



**A NEW
PERSPECTIVE
ON TB DRUG
PROCUREMENT.**

Global Drug Facility

Request for Proposals for 2nd Line anti-TB Drugs Procurement Agent(s)

The Global Drug Facility (GDF), an initiative of the Global Partnership to Stop TB housed and administered by the World Health Organization (WHO), is searching for qualified procurement agent(s) to conduct competitive processes, negotiate preferential prices for, and undertake the purchase of certain specified second line anti-TB drugs from a specified number of suppliers for delivery to specified institutions conducting Green Light Committee (GLC)-approved projects. The second line anti-TB drugs to be procured are expected to have a value of up to US\$ 5 million per annum.

The initial contract will be for a period of 24 months, with the option of a further extension of 12 months.

To this end, WHO/GDF is requesting agents to submit Proposals for all the services detailed within this Request. (as per section 4: Scope of Work)

This Request for Proposals, herein after referred to as the RFP, has been advertised broadly in the public domain to known agents, via the Stop TB Partnership network of over 500 partners and all country missions accredited to Geneva for wider dissemination and in the web-based version of the International Development Business Journal (www.devbusiness.com).



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Section 1: Instructions to Proposers

1.1. Due Date for Proposals

The deadline for submission of Proposals in response to this RFP is 25 September 2006. At any time prior to the deadline for receipt of Proposals, WHO/GDF may, for any reason, modify the RFP and associated documents by amendment. All parties to whom this RFP has been sent will be notified in writing of these amendments, if any, and any possible related extension of the deadline. WHO/GDF should receive Proposals by the deadline referred to above. WHO/GDF reserves the right to reject any Proposals received after this deadline.

1.2 Submission of Proposals and Number of Copies

Proposals must be submitted in three copies, in a sealed envelope in accordance with the instructions set forth in this RFP, using the Proposal sheet provided Section 5, and addressed to:

Global Drug Facility

STOP TB, World Health Organization Geneva

Attn: Mr. Vitalis Adu Room L172

20, Avenue Appia

CH-1211 Geneva 27

Switzerland

The Proposal must include Proposer contact information for purpose of questions and clarification

1.3 Requests for Information

Requests for additional information regarding this RFP should be submitted in writing and forwarded to Sarah Schmitt (schmittsa@who.int) and Fabienne Jouberton (joubertonf@who.int) referencing: WHO/GDF: RFP for 2nd Line anti-TB drugs Procurement Agents in the subject header. Any request for additional information and the answers of WHO/GDF thereto, will be made available to all parties who received this RFP.

1.4 False or Misleading Statements

If, in the opinion of the WHO/GDF, an Proposal contains false or misleading statements of references that do not support a function, attribute, capability or condition as contended by the Proposer, it may be rejected.



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1.5 Clarification of Offer

WHO/GDF reserves the right to obtain clarification of any point in a Proposal or to obtain additional information necessary to properly evaluate a particular offer at any time during the RFP process. Failure of a Proposer to respond to such a request for additional information or clarification may result in rejection of a Proposal.

1.6 Corrections

Erasures or other changes in the Proposal must be explained or noted and initialed by the person signing the Proposal, prior to submission.

1.7 Errors in Proposals

Proposers are expected to examine and comply with all instructions, terms, conditions and requirements described in this document. Failure to do so or mistakes in doing so will be at the Proposers own risk and the Proposer cannot secure relief on the plea of error in any Proposal.

1.8 Supporting Documentation

Documentation provided in support of the Proposal (refer to section 4, Scope of the work) should be itemized on the Proposal sheet and provided in triplicate with the Proposal. Several documents or descriptions in support of the Proposal are requested. Official documents are preferred. Concise but comprehensive documentation is preferred.

1.9 Currency and Discounts

Proposers should quote in US\$. Any discounts should be indicated in the Proposal.

1.10 Validity of Proposals

Proposals must remain valid for acceptance for at least 16 weeks following the RFP opening time.

1.11 Sub-contracting

If qualified and acceptable to WHO/GDF, the successful procurement agent may undertake the tasks of purchasing, storage, shipping and insurance directly; alternatively, the procurement agent may contract out some or all of the tasks to other agents acceptable to WHO/GDF. Fees, if any, for subcontracting this work should be included in the Proposal.

1.12 Withdrawal/Replacement of Proposals

Proposals may be withdrawn/replaced by written instruction received from the Proposers prior to the deadline. Negligence on the part of the Proposer confers no right to the withdrawal of the Proposal after the deadline. No amendments (textual, data, additions or withdrawal of any section) are permitted after the deadline.

1.13 Acceptance of Proposal Content

The contents of the Proposal and all statements made in it, will at the option of WHO/GDF, become a contractual obligation if a contract ensues. Failure of the selected Proposer to accept this obligation may result in cancellation of the award.



