| **Request for Proposal (RFP) for joint project partnership** |
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| Collaborative Partnership for joint resource mobilisation in relation to health systems strengthening and disease management projects in South East Asia, South Asia and the Pacific |
| RFP Ref No: CP-00X-2024 |

1. **General information**

| Reference number | CP-00X-2024 |
| --- | --- |
| Description | UNOPS is seeking information and expressions of interest from organisations for collaborative partnerships aimed at jointly mobilising efforts to develop and execute health projects/programs in support of ministries of health and WHOs new General Programme of Work (GPW14) aligned with UNOPS service offerings ( infrastructure, procurement, project and programme management) and the health related capabilities of the South East Asia and the Pacific Multi-Country Office (EAPMCO) and the South Asia Multi-country Office (SAMCO).  EAPMCO oversees and supports UNOPS projects across South East Asia and the Pacific region. Established in January 2023, EAPMCO operates in 24 countries spanning North East Asia, South East Asia, and the Pacific, with its headquarters situated in Bangkok. The Multi-Country Office comprises nine operational units: EAPMCO Thailand, EAPMCO Indonesia, EAPMCO Pacific Operations Cluster, EAPMCO Papua New Guinea, EAPMCO China, EAPMCO Vietnam, EAPMCO Lao PDR, EAPMCO Philippines, and EAPMCO Cambodia.  SAMCO oversees the development and implementation of projects in six (6) countries in South Asia: Bangladesh, India, the Maldives, Nepal, Pakistan, and Sri Lanka |
| Posting date | xx June2024 |
| Deadline date | xx June 2024 – 2 weeks from posting date |

1. **Presentation of UNOPS**

**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 projects and programmes around the world, supporting peacebuilding, humanitarian, health and development projects based on partnerships. For more information please visit [UNOPS website](https://www.unops.org/about).

**UNOPS South East Asia and Pacific Multi-Country Office (EAPMCO)**

The South East Asia and Pacific Multi Country Office (EAPMCO) supports, oversees the UNOPS portfolio of projects in South East Asia and the Pacific. EAPMCO was established in January 2023, covering 24 countries across North East Asia, South East Asia and the Pacific. With its head office in Bangkok, the Multi-Country Office comprises nine operational units: EAPMCO Thailand, EAPMCO Indonesia, EAPMCO Pacific Operations Cluster, EAPMCO Papua New Guinea, EAPMCO China, EAPMCO Vietnam, EAPMCO Lao PDR, EAPMCO Philippines and EAPMCO Cambodia.

In 2023, UNOPS South East Asia and the Pacific Multi-Country Office (EAPMCO) implemented USD 76.6 million worth of assistance to governments across East Asia and the Pacific, in the areas of resilient and sustainable infrastructure; just energy transition; digital transformations; rule of law; sustainable environmental management; waste management; post COVID-19 economic transformations; and Health, through HR, procurement, construction, contract management, fund and program management services.

**The South Asia Multi-country Office (SAMCO)**

SAMCO oversees the development and implementation of projects in six (6) countries in South Asia: Bangladesh, India, the Maldives, Nepal, Pakistan, and Sri Lanka. SAMCO offers expertise in infrastructure, procurement, human resource management, and fund management. All the offices have local technical experts and strong partnerships with the governments in each country.

In 2023 SAMCO has delivered around 53 Million USD worth projects of which nearly 60% is in health projects while other projects in governance, WASH, peace and justice are included. It is delivered through procurement, resilient infrastructure, operational support, capacity building activities, grant management and advisory support.

1. **Rationale**

The annual World Health Assembly (WHA77) met in Geneva in May 2024 and all 194 member states of WHO approved its [14th General Programme of Work (GPW14)](https://apps.who.int/gb/ebwha/pdf_files/WHA77/A77_16-en.pdf), the strategy that guides the work of Ministries of Health and the WHO Secretariat for the next four years.

