

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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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

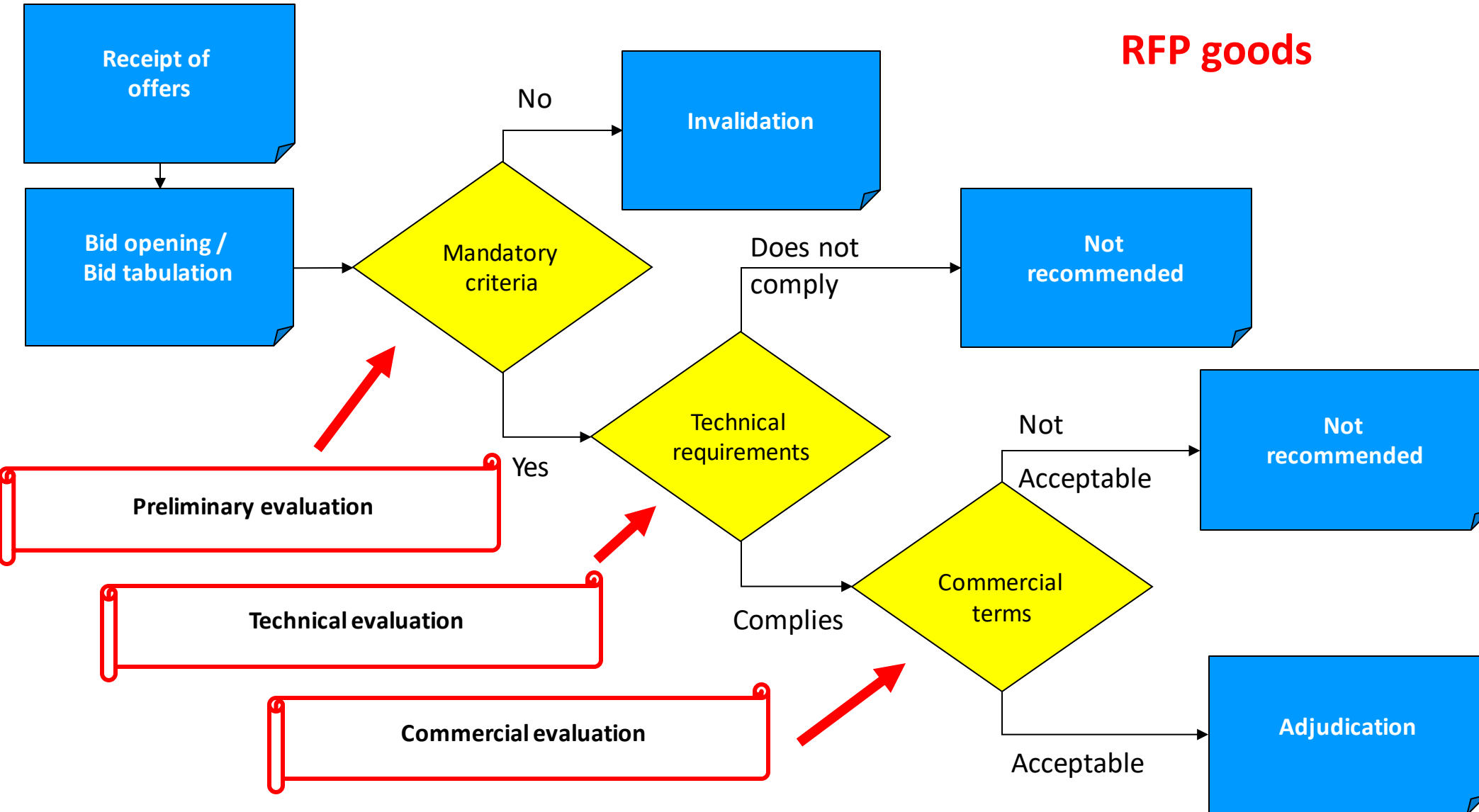
- Technical documents **MUST** be **UPLOADED** to a specifically created individual SharePoint site
- For your SharePoint site to be established, send email to rshonhiwa@unicef.org with full name and address of bidder and INN descriptions of products of interest.
- **Commercial Offer is mandatory before 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