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1.14 Responsiveness

Proposals should respond to all requirements of this RFP to the maximum extent possible. Proposers are asked to clearly identify limitations or exceptions to the requirements for the services called for under this RFP. Alternative approaches will be given consideration if such approaches clearly offer increased benefits to the WHO/GDF.

1.15 Evaluation Criteria

Proposals will be evaluated by an evaluation panel appointed by WHO/GDF in light of the mandatory and secondary criteria/requirements set forth in this RFP. The selection of one or more successful Proposers will be subject to the approval of the Director of WHO's Stop TB Department and WHO's Contract Review Committee.

WHO/GDF reserves the right to:

- award the contract to a Proposer of its choice, even if its Proposal is not the lowest;
- award separate contracts for parts of the services to be provided, to one or more Proposers of its choice, even if their Proposals are not the lowest;
- not award any contract at all.

WHO/GDF reserves the right to negotiate the terms of the Proposal(s) made by one or more Proposers of its choice, including but not limited to the fee for the services called for under this RFP and the deletion of certain parts of the services

There is no obligation by WHO/GDF to reveal, or discuss with any Proposer, how a Proposal was assessed, or to provide any other information relative to the selection process.

Proposers whose Proposals are not selected will be notified in writing of this fact, and shall have no claim whatsoever for any kind of compensation.

1.16 Expenses for Response

Proposers are solely responsible for their own expenses, if any, in preparing and submitting a proposal in response to this Request for Proposal. This would include any costs incurred during functional demonstrations and subsequent meetings and negotiations.

Section 2: Support to be provided by WHO/GDF

In support of the contracted services, WHO/GDF will provide to the selected agent or agents:

2.1 Specifications and Standards

A specified list of products required, including necessary quality standards and specifications. Only products meeting these standards and specifications will be considered acceptable.

2.2 Suppliers List

A list of manufacturers' eligible for the supply of the specified products to institutions conducting GLC approved projects.



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2.3 Quantity

An exact quantity of products required for each GLC approved project. It will, however, be the responsibility of the institution conducting a GLC approved project to liaise with the selected agent once the quantities for which it is eligible have been communicated by WHO/GDF, i.e. on delivery lead times and information necessary to arrange registration in the country concerned (if necessary) packing, marking, shipping, insurance and delivery to the consignee.

2.4 Inspection, sampling and testing

Detailed instructions for pre-shipment inspections, sampling and batch analysis (if required).

2.5 Support in the LICB process for manufacturers, products and other services.

Technical advice of a non-commercial nature, in the Limited International Competitive Bidding (LICB) process for manufacturers, products and other services.

2.6 Advice

Advice in relation to TB products, supply chain management thereof and the supply of such products to institutions conducting GLC approved projects, as and when required.

2.7 Order Forecasts

Quarterly forecasts of TB drugs and related supplies expected to be ordered.



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Section 3 Terms and Conditions for Resulting Contracts

3.1 Proposers warranty

3.1.1 The Proposer certifies and warrants that they have the personnel, experience, qualifications, facilities and all other skills and resources necessary to perform services called for under this RFP. Documentation supporting this warranty must be submitted including team expertise/experience (Curricula Vitae) and structure.

3.1.2 Your Proposal is submitted in reliance on your own knowledge, skill and independent advice and not in reliance on any representations made by the WHO/GDF.

3.1.3 The Proposer confirms and warrants that it has complete independence from all pharmaceutical suppliers and wholesalers and has no other conflict of interest in relation to the services called for under this RFP. The Proposer should provide evidence of agency ownership and structure.

3.2 Responsible Persons

The successful Proposer and WHO/GDF will promptly inform each other in writing of the name and position of the person, who shall be responsible for the overall administration of the resulting Contract on behalf of the successful Proposer or WHO/GDF, as the case may be, in order to ensure that their respective obligations will be met met.

3.3 Responsibility

The successful Proposer agrees to indemnify, WHO/GDF for any and all claims and liabilities, arising from the activities called for under this RFP not attributable to the gross negligence or willful misconduct of WHO/GDF.

3.4 Arbitration and WHO's Privileges and Immunities

Any dispute relating to the interpretation or execution of the Contract between WHO/GDF and the successful Proposer will, unless amicably settled, be subject to conciliation. In the event of failure of the latter, the dispute will be settled by arbitration. The arbitration will be conducted in accordance with the modalities to be agreed upon by the parties, or in the absence of agreement, with the rules of arbitration of the International Chamber of Commerce. The parties will accept the arbitral award as final.

Nothing contained in the Contract between WHO/GDF and the successful Proposer will be construed as a waiver of any of the privileges and immunities enjoyed by WHO under national and/or international law, and/or as submitting WHO to any national court jurisdiction.