Today’s public health challenges require multi sectoral, multi disciplinary solutions. WHO highlights that “*half the world’s population is still not fully covered by essential health services. Two billion people face financial hardship or are impoverished by out-of-pocket health spending. Every year, 17 million people die prematurely from preventable noncommunicable diseases; obesity rates have skyrocketed; Antimicrobial resistance threatens to unwind a century of medical progress; And air pollution and climate change are jeopardising the very habitability of the planet on which all life depends”.*

1. **The need for partnerships**

A collaborative partnership is defined as an agreement UNOPS enters into with a partner to share benefits, costs and risk in relation to joint activity. This is a voluntary arrangement, in which all parties involved agree to work together for a defined period to achieve a common purpose or undertake a specific task. The main purpose of this collaborative agreement will be to ‘pursue a range of joint resource mobilization opportunities, that is, when UNOPS enters into an agreement with a partner to mobilize partners core competencies (for example skills, expertise, technology, networks) that augment UNOPS' capacity in order to pursue together multiple joint project opportunities over a prolonged period of time.

Health is a critical component of human and sustainable economic development. UNOPS focuses on expanding the implementation capacity of its partners in health in support of national health priorities and objectives to improve public health outcomes, by addressing healthcare infrastructure gaps, enhancing maternal and child health, responding to public health emergencies, increasing equitable healthcare access, and supporting capacity building and training. UNOPS leverages global expertise to provide innovative solutions and efficient project management, while partnering with multiple stakeholders to mobilize resources and coordinate efforts for greater impact in the health sector. UNOPS can play a key supporting role in ensuring healthier populations and contributing to economic and social development.

UNOPS is seeking to enter into partnerships with not-for-profit organizations to jointly mobilise resources for the design and implementation of joint projects. Specifically UNOPS is seeking partners with robust technical expertise in the health sector, encompassing areas such as health system strengthening, infection prevention and control (IPC), Antimicrobial Resistance (AMR), one health, surveillance system enhancement, diagnostics, and pandemic preparedness and other relevant health domains across Asia and the Pacific. These technical needs are further outlined in section 4.

This RFP 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 number of contractual modalities be used throughout the course of the partnership including a Collaborative Partnership Agreement, a Teaming Agreement and Grant Award Agreement. See Annex 1 for more details.

1. **Objectives**

The primary objectives of this partnership includes:

1. Collaboratively develop proposals for implementing projects/programmes responding to health needs defined by countries in Asia and the Pacific
2. Implement joint projects/programmes based on the agreed expertise, by each party, outlined in these proposals .
3. Establish partnership mapping, business intelligence and stakeholder engagement, fostering mutual knowledge sharing spaces among UNOPS, the partner(s) and stakeholders.

**4. Partnership scope and needs**

The below scope and partnership needs will form the basis for the evaluation of the submissions.

**4.1 Type of partner**

This opportunity is tailored for not for profit organisations poised to engage in collaborative resource mobilisation activities aimed at both conceptualising and executing joint project proposals. UNOPS is actively seeking partners distinguished by their extensive expertise and demonstrated effectiveness across a multifaceted spectrum of activities, within the health sector. The envisioned partnership seeks to leverage the collective strengths and diverse skill sets of potential collaborators to address pressing health challenges across Asia and the Pacific. Specifically UNOPS is in search of partners who possess a deep understanding and proven capability in implementing initiatives geared towards strengthening health systems. This includes devising strategies to enhance the resilience, accessibility and efficiency of healthcare services, as well as optimising health infrastructure outcomes and workforce capacities to better serve local communities.

Potential partners shall possess strong capacity on designing and implementing initiatives/ projects/ programmes and preparedness strategies on infection prevention and control (IPC) such as strengthening surveillance systems, leveraging innovative technology for real time data collection and analysis, and fostering collaboration between public health authorities and healthcare facilities, resulted in addressing the urgent threat by antimicrobial resistance (AMR), resistant pathogens and one health. UNOPS welcomes partners who bring a holistic approach to health programming, incorporating innovative approaches, evidence based practices, and a commitment to equity, inclusivity and sustainability.

