

COVID-19 Therapeutics Bid Webinar Meeting

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Tuesday 06th October 2020

AGENDA

- (1) Objectives of the Webinar meeting
- (2) Tender objectives
- (3) Procurement Principles
- (4) Tender Approach
- (5) How to Submit a Proposal
- (6) Evaluation Process
- (7) Tender Outcome
- (8) How to access the request for Proposal
- (9) Information on How to Become a UNICEF Supplier (for new suppliers)
- (10) Q&A – please type your questions during the session

Objectives of the Webinar Meeting

Cynthia Kamtengeni
Medicines Unit

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RFP-2020-503204 – UNICEF | for every
child

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Objectives of the Webinar Meeting

- Inform the industry on the approach used in the Tender RFP-2020-503183 for COVID-19 Case Management
- Communicate updates to the Tender RFP-2020-503183 for Medicines for COVID-19 Case Management

Tender Objectives



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Tender Objectives

- The purpose of the tender is for UNICEF SUPPLY DIVISION to establish long term contractual arrangements with manufacturers for the supply of the therapies being investigated for COVID-19 Treatment :
 - to enable UNICEF to have early access to COVID-19 treatments when the products come on to the market
 - to ensure adequate capacity of products already in the market and repurposed for COVID-19 treatment

Procurement Principles



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Procurement Principles

- ❖ Fairness, integrity and transparency through competitive tendering
- ❖ Best Value for money
- ❖ Primarily procure DIRECTLY from manufacturers
- ❖ No procurement from companies employing child labour, nor manufacturers of land mines and their components;
- ❖ No procurement from companies found to have undertaken unethical, unprofessional or fraudulent activities

Tender Approach



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Categories of Products

- Offers should be for products that are being investigated for COVID 19 treatment and fall in the below categories:
 - ATC CODE: J05 ANTIVIRALS FOR SYSTEMIC USE
 - ATC CODE J01: ANTIBACTERIALS FOR SYSTEMIC USE
 - ATC CODE P01B: ANTIMALARIALS
 - ATC CODE L03A: IMMUNOSTIMULANTS
 - ATC CODE I04A: IMMUNOSUPPRESSANTS
 - Others, specify

Solicitation Method

- **Request for Proposal (RFP)** launched week of the 18th of May and tender will remain open until November 2020
- **Multiple submission windows** managed through submission deadlines:
 - ~~Window 1 Submission Deadline: by latest 23.59 hours (Copenhagen time) 15 June 2020~~
 - ~~Window 2 Submission Deadline: by latest 23.59 hours (Copenhagen time) 13 July 2020~~
 - ~~Window 3 Submission Deadline: by latest 23.59 hours (Copenhagen time) 07 September 2020~~
 - **Window 4: Submission Deadline: by latest 23.59 hours (Copenhagen time) Friday, 30 October 2020 (New submission deadline)**
 - **Window 5: Submission Deadline: by latest 23.59 hours (Copenhagen time) Monday, 30 November 2020**

How to submit a Proposal



Bid Submission Requirements

Commercial Documents:

- 1) Annex 4 UNICEF Bid Form
- 2) Annex 5 Commercial Proposal Form

Technical Documents:

- 1) Annex 1 Technical requirements for pharmaceuticals
- 2) Annex 2 Instructions for technical proposals
- 3) Annex 2a UNICEF Technical Questionnaire for manufacturers
- 4) Annex 2b UNICEF Technical Questionnaire for wholesalers
- 5) Annex 2c Interagency Pharmaceutical Product Questionnaire (IAFPPQ)-Automated pdf version
- 6) Annex 2d IAFPPQ Commitment and signature - Section 5
- 7) Annex 2e UNICEF API Declaration form to be filled by FPP manufacturer
- 8) Annex 2f UNICEF Technical Offer form
- 9) Annex 2g UNICEF Technical commitment declaration form
- 10) Annex 3 Instructions on how to upload Technical Documents to SharePoint

Submit Commercial Documents

- **Annex 4:** (UNICEF Bid Form) and **Annex 5:** (Commercial Proposal) Form signed by authorized signatory must be sent **ONLY** to supplybid@unicef.org
- Proposals sent to any other email will be invalidated
- Once a commercial offer is submitted in a Window period, the same offer should **NOT** be submitted again in other Window periods **UNLESS** there is a revision to the initial commercial offer.
- In case of revision of commercial offer, no new technical submission is required

