# REQUEST FOR PROPOSAL

# FOR

# THE SUPPLY OF MOLNUPIRAVIR (MK-4482)

Issuance date:03rd March 2022
Deadline date: 17th March 2022

**RFP No:** 032022 Covid Therapeutics Molnupiravir (MK-4482)

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## 1.0 ABOUT THIS RFP

The purpose of this Request for Proposal (RFP) is to invite suppliers to furnish proposals for the supply of Molnupiravir to i+solutions in accordance with all applicable terms and conditions and the requirements defined in this RFP. The supplied Molnupiravir (MK-4482) 200 and 400mg capsules are for use in i+solutions global health supply chain programs in the public sector.

### Objective of the RFP

The overall objective of this RFP is to invite suppliers to furnish competitive prices for Molnupiravir, estimated lead times for TGF ERP, World Health Organization (WHO) or SRA approved products

The suppliers offering proposals from this RFP process will be given possibility to establish i+solutions' Long Term Agreements (i+ LTA) for supply for a one year period subject to extension based on performance. Requested quantities are still unknown and upon firm requests, i+solutions intends to award products and their respective volumes to suppliers during that period.

Suppliers responding to the RFP should complete:

- Annex A - Price and lead time template: Offered prices for ERP, WHO-PQ or SRA products should be on EXW/FCA basis, manufacturing and pick up addresses. Suppliers should include the lead time for production for Molnupiravir in weeks
- Annex B - Product information template. Suppliers should complete all requested information accordingly.

In case of award of the purchase order, i+solutions will consider supplier performance for the first delivery in order to determine new awards within the contract period. We will constantly assess suppliers on the parameters below and suppliers with poor performance will subsequently not receive new allocations or awards.

| Performance Criteria | KPI | Description | Target |
|---|---|---|---|
| **Quality** | Quality Related Incidences | Products supplied are compliant with stated specifications 100% at the time of placing the PO and delivery | 100% |
| **Delivery** | On Time In Full | % of POs fulfilled in correct quantity within promised INCO date | 100% |
| **Cost** | Price Compliance | All products are invoiced at i+ LTA prices or less in case of price decrease during the year | 100% |
| **Customer service** | Order confirmation | % of POs with Response Time within target of 7 days | 95% |
| | Issue Resolution time | % of operational issues resolved within agreed timelines | 85% |

**Manufacturing site and product prequalification**

i+solutions' Quality Assurance (QA) unit conducts a product qualification exercise for Molnupiravir based on the i+ QA framework before it can be approved and procured. As such for this RFP, suppliers should quote prices for:

- Products that are close to WHO approval or already WHO approved
- Products that are close to the Global Fund (TGF) External Review Panel (ERP) approval or already ERP approved
- Products that are approved by a [1]Stringent Regulatory Authority

Vendors should inform i+solutions on the current status of submission to TGF ERP, WHO-PQ or SRA or submit proof of approved product and other relevant certificates as part of their bid submission.

**Confidentiality and Integrity**

a) Information relating to the evaluation of proposals, outcome of the RFP and recommendation of contract award(s) shall not be disclosed to bidders or any other persons not officially concerned with the process. Bidders will be informed whether they have been given awards once the tender process is completed
b) Any attempt by a bidder to influence i+solutions in the evaluation of proposals or contract award decisions shall result in the rejection of the bidder's proposal;

Should any bidder's stated capabilities demonstrated during the course of this RFP to provide the requirements be found to be misrepresented later during contract execution, i+solutions, at its sole discretion, will have the right to terminate any resulting agreement with immediate effect.