**4.2 Geographical scope**

The joint implementation of activity will be in countries of coverage of UNOPS South, South East Asia, South Asia, and the Pacific under two Multi-Country Offices namely EAPMCO and SAMCO.

EAPMCO in nine operational units: EAPMCO Thailand, EAPMCO Indonesia, EAPMCO Pacific Operations Cluster, EAPMCO Papua New Guinea, EAPMCO China, EAPMCO Vietnam, EAPMCO Lao PDR, EAPMCO Philippines and EAPMCO Cambodia. SAMCO oversees the development and implementation of projects in six (6) countries in South Asia: Bangladesh, India, the Maldives, Nepal, Pakistan, and Sri Lanka. As such UNOPS is seeking a partner that has the capacity to conduct activity in this geographic scope.

**4.3 Division of roles and responsibilities for joint projects**

For future joint projects it is anticipated that UNOPS and the partner will complement each other's capacity and have the below division of roles and responsibilities.

| **UNOPS role and responsibilities** | **Partner role and responsibilities** |
| --- | --- |
| UNOPS has strong capacity in the provision of services, as a technical advisor and implementer and project manager. Our areas of expertise include infrastructure, procurement, project/programme/portfolio management (P3M), financial/fund management and human resources. All our service lines can be deployed as self-standing offerings in response to a specific demand, or as integrated solutions, depending on partner needs.  As such under this collaborative partnership UNOPS will contribute with expertise in the areas of infrastructure, resilience, project management, procurement, business development, project proposals coordination and writing. UNOPS will utilise existing and prospective human resources in the aforementioned areas.  More precisely, UNOPS primarily focus on the following areas (but not limited to, depending on the specific resource mobilisation exercises):   * Lead proposal development: Lead the development of joint proposal exercises for projects/programmes to be submitted to funding partners. * Project implementation across mandated service lines: Support the implementation of the projects/ programmes in the areas of its expertise include infrastructure, procurement, project/programme/portfolio management(P3M), financial/fund management and human resources. * Relationship management: Build and maintain relationships with the beneficiaries, funding partners and stakeholders. * Capacity building related to operational mandate: Provide capacity building to partners and stakeholders in line with UNOPS capacity and corporate policies, especially on Gender Equality and Social Inclusion (GESI), and Health, Safety, Security and Environment (HSSE). | Through the joint collaborative agreement, UNOPS would take the lead on the development and implementation of infrastructure, procurement, project management services, and the partner would bring the technical expertise across the below areas when co-developing and implementing joint projects:   * Strategy and policy development: supporting the governments to develop and implement health related strategies, policies and initiatives by ensuring sustainability and leaving no one behind. * Training and capacity building: Providing training to national and sub-national health workers and/or community volunteers to enhance services delivery. * Risk assessment: Supporting the governments and/or leading the risk assessment on a broad range of topics in the health sector to ensure that risks are identified, evaluated, mitigated and accepted in line with the standards of risk management. * Awareness campaigns: Supporting the governments or stakeholders to run awareness raising and/or advocacy campaigns at the policy and community levels. * Advisory services: providing technical advisory services to the governments and stakeholders on the response to health emergencies, research studies, surveys, assessments, stakeholder and resources mapping etc,.   The above mentioned technical expert shall be linked to the following technical and programmatic areas.   * Health System Strengthening, * Oxygen eco system, * Infection Prevention and Control (IPC), * Antimicrobial Resistance (AMR), * Surveillance System Enhancement, * Pandemic Preparedness, and Response, * Digital Health, and * One Health |

The partners will implement the project in line with the UNOPS project management manual, grant management manual and other corporate policies (i.e. procurement and finance) in a way to ensure smooth implementation of the project and management risks appropriately.

In addition, UNOPS welcomes partners who bring a holistic approach to health programming, incorporating innovative approaches, evidence-based practices, service provision quality assessment, resilient and inclusive health infrastructure that could be linked with a vision of sustainability and planetary crisis, and a commitment to equity, inclusivity, and sustainability. Together, through collaborative partnerships grounded in shared goals and mutual respect, we can work towards building healthier, more resilient communities in South East Asia, South Asia and the Pacific.

**4.4 Technical requirements from partner and evaluation criteria**

UNOPS places a high priority on identifying partners with a strong technical foundation and expertise in health systems strengthening and disease management. To ensure the successful implementation of joint projects and initiatives, we are seeking partners who possess a diverse set of capabilities across various health-related domains.

Proposals submitted in response to this document shall be evaluated following the cumulative analysis methodology, which consists of the following steps:

* Technical evaluation: This assesses the technical points achieved by each proposal, as per the maximum obtainable points assigned per criteria group in Part 1 and Part 2.
* Financial evaluation: Financial proposals will only be opened for proposals that have achieved the minimum threshold in the technical evaluation.
* Combined analysis: This evaluation will be conducted based on a combined analysis, analyzing all of the relevant costs, risks and benefits for each proposal. The combined analysis includes the scores from both the technical evaluation and the financial evaluation, using a predefined weighting method.

The maximum number of points that an applicant may obtain for its proposal are as follows:

* Technical proposal: 80 points
* Financial proposal: 20 points

The maximum total number of points an applicant may obtain for both the technical and financial proposals is 100. The weighting of the technical and financial proposals will be 80:20.

UNOPS may request clarification or further information in writing from applicants at any point during the evaluation process. In this case, any response from an applicant shall not modify the substance of the proposal, including both the technical and financial aspects of the proposal. UNOPS may use such information to interpret and evaluate the relevant proposal. The evaluation of a proposal by UNOPS shall be carried out against the evaluation criteria described in the following tables.

**Part 1 - Technical expertise and experience**

| **No.** | **Criteria to be evaluated** | **Obtainable points** |
| --- | --- | --- |
| **1.1** | **Health System Strengthening:** Partners should demonstrate concrete technical expertise on strategy and policy development, training and capacity building, risk assessment, awareness campaigns, and advisory services to ensure the full capacity of the governments, health workers and stakeholders on using initiatives, technology, and systems to control and address global public health threats. | 5 |
| **1.2** | **Oxygen eco system:** Partners should have concrete technical expertise on strategy and policy development, training and capacity building, risk assessment, awareness campaigns, and advisory services to support the governments on critical and strategic development, operationalization and monitoring of the Oxygen Eco System in order to quickly respond to the needs and demand for the respiratory cases. | 5 |
| **1.3** | **Infection Prevention and Control (IPC):** Partners should demonstrate technical expertise on strategy and policy development, training and capacity building, risk assessment, awareness campaigns, and advisory services on the proficiency in designing and implementing effective IPC measures such standardise protocol, risk assessment, and training to minimise the risk of healthcare-associated infections and prevent the spread of communicable diseases within healthcare settings. | 5 |
| **1.4** | Antimicrobial Resistance (AMR): Partners should prove technical expertise on strategy and policy development, training and capacity building, risk assessment, awareness campaigns, and advisory services on the antimicrobial stewardship programs, surveillance of antimicrobial use and resistance patterns, and public awareness campaigns to promote responsible antimicrobial usage. | 5 |
| **1.5** | Surveillance System Enhancement: Partners should have technical expertise on strategy and policy development, training and capacity building, risk assessment, awareness campaigns, and advisory services to enhance surveillance systems by facilitating early detection, monitoring, and response to disease outbreaks. This includes expertise in implementing technology solutions, leveraging data analytics for real-time monitoring, and strengthening reporting mechanisms to improve disease surveillance and reporting. | 5 |
| **1.6** | **Pandemic Preparedness:** Partners should have technical expertise on strategy and policy development, training and capacity building, risk assessment, awareness campaigns, and advisory services in planning and responding to comprehensive pandemic preparedness strategies, conducting risk assessments, establishing contingency plans, and coordinating multi-sectoral response efforts to mitigate the impact of pandemics on public health. | 5 |
| **1.7** | **Digital health:** Partners should showcase technical expertise on strategy and policy development, training and capacity building, risk assessment, awareness campaigns, and advisory services in implementing digital health solutions, leveraging data analytics for real-time monitoring, and strengthening reporting mechanisms, leadership, governance, strategy, investment, and systems architecture to improve disease surveillance and reporting. | 5 |
| **1.8** | **One Health:** Partners should have technical expertise on strategy and policy development, training and capacity building, risk assessment, awareness campaigns, and advisory services in developing and implementing whole of government and/or whole of society approaches on one health, connecting the dots between human, animal, and environmental health. | 5 |
| **Total points for Part 1** | | **40** |