3.5 Exclusive undertaking towards WHO

3.5.1 Any successful Proposer agrees not to act as an agent for 2nd line anti-TB products for any other party than WHO.

3.5.2 No part of either this RFP or any Proposal submitted can be considered to constitute an agreement between the parties. Agreement would only be reached



by completion and signing of a subsequent and superseding Contract between the parties. In the event that this RFP or terms herein or any Proposal submitted or terms therein, conflict with or detract from any of the terms of the subsequent Contract, the subsequent Contract will prevail and will apply to the exclusion of any other terms.

3.5.3 WHO, on behalf of WHO/GDF, reserves the right to extend the initial Contract of 24 months, upon expiry, for up to 12 months.

3.6 Start of Work

It is expected that the successful Proposer will start work on 1 December 2006.

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Section 4: Scope of Work

The selected procurement agent shall ensure an uninterrupted supply of the specified second line anti-TB drugs to the institutions conducting GLC approved projects and thus shall:

4.1 Establish Long Term Agreements

4.1.1 For an interim period:

Prepare and conclude legally binding Long Term Agreements (LTAs) with manufacturers specified by WHO/GDF. The procurement agent may exclude manufacturers, deemed eligible to supply through WHO/GDF on the basis of the quality assurance status of their products, if there are sound commercial or other reasons for them to be excluded. In such case the reasons for disqualification must be agreed upon with WHO/GDF and documented.

4.1.2 When a reliable and sufficient number of manufacturers and prequalified products, approved by WHO, are available and ready to supply, the selected procurement agent shall:

4.1.2.1 Prepare LICB documents for second line anti-TB drugs, incorporating information provided by WHO/GDF.

4.1.2.2 Issue LICB's to eligible manufacturers specified by WHO/GDF.

4.1.2.3 Undertake the adjudication of the submissions with the technical, non commercial input from WHO/GDF, in order to arrive at the awarding of the contracts. More than one contract award for each product is preferred.

4.1.2.4 Notify successful Bidders of the awards and prepare and contract legally binding Long Term Agreements with the selected suppliers in accordance with the terms and conditions of the submissions and within the limits agreed with WHO/GDF.

4.2 Issue Purchase Orders

Accept requests from the institutions conducting GLC approved projects, for fixed quantities of specified products and packaging to be delivered. Issue purchase orders for the same to contracted manufacturers. Each order received from institutions conducting GLC approved projects shall be approved first by WHO/GDF before processing.

4.3 Consolidate Orders

Arrange for the consolidation of orders intended for one destination from more than one supplier in a Good Distribution Practices certified facility. The cold chain for one product shall be maintained.

4.4 Maintain Buffer stock

4.4.1 Maintain and arrange for the storage of a buffer stock of specified second line anti-TB drugs in accordance with Good Storage Practices (GSP) and other WHO/GDF conditions, in such a way as to allow rapid delivery from this stock to institutions conducting GLC approved projects which require such rapid delivery. The creation of the stockpile will be financed by WHO/GDF. The Procurement Agent is expected to propose workable and effective options for the maintenance and storage of the stockpile to the WHO/GDF.



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4.4.2 The types and quantities of drugs in the stockpile will be specified by WHO/GDF. Bearing in mind that WHO/GDF will finance the purchase of the drugs for the creation of the stockpile, WHO/GDF will instruct the Procurement Agent - at the end of the Contract- how to dispose of the drugs in the stockpile: e.g. transfer to a third party, donate to interested institutions, and/or destroy. Except to the extent otherwise agreed by WHO and the Procurement Agent, the Procurement Agent will not be entitled to receive any payment in respect of the drugs so disposed off,

4.4.3 Maintenance of the stockpile by the Procurement Agent will require arrangement of auditing, inspection (when requested by WHO/GDF) and real-time reporting of specific information on TB drugs stocked including but not limited to: quantities, expiry dates and batch numbers.

4.4.4 The Procurement Agent would be expected to establish Standard Operating Procedures (SOP) for the stockpile, subject to the approval of WHO/GDF.

4.5 Compliance with National Pharmaceutical Rules and Regulations

4.5.1 Where registration of products is required by the Drug Regulatory Authority (DRA) of the recipient's country, the Procurement Agent should ensure that relevant product dossiers are sent to the DRA to enable timely registration of products in advance of shipment.

4.5.2 The Procurement Agent will also be required to proactively engage contracted suppliers to register their products in GLC supported countries irrespective of whether registration is a pre-condition for delivery; the Procurement Agent will be expected to create incentive schemes (of a reward and/or punitive based nature) with respect to the contracted suppliers to effect registration.

4.5.3 The Procurement Agent will be required to monitor the registration status of products from the contracted suppliers and provide updates to WHO/GDF in required quarterly progress reports.

4.6 Pre-shipment inspection and Quality Control

Arrange for pre-shipment inspection and sampling of batches for quality control (as requested by WHO/GDF) in independent laboratories, identified by WHO/GDF.