**Estimated volumes**

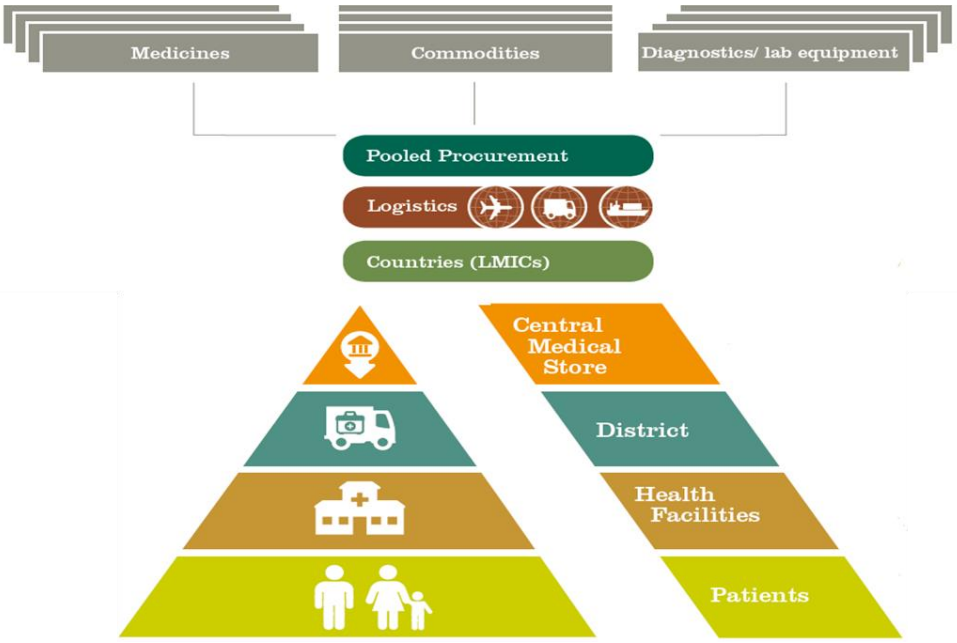
i+solutions is expecting to have visibility of demand for Molnupiravir in the near future. The estimated volumes for Molnupiravir will be communicated to suppliers once received. To this effect, we welcome any form of pricing proposal including but not limited to volume discounts and/or volume based price bands.

[1] *A regulatory authority which is:*

- *a member of the International Council for Harmonization of Technical Requirements for Pharmaceuticals for Human Use (ICH), being the European Commission, the US Food and Drug Administration and the Ministry of Health, Labor and Welfare of Japan also represented by the Pharmaceuticals and Medical Devices Agency (as before 23 October 2015); or*
- *an ICH observer, being the European Free Trade Association, as represented by Swiss medic, and Health Canada (as before 23 October 2015); or*
- *a regulatory authority associated with an ICH member through a legally-binding, mutual recognition agreement, including Australia, Iceland, Liechtenstein and Norway (as before 23 October 2015)."*

## 2.0 BACKGROUND OF i+SOLUTIONS

i+solutions is an independent, international, not-for-profit organization specializing in pharmaceutical supply chain management (SCM) in low and middle income countries. It is i+solutions' mission to build supply chains that are strong, reliable and ultimately self-sufficient, and support national health systems by using our technical expertise and knowledge. We strive for a world where no medical needs are being unmet.




As a procurement agent, we have a track record of buying high quality, generic medicines at the best possible price. As a supply chain specialist, we support low and middle-income countries. Our consultants evaluate loopholes in national health systems and then develop intervention plans, which comprise training programs for healthcare providers, in-house supervision and other capacity-building projects.

i+solutions is characterized by a multicultural workforce with 56 employees from over 20 countries, representing great diversity in cultural background, country experience, technical and language skills. With extensive experience from within the industry, i+solutions' current staff include pharmacists, public health professionals, training experts, procurement specialists, capacity building advisors and logistics specialists.

i+solutions has its head office in the Netherlands and has a representative office in DRC and Burundi. i+solutions is ISO 9001-2015 certified. This certification covers i+solutions procurement and supply delivery services as well as technical support on project design, implementation and capacity building for low- and middle-income countries.

Visit our website for more information http://www.iplussolutions.org/

## 3.0 INSTRUCTION TO OFFERORS

### A. Intention to submit an offer

If a firm intends to submit an offer, the firm shall notify i+solutions in writing not later than 3 business days before the deadline for submission of bidder's proposals.

### B. Format

Endeavor to complete the templates in the formatting provided in Annexes. Any changes in the formatting will render the quotation offered invalid. Please submit the requested quality and product documentation for Molnupiravir, thereby disclosing the manufacturing site.

### C. Costs of offering

Offerors shall bear all costs associated with the preparation and submission of offers, and in no case will i+solutions be responsible or liable for other costs, regardless of the conduct or outcome of the tendering process.

### D. Amendments (including extensions to the due date and time for submission of offers)

At any time prior to the due date and time for the submission of offers, i+solutions may alter the RFP by issuing written amendments. Any amendment thus issued shall become part of the RFP and will be sent to all known recipients of this RFP and posted on the i+solutions website. Offerors shall acknowledge receipt of any such amendment in their offer. To give prospective offerors reasonable time in which to take the amendment into account when preparing their offers, i+solutions may extend the due date and time for submission of offers.

### E. Prices and lead time

Offered prices and lead time should be valid for 12 months from date of offer submission and should be on an EXW/FCA basis; if proposed prices are other than EXW/FCA, transport charges must be specified separately (offered prices will be governed by the rules prescribed in the 2020 edition of incoterms published by the international chamber of commerce).
Offerors may choose to offer lower unit prices for higher volumes or business terms within the term of this RFP and subsequently contract. Please indicate the volumes or business terms to which the price reduction will apply. Please indicate the volumes or business terms to which the price reduction will apply.

