Q&A RFP 503600 Oxygen Concentrator Innovation

**Q.1.**

**We are currently testing our newest oxygen concentrators for electric safety in our country. The technical questionnaire form mentions that the target power usage is between 200-300W or less for 1-5 LPM.**

* **We are open to diversifying the power usage, but it would be helpful to understand which areas the oxygen concentrators are most supplied to.**
* **If you could advise on the 2-3 most commonly used voltages, we will adapt and test.**

A.1.

UNICEF supplies oxygen concentrators to 190 countries around the world. Please see the voltage specification for this product under specification G68: "Power requirements: 100 - 240 Volts - 50/60 Hz (not necessarily in a single unit)". Please indicate whether your product is compatible in 230-240V settings, 110/120V settings, or both, and the allowable frequencies. Please also note specification G66 which outlines target usable voltage ranges, voltage stabilization, and voltage protection. With regards to power consumption, G61 and G62, the objective is to achieve significant energy efficiency improvements compared to today's products, which includes power consumption that is variable and proportional to the flowrate used by the patient. 200-300W or less for 1-5 LPM is indicated for concentrators that have a maximum flowrate of 10 LPM under Item 10 in the RFP. Smaller concentrators (e.g. 5 LPM) submitted under Item 20 in the RFP are expected to achieve significantly reduced power consumption across their flow range, ideally targeting 30-60% reduction.

**Q.2.**

**At present, one or two companies are contacting us to participate in the tender of the innovation stream, but we have a question whether Unicef would prefer direct connection between factories or both.**

A.2.

Manufacturers may respond to this tender directly or in joint venture with another entity (e.g. another manufacturer or wholesaler). Please refer to Part II Section 4 of the RFP document for eligibility. However, please also refer to Part II Section 7 which states that bidders may not submit more than one proposal, nor be a lead entity or member entity of a joint venture on multiple proposals.

Hence, there is no limit on how many wholesalers can independently propose the same product, however a particular entity cannot be involved in more than one bid (i.e. a manufacturer couldn't be involved in multiple joint ventures with multiple wholesalers, however many wholesalers can individually propose a manufacturer’s product).

**Q.3.**

**Since we are limited by the 10L CE certification for the products of the innovation stream, we are considering using 8L to respond.**

A.3.

RFP 503600 is targeting a 10 LPM innovative oxygen concentrator under Item 10, however other sizes of concentrators (e.g. 8 LPM) may be submitted under Item 20. Demand from countries is highest for 10 LPM, however there are requests for 5 and 8 LPM as well, and manufacturers are encouraged to adopt the TPP-based innovative improvements across their product lines that target low resource settings. Furthermore, manufacturers with an appropriate product that meets the specifications in Item 10 or 20 are encouraged to pursue the required SRA regulatory approvals and provide UNICEF with a timeline for expected approvals.

**Q.4.**

**Regarding G.61 Power efficiency: The device achieves a variable power usage that scales with flowrate. The price of a device with variable power usage will be much higher than fixed power device. Could you please confirm if a high price device is acceptable and comply with UNICEF purchase target?**

A.4.

Proposals will be evaluated based on a combination of technical and commercial criteria. However, the proposals will first be evaluated based on the technical requirements and only once these are met will the evaluators look at the commercial criteria including price. Suppliers are welcome to also provide alternative devices/models to their main/standard products.

Technical performance and price will both be weighed in the evaluation of the product. While price may increase due to some of these improvements, we expect pricing to be competitive in order for these new products to be successful in the market. We understand there will be a balance between price and performance and will be carefully reviewing submissions relative to one another. It is also important to note that an objective of this innovation project is to deliver a product with lower total cost of ownership, which takes into account purchase price but also cost of operation, power, repairs, etc.

**Q.5.**

**As you state in Annex D, "Due to the nature of the locations that UNICEF supplies to, at minimum, a two-year standard warranty is required, dated from the completion of the terms of delivery in the contract. " From the date of completion of the delivery conditions in the contract, does it mean the date of waybill？**

A.5.

The warranty applies from the completion of the terms of delivery in the contract, which is the FCA incoterm, delivery to the nearest international air/seaport. This would be from the handover of the goods from supplier to UNICEF Freight Forwarder.

**Q.6.**

**Regarding G.8 weight <27kg. In order to provide a full function of the oxygen generator, we adopt metal shell and complete function accessory like refrigeration dryer. So the weight will be more than 27kg. 27kg is usually the weight of home use oxygen generator. Could you please clarify whether it is acceptable if the weight is more than 27kg?**

A.6.

We are looking for a product <27kg as this is in line with previous specifications and those of partners. However, manufacturers are encouraged to submit their best proposal that can best meet the objectives of the RFP across most if not all specifications.

**Q.7.**

**Regarding G.62 Power efficiency: Target power usage is 350-400 W or less at 10 LPM and 200-300 W or less at 1-5LPM. As far as we know, the lowest power around the world for 10LPM oxygen generator is about 480W. Is it possible to accept a device with higher power? In order to make it fully functional for medical use, our product is designed with a dryer, so the power may be much higher than the required power. We wonder what is the targeted use for the required item. If we want to keep the long shelf life and long working time with full function, the weight and power will all be higher than required. Could you please double check and confirm whether our design is acceptable and in line with your targeted product?**

A.7.

We recognize the complexity of this product and that some objectives may be in tension with one another due to how the technology functions (e.g. weight vs. power vs. reliability vs. cost, etc.). Manufacturers are encouraged to work towards a product that pushes the boundaries across all of these metrics defined in the specifications as much as possible. Power efficiency, reliability and robustness, usability, and ease of repair are top priorities, along with cost.

**Q.8.**

**We don’t have all of the part costs yet and not all of the materials (brochures, manuals) developed yet as the device is still under development, so is it ok to leave some lines blank on the tender? That would not disqualify us from continuing to submit right? Everything will be finalized by Dec 1, but just wanted to confirm for the Sept 1 deadline that it’s ok not to have everything filled in. Or is it better to put in a fake cost or something even if it’s not correct to indicate that it will be updated by Dec 1?**

A.8.

Suppliers should aim to fill in all fields with actual information, or in accordance with their R&D currently underway and aims for the final product – including estimated cost of final product. They can also provide comments to the specific requirements (status, plans, timelines) either directly in the forms where available, or as a separate annex/document. Brochures and manuals may be submitted at a later stage. Suppliers should be mindful at keeping price information with the commercial proposal and technical information with the technical proposal - do not mix commercial with technical information.

**Q.9.**

**Is it possible to postpone the submission date?**

A.9.

For now we do not have any plans to extend this innovation tender’s response timeline. We understand that some suppliers may not yet have a low resource setting (innovative) oxygen concentrator living up to our specifications ready for this tender’s timelines. Bidders who are working on or planning to develop such innovative product in line with the specifications of this tender, but may not be very advanced in this process, are also encouraged to submit a proposal by the first submission date on 1st September 2023.

For a better understanding of the market and future decisions and engagements beyond this tender UNICEF is very interested in knowing the following, which **all bidders are strongly encouraged to include in their bid a brief note answering these questions**:

* Are you working on an innovative concentrator in line with the RFP specifications and TPP objectives?
* Do you expect to meet the APC timeline or are you working towards a longer time horizon?
* What efforts have you made so far in terms of assembling a team, securing required internal approvals for the project, investment of financial resources, and R&D to date (e.g. prototyping, experiments, testing, etc.).
* Can you share a table of milestones and timelines from project start until a commercially ready product with SRA regulatory approval?