tablet, 30 Tablets
Abacavir/Lamivudine 120/60 mg Dispersible Tablet, 60 Tablets
Abacavir/Lamivudine 600/300 mg Tablet, 30 Tablets
Atazanavir/Ritonavir 300/100 mg Tablet, 30 Tablets
Darunavir 75 mg Tablet, 480 Tablets
Darunavir 150 mg Tablet, 240 Tablets
Darunavir 600 mg Tablet, 60 Tablets
Dolutegravir 10 mg Scored Dispersible Tablet, 90 Tablets
Dolutegravir 50 mg Tablet, 30 Tablets
Dolutegravir 50 mg Tablet, 90 Tablets
Dolutegravir/Emtricitabine/Tenofovir AF (TAFED) 50/200/25 mg Tablet, 30 Tablets
Dolutegravir/Emtricitabine/Tenofovir AF (TAFED) 50/200/25 mg Tablet, 90 Tablets
Dolutegravir/Lamivudine/Abacavir (ALD) 50/300/600 mg Tablet, 30 Tablets
Dolutegravir/Lamivudine/Tenofovir DF (TLD) 50/300/300 mg Tablet, 90 Tablets
Dolutegravir/Lamivudine/Tenofovir DF (TLD) 50/300/300 mg Tablet, 180 Tablets
Efavirenz/Lamivudine/Tenofovir DF (TLE400) 400/300/300 mg Tablet, 90 Tablets
Emtricitabine/Tenofovir DF 200/300 mg Tablet, 30 Tablets
Lamivudine 10 mg/mL Solution w/ Syringe, 240 mL
Lamivudine 150 mg Tablet, 60 Tablets
Lamivudine/Tenofovir DF 300/300 mg Tablet, 30 Tablets
Lamivudine/Zidovudine 30/60 mg Dispersible Tablet, 60 Tablets
Lamivudine/Zidovudine 150/300 mg Tablet, 60 Tablets
Nevirapine 10 mg/mL Suspension w/ Syringe, 100 mL
Nevirapine 10 mg/mL Suspension, 100 mL
Nevirapine 50 mg Dispersible Tablet, 60 Tablets
Raltegravir 100 mg Granules for Suspension, 60 Sachets
Ritonavir 100 mg Film Coated Tablet, 60 Tablets
Ritonavir 25 mg Tablet, 30 Tablets
Zidovudine 10 mg/mL Solution w/ Syringe, 240 mL
Zidovudine 10 mg/mL Solution, 240 mL
ARVs Planned to be Sourced Through Open Competition (Not in scope for the RFP)
Dolutegravir/Lamivudine/Tenofovir DF 50/300/300 mg Tablet, 30 Tablets
Lopinavir/Ritonavir 40/10 mg Oral Granules for Suspension, 120 Sachets
Tenofovir DF 300 mg Tablet, 30 Tablets

Annex 2: List of D-TERM and VMS Targeted Countries

D-Term Target Countries	
Country	**Ship-to Locations/Cities**
Democratic Republic of the Congo	Lubumbashi
	Kolwezi
	Kinshasa
Eswatini	Matsapha
Haiti	Port-au-Prince
Kenya	Nairobi
Mozambique	Beira
	Maputo
	Nampula
Nigeria	Abuja
Nigeria	Lagos
Tanzania	Dar es Salaam
Uganda	Kampala
	Entebbe
Zambia	Lusaka

Southern Africa Regional Countries (VMS Allocation)
Angola
Botswana
Eswatini*
Kenya
Lesotho
Malawi
Mozambique*
Namibia
Zambia*
Zimbabwe*

***Target D-Term Countries**