

RFP 2024.11 Supporting Unitaid in the design and implementation of innovative financing mechanisms

Response to Bidder's Clarification No.2

Question #	Reference to RFP (paragraph #)	Question text (Bidder's Question)	Unitaid's Response
1	Appendix 2 Terms of Reference (TOR) <i>Page 5, Table 1</i> Indicative Timeline column	Could you please specify if the "Indicative Timeline" column corresponds to the deadline of the activity, or its start date? If it is the deadline, then Activity 5 ends 8 months <u>after the start of the project</u> , which is not consistent with the 12-month duration of the project	The indicative timeline column corresponds to the start date. In other words, Unitaid expects the selected bidder(s) to have a staged approach: <ul style="list-style-type: none"> Design a completed high-level business case for a new financing mechanism - 1 month after the project start date Detailed design and refinement of selected new financing mechanism - 3 months after the project start date Launch and Implementation of the new financing mechanism - 8 months after the project start date. Please note that this timeline is indicative, and bidders may propose alternative schedules along with their justification, provided that the overall duration of the project is 12 months and meets Unitaid's expectations. As stated in the ToRs, employing a step-by-step iterative approach embedded in Unitaid's model is a requirement to facilitate project implementation and ensure necessary approvals are obtained throughout the project duration.
2	Appendix 2 Terms of Reference (TOR) <i>Page 5, Table 1</i>	Activity 3: "Design a compelling high-level business case for a new financing mechanism (for both internal and external audiences)" Indicative Timeline: 1 month after project start date Is there flexibility on the proposed the timeline for this activity? A duration of 1 month for this activity seems small considering how structuring it is for the rest of the project.	Please refer the answer in Question 1 above.
3	Appendix 2 Terms of Reference (TOR) <i>Page 5, Table 1</i>	Activity 3: "Design a compelling high-level business case for a new financing mechanism (for both internal and external audiences)" Could you please clarify if there is already a "short list" of mechanisms that Unitaid wishes to investigate? or the project will consider without prior pre-selection of mechanisms?	Unitaid is interested in mechanisms that offer a compelling return on investment and align with its operating model and governance structure. At this stage, no specific "short list" of mechanisms is available. Bidders are encouraged to focus on proposing mechanisms that best meet these criteria and demonstrate potential for effective resource mobilization.
4	RFP 4.15.2	Three samples of relevant past projects (case studies) successfully delivered must be included in the proposal, along with reference contact." - Can this be provided as part of Annex 4 Relevant project examples and reference contact? How much detail is required for these past project examples?	Yes, bidders may include the case studies in the main body of the Technical proposal or as part of Annex 4 (2. <i>Experience and Reference Contact Information</i>), whichever suits better in providing a smooth flow of the proposal and easy reading for the reviewers. The required details can be found in the Annex 4 (section 2, from 2.1.1 to 2.2.5), including reference contact for Unitaid to approach. In addition, the case study should cover the intervention context, methodology, and impact, preferably in sectors or with partners relevant to Unitaid's work.
5	Terms of Reference (TOR)	Method and frequency of interaction: "Unitaid could anticipate working with multiple contractors who are expected to collaborate." - How would this practically happen? Could it be that the scope could be divided amongst several contractors?	Unitaid is considering various options for project implementation, including the possibility of engaging multiple contractors to collaborate effectively. This will be carefully evaluated after reviewing the proposals received. Unitaid aims to select the approach that best aligns with project requirements and ensures optimal collaboration.

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6	TOR (Tentative Timeline)	Is Unitaid working towards an externally set deadline or is there flexibility in terms of implementation start/delivery date of the new mechanism?	Unitaid is guided by organizational resource mobilization targets and strategic needs as agreed upon with our Executive Board. This project's timeline is aligned with the Unitaid governing body's calendar.
7	Annex 4 (1.1.7)	Reminder from Unitaid on the submission requirement related to Climate and Environment (Annex 4 – 1.1.7)	<p>Company's commitment and initiatives in support of sustainability (in particular in relation to carbon footprint, e.g.: overall company carbon footprint, past/ongoing initiatives to reduce carbon emissions, or compensation/offsetting of emissions) and how it will be reflected in this procurement/consultancy activities. Please include any relevant certification or supportive documentation. Kindly provide sufficient information on this requirement as it will be evaluated and scored in the Technical Proposal assessment. Bidder(s) not demonstrating sufficient initiatives (i.e. limited climate /environmental efforts undertaken with no formal or concrete pledge/policy in the organization) may not be recommended for award of contract. Please indicate if bidders have a formal/concrete pledge or policy, formal commitment to net-zero goals or Paris Agreement targets, and/or measurable achievements (e.g., footprint reduction against baseline, and footprint associated to goods or services delivered)</p> <p><u>At a minimum</u>, bidders must clearly describe some relevant climate / environmental efforts in the organization which include formal or written policy, commitment, or pledge towards this initiative.</p>