Submit Technical Documents

- The following technical documents should be submitted:
 - 1) Annex 2a UNICEF Technical Questionnaire for manufacturers
 - 2) Annex 2b UNICEF Technical Questionnaire for wholesalers
 - 3) Annex 2c Interagency Pharmaceutical Product Questionnaire (IAFPPQ)-Automated pdf version
 - 4) Annex 2d IAFPPQ Commitment and signature - Section 5
 - 5) Annex 2e UNICEF API Declaration form to be filled by FPP manufacturer
 - 6) Annex 2f UNICEF Technical Offer form
 - 7) Annex 2g UNICEF Technical commitment declaration form
- For more details, please refer to “**Technical Requirements For Pharmaceutical and Nutrition Products 5th Edition, August 2017**”
<https://www.unicef.org/supply/media/1246/file/Technical%20requirements%20for%20pharmaceutical%20and%20nutrition%20products.pdf>

How to Submit Technical Documents

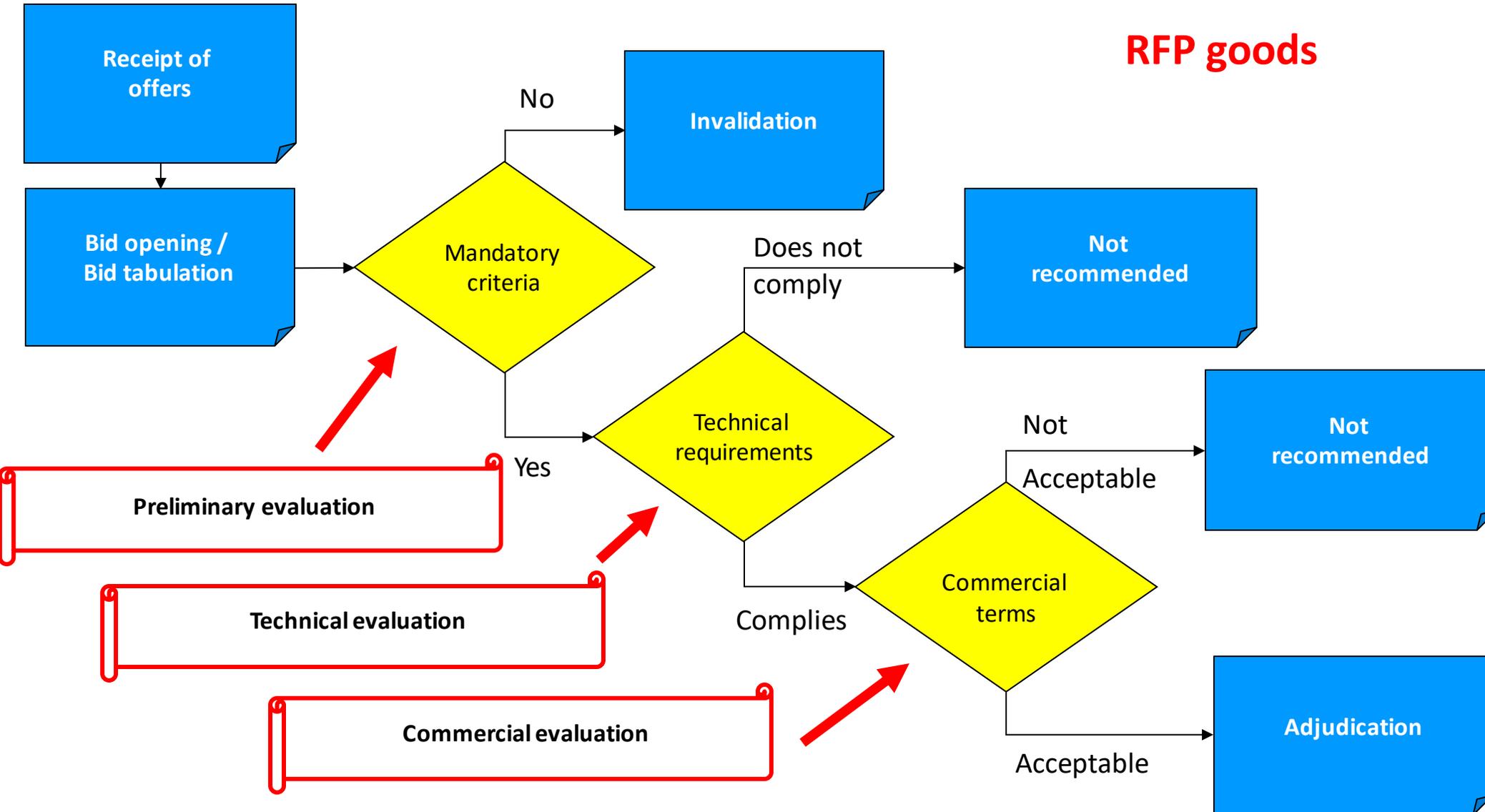
- Technical documents **MUST** be **UPLOADED** to a specifically created individual SharePoint site
- For your SharePoint site to be established, send email to rshonhiwa@unicef.org with full name and address of bidder and INN descriptions of products of interest.
- **Commercial Offer is mandatory before making request for uploading Technical documents in SharePoint**
- Technical documents can be submitted in a different submission Window for Commercial Documents
- **Commercial offers or commercial documents should NOT be uploaded together with the Technical documents in SharePoint. This will invalidate the entire offer**

