

Expression of Interest (EOI) for a partnership

Partnership for establishing affordable, quality components, materials and socket technology for serving lower-limb amputees – transfemoral (TF, above knee) and transtibial (TT, below knee) – in low-resource settings.

EOI Ref No: EOI-001-2023-ATscale

1 General information

Reference number	EOI-001-2023-ATscale
Description	UNOPS ATscale is aiming to enter into partnership agreements with eligible vendors in the prosthetics sector to increase the affordable provision of quality components, materials and socket technology for serving lower-limb amputees – transfemoral (TF, above knee) and transtibial (TT, below knee) – in low-and middle-income countries.
Posting date	24 January 2023
Deadline date	31 December 2023

2 Presentation of UNOPS ATscale

UNOPS

UNOPS mission is to help people build better lives and countries achieve peace and sustainable development. by expanding the ability of the UN, governments and other partners to manage projects, infrastructure and procurement operations in a sustainable and efficient manner in some of the world's most challenging environments. Our vision is a world where people can live full lives supported by appropriate, sustainable and resilient infrastructure and by the efficient, transparent use of public resources in procurement and project management.

Our services cover infrastructure, project management, procurement, financial management and human resources. Our partners call on us to supplement their own capacities, improve speed, reduce risks, boost cost-effectiveness and increase quality. With more than 30 years of experience, UNOPS is an operational arm within the United Nations system, and a proven service provider implementing large-scale, complex efforts throughout the world, supporting peacebuilding, humanitarian and development projects based on partnerships.

As a self-financed provider of implementation services, UNOPS operates with a level of efficiency, financial discipline and accountability, which exceeds expectations of its partners and local stakeholders. Furthermore, UNOPS supports more than \$1 billion USD worth of development projects annually. For more information please visit [UNOPS website](https://unops.org/).

UNOPS is the host of ATscale, the Global Partnership on Assistive Technology (herein referred to as 'ATscale').

ATscale

ATscale, the Global Partnership for Assistive Technology is a cross-sectoral partnership with the goal of reaching 500 million additional people with assistive technology by 2030 to support them in participating in education, work, and everyday life.

Access to appropriate assistive technology enables persons with a loss of function, impairments, non-communicable diseases, and the ageing population to participate in education, work, family, and community life. Lack of access to assistive technology has significant consequences for individuals, their families, and the wider society. Without assistive technology, individuals may experience isolation and exclusion from education, the labour market, and civic life. Lack of access to appropriate assistive technology causes poorer health outcomes including premature death, deteriorating mental health, and increased risk of chronic health conditions and secondary complications, all of which lead to a higher burden on health systems. Increasing accessibility and affordability of assistive technology unlocks unrealised economic potential and provides socioeconomic benefit for individuals, families, and countries by increasing productivity and participation in the workforce.

ATscale has three mutually reinforcing objectives: 1) to raise awareness, grow political will, and mobilize investment; 2) to strengthen policy, systems, and service delivery at country level to increase access to high-quality, affordable AT; and 3) to invest in interventions to overcome supply and demand-side market barriers to build and shape AT markets.

3 Objective

With this Expression of Interest (EOI), UNOPS ATscale intends to gather information from vendors in the prosthetics sector that are motivated by the belief that people with lower limb absence should have access to the quality prosthetic care they need at an affordable price. ATscale seeks to establish partnership(s) (herein referred to as 'Global Access Partnership') in order to increase the affordable provision of quality components, materials and socket technology for serving lower-limb amputees – transfemoral (TF, above knee) and transtibial (TT, below knee) – in low-and middle-income countries (LMICs).

Prostheses are a priority product for ATscale. It is estimated that in low-and middle-income countries, at least 35 million people need prostheses. This number is rising due to a growing prevalence of amputation from road traffic accidents, vascular diseases, and diabetes, among other causes. ATscale works with governments to strengthen health systems for delivering AT, including prosthetic care.

Access to affordable, quality, and appropriate components, materials and socket technology are critical for countries with constrained budgets so more patients can be served and patients and health systems will get better value for money, using solutions that are more durable and need less frequent replacing.