### F. Payment terms

i+solutions intends to work only with suppliers that do not require prepayments per transaction. As such, the payment terms for the project are 30 days after pick-up date (for consumables or the last milestone date i.e. installation and training for equipment.

The offered payment term will be part of the evaluation criteria, suppliers that offer a payment term of 30 days after pick-up or milestone date might be given preference in the award and volume allocation.

### G. Currencies

Prices, rates and payments shall be stated in US dollars ($) only.

## H. Language

The offer as well as the correspondence and documents relating to the offer shall be in English.

## I. Validity

Offers shall remain valid for 90 days from the due date of receipt of offers. In exceptional circumstances, prior to expiry of the original offer validity period, i+solutions may request that the offerors extend the period of validity for a specified additional period. Offerors agreeing to the request will not be required to otherwise modify their offer**.**

## J. Timelines

### a) Questions and Clarifications

A prospective offeror having any questions regarding this RFP can send their question(s) to tender@iplussolutions.org before the deadline as stipulated in the below schedule. All information gathered and shared during these sessions will be anonymized and answers shared with all Bidders.

### b) Submission of offers

Offers to this RFP shall be sent electronically by email to tender@iplussolutions.org. The offers should be made in the templates in Annexes. The closure date for submission of the offer(s) will be 17th March 2022. Offers received after closure date will **NOT** be considered. Any Proposal may be modified or withdrawn prior to the deadline. Any modification received after the deadline shall be deemed late and will **NOT** be considered.

Refer to the tender timetable below for time lines for each tender event.

| Date | Time | Tender Event |
|---|---|---|
| 03rd March 2022 | 1700hrs CET | RFP release date |
| 10th March 2022 | 1700hrs CET | Deadline for request for clarifications on the RFP |
| 14th March 2022 | 1700hrs CET | i+solutions' response to requests for clarifications of RFP |
| 17th March 2022 | 1700hrs CET | Deadline for submission of bidder's proposals |
| 29th March 2022 | 1700hrs CET | Anticipated Award date and Initiation of Long Term Agreements |

## K. Award Process

### a) Right to Accept or Reject any or All Offers

i+solutions reserves the right to accept or reject any offer, or cancel this entire RFP or part of the RFP and reject all offers at any time without thereby incurring any liability to the affected offeror. Information relating to the examination, clarification, evaluation of responses shall not be disclosed to responders or any other persons not officially concerned with this process.

Any effort by the responder to influence i+solutions or any of its employees in the evaluation, bid comparison, may result in the rejection of the offer.

**b) Clarification of Offers:**

During evaluation of the offers, i+solutions may, at its discretion, ask for a clarification of the responses.

**c) Negotiations**

- Negotiations will be conducted fairly and with all offerors in the competitive range. An offer is in the competitive range unless it is technically inferior or out of line with regard to price that meaningful negotiations are precluded, or, that there is no possibility that it can be improved to the point where it becomes acceptable.
- Offerors that are not within the competitive range will be notified by i+solutions.
- Offerors that fail to provide the requested information in this RFP and are not falling within the competitive range will be notified by i+solutions

**d) Contract type and Period of Performance**

- The offeror (s) is expected to guarantee to i+solutions its lowest price for Molnupiravir products such that in case the offeror will offer the same product to another client at more favorable conditions i.e. among others prices and lead time, those conditions will automatically apply to i+solutions.

## L. Evaluation criteria and scoring

Evaluation of bids will be done as per the below listed evaluation and scoring criteria:

Knock-out criteria:

- Knock-out criteria 1: Conformance to Technical requirements

*Offered product(s) is close to WHO approval or already WHO approved*
*Offered product(s) is close to TGF ERP approval or already ERP approved*
*Offered product(s) is close to SRA approval or already SRA approved*

- Knock-out criteria 2: Payment terms
  *Vendor accepts payment after 30 days (possibly with the grace period as explained)*

- Knock-out criteria 3: Past Performance
  *Supplier has not failed to supply for earlier contracted deliveries. Supplier has not supplied below standard products for earlier contracted deliveries.*

Scoring:

*Orders will be awarded on an allocation basis to best priced compliant and contracted bidder(s) that can supply the products within the requested timeframe and product registration requirements, if any*

## 4.0 ANNEX A: PRICE AND LEAD TIME TEMPLATE

## 5.0 ANNEX B: PRODUCT INFORMATION TEMPLATE