Evaluation Process



Evaluation Process

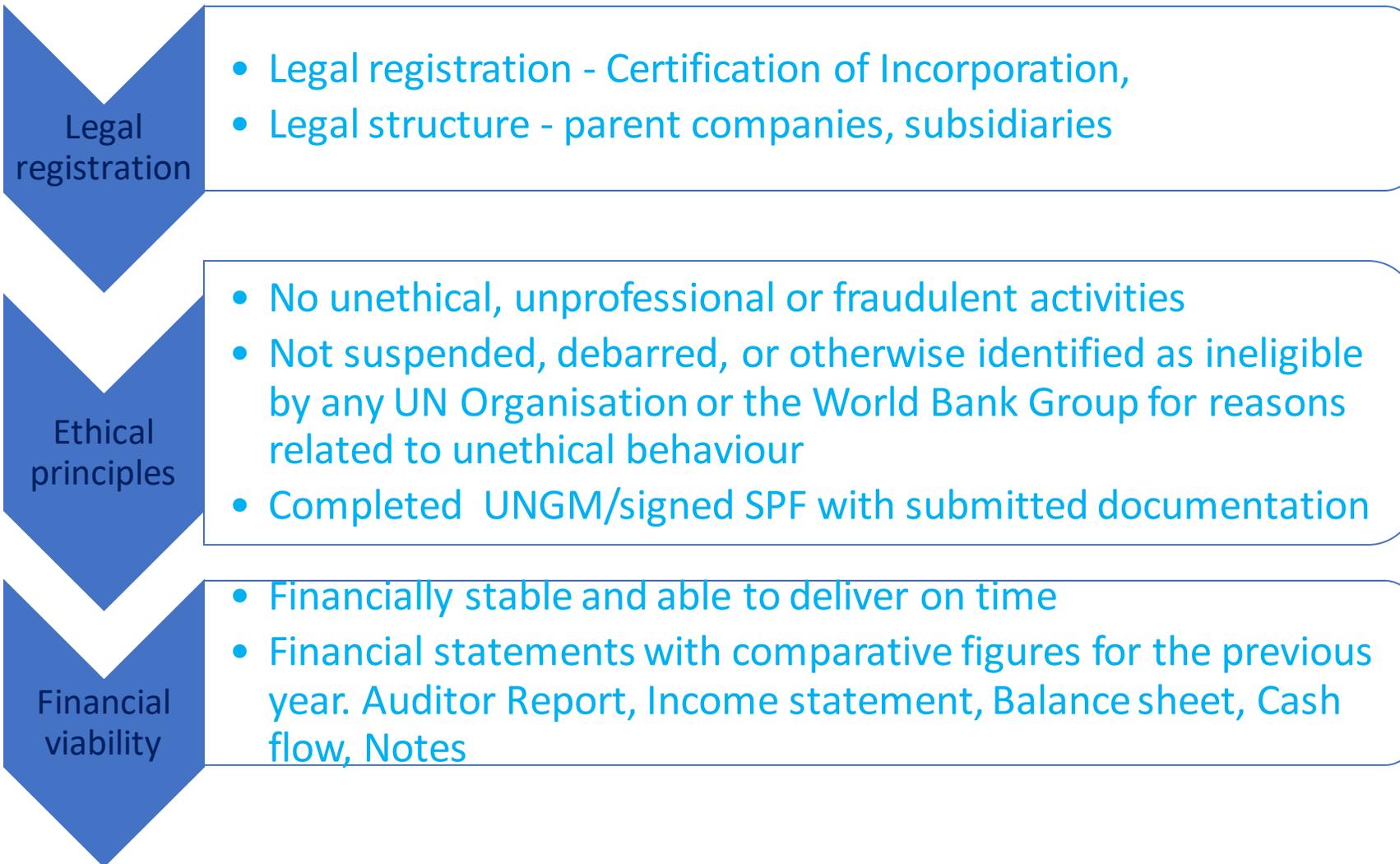
RFP goods



Preliminary Evaluation

- Preliminary evaluation is done to ensure compliance to the mandatory requirements of the solicitation document including:
 - (a) Compliance with the bid submission deadline
 - (b) Completeness of the proposals
 - (c) Acceptance of UNICEF Terms and Conditions
 - (d) Compliance with the requested Incoterms
 - (e) Compliance with UNICEF payment terms & currency
 - (f) Compliance with the requested validity period of the Proposal

Other Aspects of Supplier Evaluation



Tender Outcome



Tender Outcome