The core objectives of this partnership are to:

- a) Increase the affordability of and access to the provision of quality prosthetic components, materials and socket technology for serving lower-limb amputees – transfemoral (TF, above knee) and transtibial (TT, below knee) – in LMICs.
- b) Increase the visibility of available prosthetic components, materials and socket technology and pricing to buyers in LMICs to support planning and budgeting processes.

This EOI is an invitation to treat and shall not be construed as an offer capable of being accepted or as creating any contractual, other legal or restitutionary rights. It is envisaged that a Partnership Agreement will be used throughout the course of the partnership.

4 Partnership scope and needs

The partnership scope and needs are outlined below.

Type of partner

This opportunity targets suppliers of components, materials and socket technology in the prosthetics sector.

Geographical scope

The joint implementation of activity will take place in low-and middle-income countries (LMICs), as defined by the World Bank by three income groups: low, lower-middle and upper-middle income countries.¹ As such UNOPS is seeking a partner that has the capacity to conduct activity in all, or a subset of, LMIC markets. The specific countries that will have access to the Global Access Partnership will be agreed between ATscale and the partner.

UNOPS ATscale partnership role

ATscale will facilitate the development of the Global Access Partnership between the partners and the Designated Purchasers.

Designated Purchasers will not sell components, materials and socket technology for profit and are defined as:

- Governments, including without limitation government ministries and agencies, together with government-funded institutions and programs, such as state-run hospitals;
- UN organisations working for or in those countries, including but not limited to UNICEF and WHO;
- National non-governmental organisations (NGOs), including without limitation those recognized by the applicable local government ministry; and international NGOs working in those countries; and

¹ Available at: <https://datahelpdesk.worldbank.org/knowledgebase/articles/906519-world-bank-country-and-lending-groups>

- Programs funded by international donors and agencies based outside of an applicable country to the extent that they are supporting services locally in an applicable country.
- Designated Purchasers can also be nominally for-profit organisations, but only to the extent that such procurements are supporting not-for-profit provision and/or are committed to improve access and agree to contain channel mark-ups to enhance affordability for patients.

UNOPS ATscale is building strong capacity in AT data, policies, processes and regulations in LMICs, and brings contacts with AT programmes in a subset of LMICs, including those receiving ATscale funding. As such under this global partnership UNOPS ATscale will contribute in the following ways:

- Inform prospective Designated Purchasers about the 'Global Access Partnership' suppliers.
- Support market research and intelligence to forecast projected volumes within selected LMICs to share with partners. This may include sharing upcoming tenders on an ongoing basis, where the information is available.
- Share and analyse data for the purposes of monitoring and evaluation, including, but not limited to country uptake and volume. This may include support for the monitoring and/or auditing of programmes implemented by the Designated Purchasers on the delivery of quality components, materials and socket technology that are provided under the Global Access Partnerships and sharing this information with companies, where feasible and appropriate. This may also include complementary support for monitoring patient outcomes in line with established global best practices and guidelines, including through strengthening patient registries.
- Assist companies where feasible and appropriate with information about local registration, supply chain and taxation. This may include information to obtain market authorization and identify opportunities to obtain regulatory waivers. Companies shall provide all reasonable, relevant documentation necessary in this regard and shall have the final responsibility for submitting the required documentation.

Partner role

Through the partnership UNOPS is seeking one or more partner(s) with the following complementary technical capacity and expertise:

- Partners will individually agree to provide quality-assured components, materials and socket technology that are appropriate for people with all levels of lower-limb absence at affordable, agreed-upon ex-works ceiling prices (herein referred to as 'Access Price') in agreed-upon LMICs. Quality components, materials and socket technology will support people in all age groups with all levels of lower limb absence and provide solutions for amputations that are due to various causes, including trauma and vascular disease.
- The target minimum term period for Global Access Partnership is two (2) years.
- Quality components, materials and socket technology will be available at Access Price for Designated Purchasers who provide quality treatment and who are committed to passing savings on to patients.
- Partners will operate effective supply chains to ensure that the quality components, materials and socket technology reach patients with minimal markups from middlemen.
- Partners will make any commercial arrangements with distributors that are required to effectively respond to tenders and deliver quality components, materials and socket technology within a reasonable amount of time and at a reasonable final price.
- Partners shall reasonably pursue the regulatory requirements necessary in connection with registration(s) with the relevant regulatory authority(ies), as established by the applicable governmental authorities.