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Evaluation Process

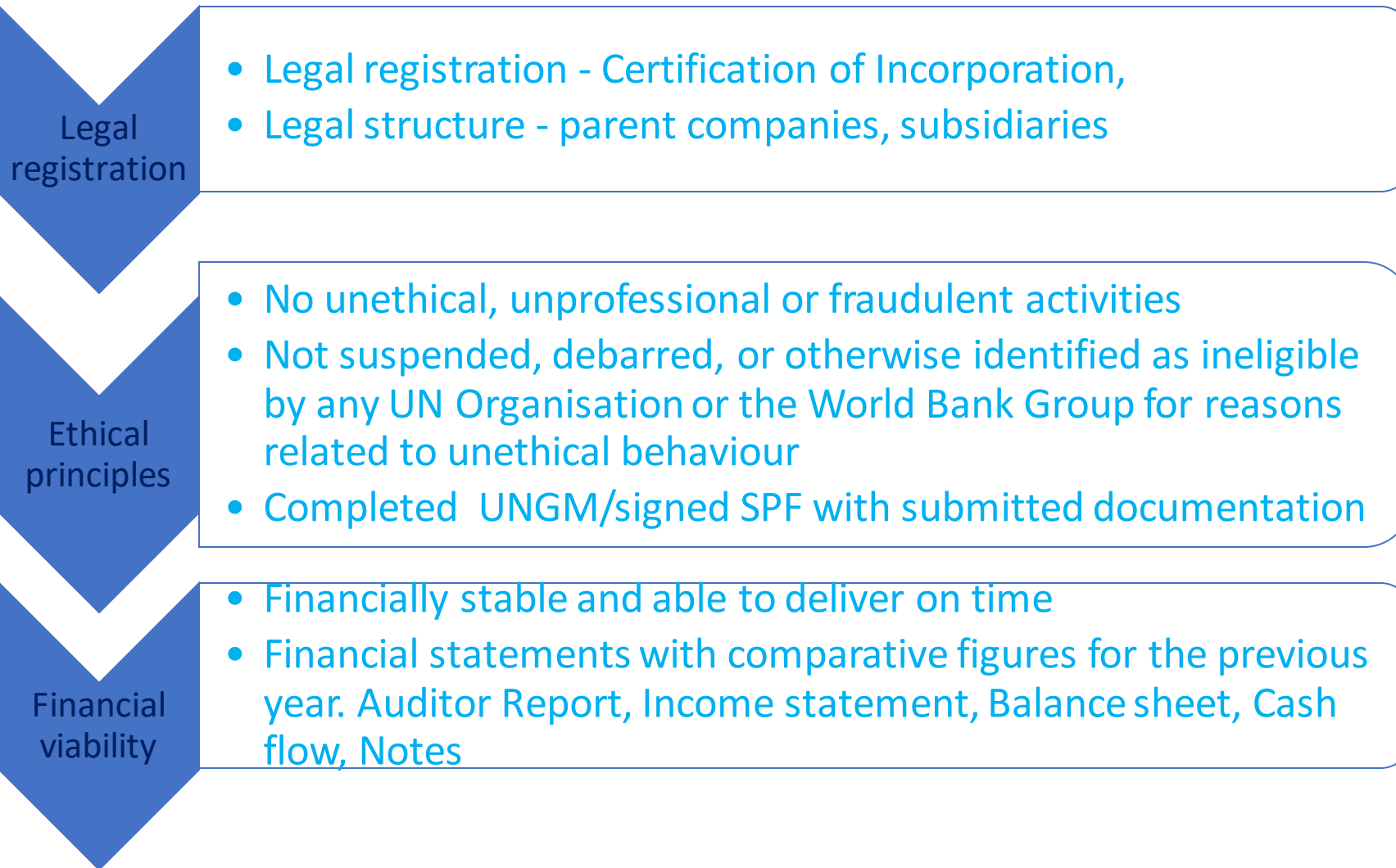
RFP goods



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

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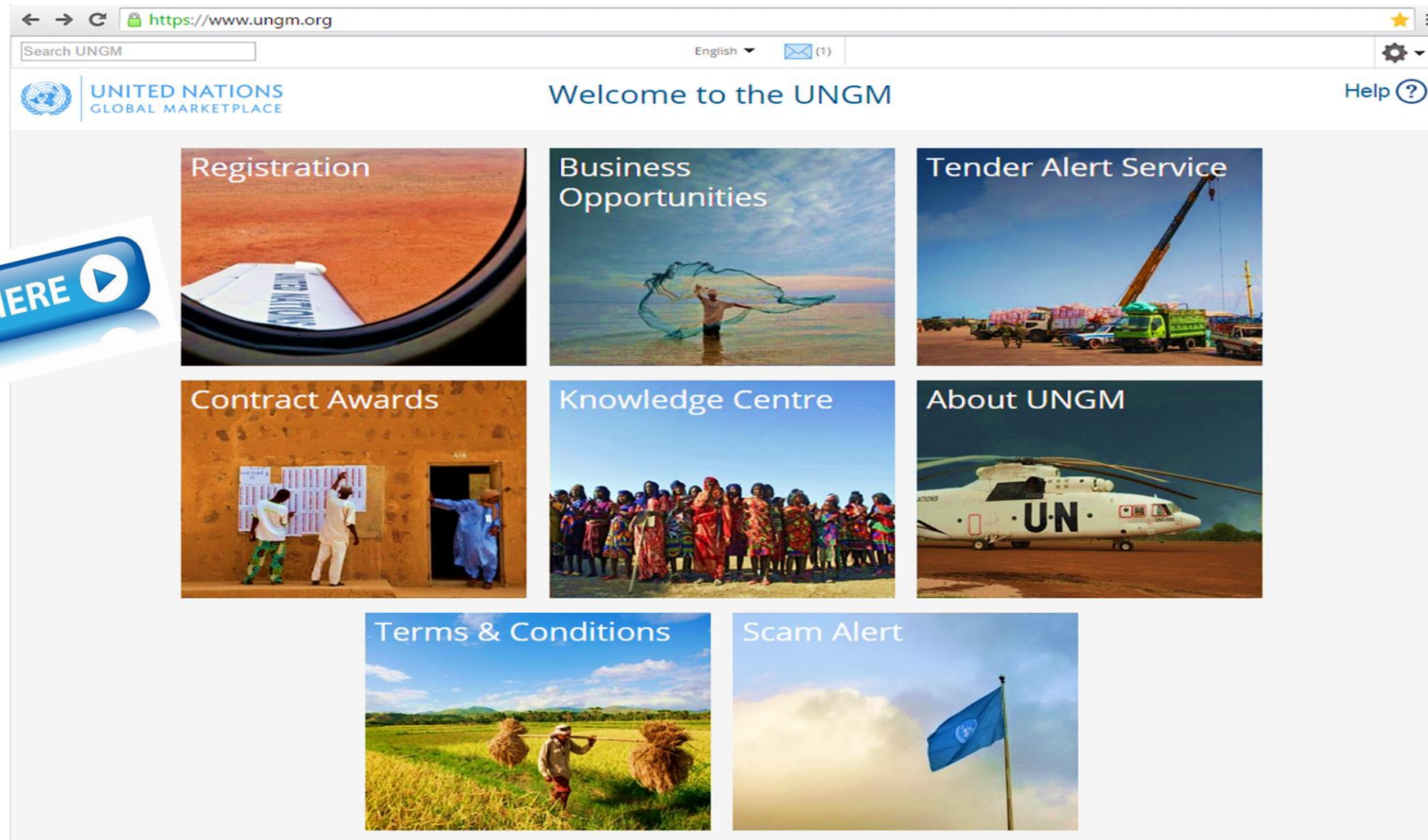
Tender Outcome

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 (UNGGM)



Access Tender Notice

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



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| 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