1. Establishment of Long Term Arrangement for a duration of 12 + 12 + 12 months subject to successful technical and commercial evaluation of products that have EUA from Stringent Regulatory Authority and/or WHO recommendation for COVID 19 treatment
2. Award Notice (Conditional Award): Applicable only for products submitted to WHO Prequalification (WHO PQ); LTA will be established subject to WHO PQ approval i.e. remdesivir and dexamethasone
3. Any other products that have Emergency Use Authorization (EUA) from Stringent Regulatory Authority for COVID-19 treatment will be considered on case by case basis for conditional award.

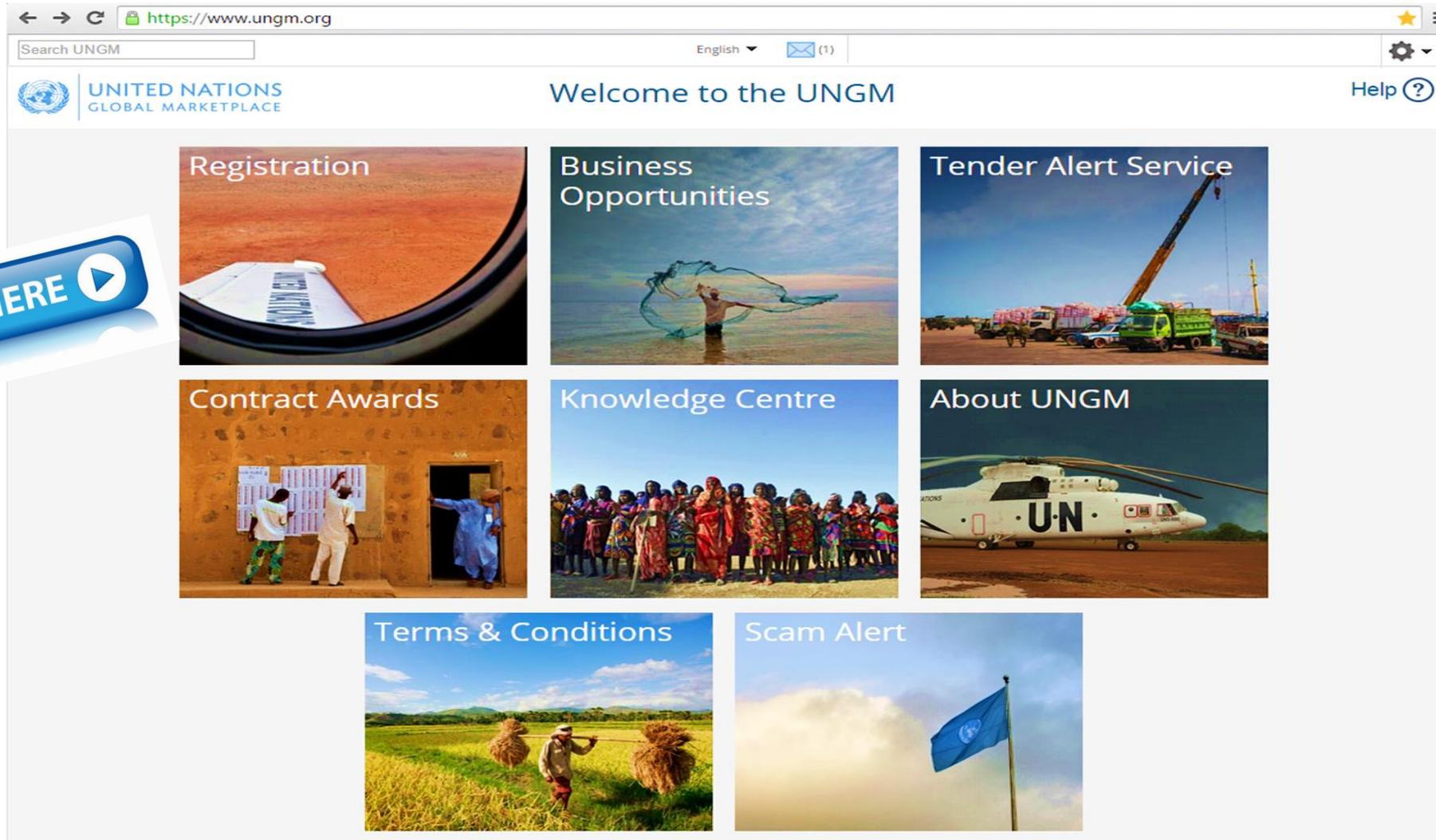
• **NEW CONTACT POINT:** Kenneth Ebert-Kondrup (kebert-kondrup@unicef.org) is the new contact person regarding queries related to this tender.