The components, materials and socket technology offered through the Global Access Partnership will need to meet international quality standards. After the review of the submitted EOIs, potential partners meeting the EOI eligibility criteria will be invited to engage with ATscale further to discuss the potential for collaboration. Potential partners will be invited to submit a detailed proposal, including specific components, materials and socket technology and their pricing, and confirmation that the components, materials and socket technology included in the proposal meet the required quality standards.

Cost covering

UNOPS and the partner will both cover their own costs. The work at this stage will be carried out at the own expense of UNOPS and the partner.

5 Eligibility & Qualification Criteria

- The vendor must not be included in any UN ineligible lists or similar.
- The vendor must have experience supplying comparable components, materials and socket technology.
- The vendor must have experience and in-depth knowledge of the performance and sustainability of its components, materials and socket technology in climates with high temperatures and humidity levels, as well as rough-terrain settings.
- The vendor must be interested in supplying comparable components, materials and socket technology to low and middle-income country markets.

6 Instructions

This section provides the instructions required for submitting documentation to UNOPS in response to this Expression of Interest. Partners are requested to strictly comply with these instructions. In order to be considered as a potential partner, interested entities should complete and submit an initial EOI form (provided in section 7).

The EOI will be open until 31 December 2023, with submissions reviewed on a regular basis. The planned review dates are 1 March 2023, 1 June 2023, 1 September 2023 and 15 January 2024. All eligible organisations will be contacted within 1 calendar month of the relevant review date to discuss the partnership opportunity and invited to submit a Proposal.

Notification of interest

In order to receive the answers to all questions that were asked, you must notify your interest in responding to this EOI. This notification has to be sent by email to bids@atscalepartnership.org.

Q&A period

The Questions and Answers period is open until 31 December 2023.

Please send your questions by email to bids@atscalepartnership.org. All answers will be made available on a rolling basis to all entities that notified their interest in responding to the EOI, as described in the previous paragraphs.

Submission

Electronic submissions must be sent with the Completed 'Expression of Interest form' found in point 7 below, with reference number and title in the subject field as follows: "EOI Ref No: EOI-001-2023 - ATscale". Additional information in support of the submission can also be shared (maximum of 10 pages). These documents must be received by UNOPS ATscale via the e-mail specified below:

bids@atscalepartnership.org

The receipt time stamp shall be the date and time where the email has been received in the dedicated UNOPS inbox.

Notes

Prices are not required at this stage, although they can be included. Questions about the conformity of the supplier's products will not be addressed at this stage.

7 Expression of Interest form

General Information

Full legal name of organisation	
Organisation address (headquarters), including country	
Organisation website	
Organisation description (100 words)	
Contact information	Name: Job title: Email: Telephone number (inc country code): Timezone:

Eligibility & Qualification

Your organisation, its affiliates or subsidiaries has not been declared ineligible by UNOPS, nor is included in the suspended/ineligibility list of the UN/PD, other UN Agencies, the UN Security Council, and the World Bank, in accordance with Instructions to Offerors Article 4, Eligibility.

Yes / No

The vendor must have experience supplying comparable quality components, materials and socket technology.

Yes / No

Please explain briefly:

The vendor must have experience and in-depth knowledge of the performance and sustainability of its components, materials and socket technology in climates with high temperatures and humidity levels, as well as rough- terrain settings.

Yes / No

Please explain briefly:

The vendor must be interested in supplying comparable components, materials and socket technology to low and middle-income country markets.

Yes / No

Please explain briefly your experience to date and your interest: