

Standard 'Call For Proposals' (CFP)

TB Diagnostics Market Landscape Analyses

Introduction and Background

UNOPS has hosted the Stop TB Partnership Secretariat since 1 January 2015. The Stop TB Partnership ("STBP"), under the direction of the Executive Director is leading the way to a world without tuberculosis (TB), a disease that is curable but still kills three people every minute. Founded in 2001, the Partnership's mission is to serve every person who is vulnerable to TB and ensure that high-quality diagnosis and treatment is available to all who need it.

As a key initiative of the Stop TB Partnership, the goal of the Global Drug Facility (GDF) is to facilitate world-wide, equitable access to TB medicines and diagnostics across both public and private sectors. This goal is achieved through management and coordination of market activities for the full portfolio of TB medicines and diagnostics, strategic procurement and innovative logistics solutions, technical assistance and capacity building for TB programmes, and accelerated uptake of new TB medicines, regimens, and diagnostics.

Investments over the past decade in TB research and development (R&D) have led to the development of important new tools to diagnose TB and drug resistance, as a replacement or complement to smear microscopy. These diagnostics are suited for placement at various levels of TB laboratory networks and are recommended by WHO for use in various patient populations. Limited overlap in terms of product placement and target patient groups combined with patented products has resulted in a challenging market dominated by manufacturers holding virtual monopolies. Conservative approaches in countries combined with systematic inefficiencies in adopting newly WHO-recommended diagnostics has also resulted in limited patient access to rapid testing and universal drug susceptibility testing, putting at risk the achievement of End TB Strategy targets.

As the largest procurer of TB diagnostics globally, GDF aims to work with manufacturers, countries and stakeholders to strengthen and promote a TB diagnostics market able to reliably deliver innovative, quality-assured, appropriately-adapted, affordable, sustainably-priced TB diagnostics. GDF and its partner countries and stakeholders therefore require up-to-date information and analyses on the current TB diagnostics market at both global and country-levels including challenges and opportunities.

The procurement of TB diagnostics and related laboratory commodities by GDF has increased significantly in recent years, justifying the need to assess and analyze this market to allow GDF to better evaluate and refine its role as the global market coordinator under the Stop TB Partnership. Therefore, GDF, through this Call for Proposal (CFP), invites proposals from qualified organizations interested in receiving grant support to assess and analyze the current TB diagnostics market landscape.

1. General instructions for proposal submission

How to submit?

Grantees are requested to submit their complete application as per the grant application instructions provided in the CFP and in an electronic form (PDF) to the below e-mail address.

Mr Philipp Hodel
Portfolio Officer
UNOPS Geneva Office
philipp@unops.org

When to submit?

Deadline: Monday 4 December 2017, 18:00 (Geneva time)

2. Eligibility criteria as per project agreement

Grant Proposals must not exceed USD 240,000. Any amount over the ceiling must be co-financed by the selected organization.

The minimum eligibility criteria are:

- A. Not-for-profit international or national non-governmental organizations or academic institutions.
- B. Demonstrated experience and expertise in conducting and publishing market analyses and evidence-based studies related to in vitro diagnostic products, and preferably TB diagnostic products, and their adoption at country level.
- C. Presence and/or network to carry out the project activities in multiple countries, as needed
- D. Good relationships with key stakeholders in the international health sector and preferably TB space, including but not limited to delivery agencies, funders, manufacturers, normative agencies, and regulatory bodies.
- E. Administrative, financial, and technical capacity to carry out the project activities within the time frame required.

3. Description of scope of work

The scope of work of this grant aims to support the development and publication of TB diagnostics market analyses, including but not limited to technology landscape analyses and studies specific to different diagnostic tools and technologies and/or priority country or countries. Concretely, the proposal should include at least:

- Two (2) annual analyses of the current TB diagnostics market landscape, which describe market barriers for existing and new products and innovative solutions to address market shortcomings. Deliverables would be in the form of reports for publication and distribution by Stop TB Partnership's GDF.
- Five (5) TB diagnostics technology- or country(ies)-specific studies that address challenges with patient access, coverage, country capacity and/or roll-out. Deliverables would be in the form of manuscripts ready for publication, with co-authorship by Stop TB Partnership's GDF.

Deliverables would be expected throughout the grant period of December 2017 to December 2019.

The selected grantee will be expected to work closely with GDF in defining and refining activities including selection of the diagnostic products and countries to study, defining and refining deliverables, and developing content throughout the course of the grant.

4. Evaluation process

In line with UNOPS evaluation principles of fairness, transparency and integrity, an independent Grant Evaluation and Selection Committee will be responsible for the review of proposals and the Grantee selection.

A two-stage procedure will be utilized in evaluating the proposals, with evaluation of the technical component being completed prior to any budget component being considered. The budget component will be evaluated only for those applicants whose technical component meets the requirements for the CFP. Any non-compliant proposal may automatically be eliminated from the evaluation process.

The technical component, which has a total possible value of 100 points, will be evaluated using the following criteria:

Technical Criteria	Maximum Score
Nature of the proposing organization, legal status (registration with government)	10

approved authority), and organizational and financial capacity (annual financial statements, membership and affiliation to association or umbrella groupings).	
Demonstration of organizational experience managing grants greater than USD 200,000 received from international organisations working on global health issues.	10
Demonstration of organizational experience in TB diagnostics or other in vitro diagnostics market analyses	30
Proposed project approach, work plan of activities, timelines and grant budget	30
Identified major risk factors that could result in the grant activities not producing the expected results (internal/external) and proposed risk mitigation measures.	20
Maximum Score: Technical Component	100

Only proposals that have a Technical Component receiving more than 70 points out of the potential 100 points shall be considered for financial evaluation.

Financial proposals will be evaluated following the completion of the technical evaluation.

A detailed budget breakdown covering all costs and only costs which directly relate to efficiently carrying out the grant activities shall be submitted. Grant overheads may not exceed 10% of the total budget.

A grant will be awarded to the grantee with the most attractive combination of technical and financial proposals.

5. UNOPS Grant Support Agreement

The UNOPS Standard Grant Support Agreement (GSA) containing UNOPS General Conditions for Grant Support Agreements (*Annex D of the [UNOPS Grant Support Agreement template](#)*) is herewith attached. The GSA constitutes an integral part of this CFP as it is mandatory to accept this agreement with its conditions before submitting a proposal.

6. Interest / Grantee Application template

If your organization is interested in submitting a grant proposal in response to this CFP, please kindly submit a grant application in pdf as well as an accessible format (word/excel) addressing the technical and financial requirements outlined in sections two to four of this CFP.

My organization _____ is hereby formally interested in the advertised grant program/component and is submitting a proposal within the established timeframe.

Authorized signature: _____

Title: _____

Date: _____