How to access the Request for Proposal



Register on the United Nations Global Marketplace (UNGM)

START HERE 



The screenshot shows the homepage of the United Nations Global Marketplace (UNGM) website. The browser address bar displays <https://www.ungm.org>. The page features the UN logo and the text "UNITED NATIONS GLOBAL MARKETPLACE" on the left, and "Welcome to the UNGM" and "Help ?" on the right. The main content area is a grid of eight tiles, each with a title and a representative image:

- Registration**: Image of a boat's interior.
- Business Opportunities**: Image of a person fishing in the ocean.
- Tender Alert Service**: Image of a construction site with a crane.
- Contract Awards**: Image of people looking at a notice board.
- Knowledge Centre**: Image of a group of people in traditional attire.
- About UNGM**: Image of a UN helicopter.
- Terms & Conditions**: Image of a person carrying a bundle of hay.
- Scam Alert**: Image of the UN flag.

Access Tender Notice

<https://www.ungm.org/Public/Notice/108>



English ▾

Inbox ¹

Help

kebert-kondrup@unicef.org
UNICEF
Account ▾

- Home
- > Tender notices
- Contract awards
- Tender Alert Service
- Code of conduct
- UNSPSC
- Help Center
- Knowledge center
- UN Procurement Statistics

My UNGM

- Dashboard
- Vendor search
- LTA search
- View Ineligibility lists
- Vendor screening
- Innovation Corner
- Institutional



Wish you had known about a tender earlier? Wish you had more time?

We connect vendors to tenders. [Subscribe to the Tender Alert Service now.](#)

Title

Description

Reference

Published between and

Deadline between and

Clear All

Show more criteria

Displaying results 1 to 1 of 1

Title	Deadline	Published	UN organization	Type of notice	Reference	Beneficiary country/territory
MEDICINES FOR COVID-19 CASE MANAGEMENT	30-Nov-2020 23:59 (GMT 1.00)	22-May-2020	UNICEF	Request for proposal	RFP-DAN-2020-503183	Multiple destinations

My notes

Information on How to Become UNICEF Supplier:

Additional information can be found on the following links:

- <https://www.ungm.org/>
- <https://www.unicef.org/supply/suppliers-and-service-providers>

Q & A session



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Thank You