**Part 2 - Cross cutting technical requirements**

| **No.** | **Criteria to be evaluated** | **Obtainable points** |
| --- | --- | --- |
| **2.1** | **Human Resources:** Provide details on the number and qualifications of existing human resources dedicated to each of the countries covered by UNOPS EAPMCO in the specified areas of expertise. | 10 |
| **2.2** | **Business Development and Donor Intelligence:** Showcase capabilities in business development and donor intelligence to facilitate effective resource mobilisation and project implementation. | 10 |
| **2.3** | **Proposal Writing and Research:** Highlight proficiency in proposal writing, research, and data analysis to inform evidence-based decision-making and project design for the development of joint proposals, from opportunity identification to proposal submission, emphasising collaborative approaches and stakeholder engagement. | 10 |
| **2.4** | **Proposal Track Record:** Present a comprehensive list of proposals and joint proposals submitted in the specified fields, indicating their success/failure/under review status and demonstrating experience in addressing key thematic areas outlined in the RFP. | 10 |
| **Total points for Part 2** | | **40** |

**Part 3 - Financial**

| **No.** | **Criteria to be evaluated** | **Obtainable points** |
| --- | --- | --- |
| **1.1** | **Pricing and Costing Model:** Provide overview of the pricing and costing model when implementing projects related to the technical requirements of this partnership, including overhead costs, costs of personal expertise and consultants and retainers etc. | 10 |
| **1.2** | **Financial Resources:** Provide details on budgeted and spent financial resources for the development of joint proposals and other resource mobilisation exercises within the countries covered by UNOPS EAPMCO, including any pre-financed resources provided by the interested organisation. Please also include financial or audit reports from the last 3 years. | 10 |
| **Total points for Part 3** | | **20** |

**4.5 Cost Covering**

UNOPS and the partner will both cover their own costs for any joint proposal development activity or joint resource mobilisation activity in general. The work at this stage will be carried out at the own expense of UNOPS and the partner.

Transfer of funds from UNOPS to the partner may only happen in a scenario when UNOPS and the partner have a joint proposal accepted by a funding source and UNOPS is the lead agency and signs the project agreement. In this scenario UNOPS would receive the funds through a project agreement from the funding source and disburse it to the implementing partners through grant support agreement in order to deliver their part of the proposal in line with the budget and division of roles and responsibilities outlined in the proposal. The selection method using this RfP will need to be inserted into a project agreement with the donor. Potential contract modalities to be used to operationalise this arrangement can be found in the Annex 1 - 4.

**6 Instructions**

This section provides the instructions required for submitting documentation to UNOPS in response to this Request for Proposal. Partners are requested to strictly comply with these instructions. In order to be considered as a potential partner, interested entities should submit the complete and submit the Proposal Form (see section 7). Responders willing to provide additional information are welcomed, providing not more than 10 pages of document supporting their submission. These documents must be received by UNOPS via the e-mail specified below on or before 15 July 2024 at 17.00 pm, (Bangkok time, UTC +7.

**Notification of interest**

In order to receive the answers to all questions that were asked, you must notify your interest in responding to this RFP. This notification has to be sent by email to Mr Akira MORETTO, Head of Partnership of UNOPS EAPMCO, email: [akiram@unops.org](mailto:akiram@unops.org). You can notify your interest at any time before the closure of the RFP (see date hereinabove).

**Q&A period**

The Questions and Answers period is open until 14 July 2024 at 17.00 pm, (Bangkok time, UTC +7). Please send your questions by email to Mr Akira MORETTO, Head of Partnership of UNOPS EAPMCO, email: [akiram@unops.org](mailto:akiram@unops.org). All answers will be made available on a rolling basis to all entities that notified their interest in responding to the RFP, as described in the previous paragraph. Entities that notify their interest after the closure of the Q&A period won’t be allowed to ask questions but will receive the answers made to questions asked by other entities.

**Submission**

Electronic submissions must be sent with the Completed ‘Proposal form’ reference number and title in the subject field as follows: “RFP Ref No: CP-00X-2024”. For submissions via email, the receipt time stamp shall be the date and time where the email has been received in the dedicated UNOPS inbox. UNOPS shall not be responsible for any delays caused by network problems etc. It is the sole responsibility of interested partners to ensure that their documentation is received by UNOPS in the dedicated inbox on or before the prescribed deadline.

**7 Proposal submission**

This section provides the instructions required for submitting documentation to UNOPS in response to this Request for Proposal. Applicants must carefully read and understand the **Partnership scope and need (including technical requirements (see section 4)** in this Request for Proposals before completing the Proposal and Annexes.

Please follow the below links to make copies of each document, complete and submit.

* [Proposal template](https://docs.google.com/document/d/1I0oGkl-kVqK5Ejn2O3r8AQiJ7Oe0naAFoPHNM9XCM4I/edit?usp=sharing) (please download and make your own copy)
* [Due diligence questionnaire](https://docs.google.com/document/d/1e6zDK8vMvv0Xgeqmitnw3PzoFk6bUHXUXO1skyBQdvM/edit)
* [Declarations](https://docs.google.com/document/d/1Jn0rRaWAZVDAcpvTmMiGThVJfG8LfnFy_tAGrFmmnB0/edit?usp=share_link)
* [For Civil Society partners, register in the UN Partner Portal and complete the PSEA implementing partner self-assessment](https://www.unpartnerportal.org/)

# Annex 1 - Overview of agreement modalities

The following model contractual modalities will be likely used throughout the course of the partnership.

[**Collaborative partnership agreement**](https://docs.google.com/document/d/1yFUs6mI891Xkj_SzwmOwyuQouKx8aL0VI-f2lilovGg/edit?usp=sharing): This will be signed to formalise the overall partnership and will cover partnership activity where each partner covers their own cost and that does not involve any transfer of funds outlined in section 4.

[**Teaming Agreement**](https://docs.google.com/document/d/1DskfVVnv4NFmmz2274goIsN2Q8xcDc6fZcyTsteNULA/edit?usp=sharing): It may be decided to sign a sub Teaming Agreement (under the overall Collaborative partnership agreement) prior to developing each specific joint proposal to outline roles and responsibilities of each party. The decision whether to sign such a sub agreement will be decided on a case by case basis in collaboration with UNOPS Legal Group.

**Grant support award agreement**: Should a joint proposal be accepted by a third party, where UNOPS is the lead and the partner the sub-recipient, a grant award agreement will be used between UNOPS and the partner. Transfer of funds from UNOPS to the partner may only happen in a scenario when UNOPS and the partner have a joint proposal accepted by a funding source and UNOPS is the lead agency and signs the project agreement. In this scenario UNOPS would receive the funds through a project agreement from the funding source and disburse it to the implementing partners through grant support agreement in order to deliver their part of the proposal in line with the budget and division of roles and responsibilities outlined in the proposal. The selection method using this RfP will need to be inserted into a project agreement with the donor.