WHO/GDF will be responsible for the payment of the costs of the sampling, quality control and pre-shipment inspection to the selected laboratories after satisfactory completion of the work. The Procurement Agent will, however, be responsible for coordinating the whole process with the WHO selected laboratories. This coordination work should be included in the proposed fee.

Standard operating procedures shall be developed by the agent and approved by WHO/GDF.

4.6.1 For PSI: Arrangement for and monitoring of pre-shipment inspection of all purchase orders before shipment (and upon WHO/GDF request, post-shipment), through the contracted PSI agent.

4.6.2 For Lab. Analysis: (a) Arrangement for and monitoring of the pre-shipment sampling of all batches of TB drugs and related products (and upon WHO/GDF request, post-shipment) per order and forwarding of samples to the contracted testing laboratories through the contracted PSI agent (b) Ensuring that a Clean Report of Findings is issued by the PSI agent for every order covering both the PSI outcome and laboratory analysis results before payment to suppliers and shipment of the order is made.



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4.7 Arrange Shipment and Insurance

4.7.1 Arrange for shipment of the drugs to the agreed point of delivery in the recipient country based on INCOTERMS mutually agreed upon between the institution conducting the GLC project and the Procurement Agent.

4.7.2 The Procurement Agent will always be required to provide freight options (and corresponding US\$ cost quotations) for Air, Sea and Overland or combination thereof) for orders from institutions conducting GLC approved projects. At least 2 options and cost quotations per mode of transport (Air, Sea, Overland or combination thereof) are expected.

4.7.3 The Procurement Agent will monitor and enforce that deliveries are being made in accordance with the agreed delivery schedule, INCOTERMS and selected carrier(s).

4.7.4 The Procurement Agent will be required to: (a) insure goods for replacement value including transport costs and obtain insurance appropriate for the storage, transport and delivery of pharmaceutical products (b) arrange for immediate replacement of goods, before settlement of insurance claims; and (c) arrange settlement of insurance claims if necessary.

4.7.5 The transportation and insurance costs will be reimbursed by the Institutions conducting GLC approved projects to the Procurement Agent.

4.7.6 Selection of Freight Forwarders, Shipping Agents, Transport Companies and Insurance Agent(s) will be in done in close cooperation with and after final approval of WHO/GDF.

4.7.7 The Proposer may offer the services of the aforementioned agents based on already existing contracts for the same concessionary rates. In this regard, Proposers are requested to list on the Proposal sheet (Section 5) any special arrangements and price schedules and rates they already have with freight/shipping/transport/insurance agents for the type of shipments required.

4.7.8 WHO/GDF reserves the right to require the Procurement Agent to issue an LICB for contract freight/shipping/transport/insurance services separately (no more than one LICB every 2 years) or to obtain these services through the contracted suppliers.

4.8 Inform institutions conducting GLC approved projects and WHO/GDF

Inform the institutions conducting GLC approved projects and WHO/GDF on each step in the supply process including order placement, receipt of the payment, expected delivery dates, date of pre-shipment inspection and results of inspection, sampling process, shipping details with all the requested documentation, ideally through a web-based system.

4.9 Monitor Performance

Monitor and issue intermediate (quarterly) and final performance (annually) reports to WHO/GDF. The precise nature of these reports will be specified in the contract(s) with the selected agent(s).

4.10 Market Intelligence and seeking new manufacturers and suppliers

4.11.1 While not required as a core function of the Procurement Agent, WHO/GDF may request the agent to participate in joint market intelligence exercises designed to analyse the market for TB drugs, explore the market and identify new sources of acceptable second line anti-TB products (finished product

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and active pharmaceutical ingredients) in order to allow for development of proactive procurement strategies based on an assessment of the strengths, weaknesses, opportunities and risks for WHO/GDF and its agents in the existing and projected TB drug market.

4.11.2 Collaborate with the WHO prequalification project and the WHO/GDF in seeking new manufacturers and suppliers of the required second line anti-TB drugs



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4.12 Web-based Information Management and Dissemination

The Procurement Agent is required to offer at the time of Proposal submission, details of an existing web-based system or concrete plans to develop the same with expected implementation within a mutually agreed time after contract signature, if successful, that enables:

4.12.1 web-based generation of quotations/pro-forma invoices covering cost of products, quality control, shipping and insurance for WHO/GDF and other clients.

4.12.2 the Procurement Agent to:

- (a) provide the final consignee and WHO/GDF selected information concerning each step in the supply chain process including details on purchase orders (contents, date placed, category), stockpiled products, suppliers progress, readiness of goods for shipment, changes in delivery dates, date of pre-shipment inspection, results of inspections and laboratory analysis, shipping, port arrival, customs clearance and delivery to consignee; and
- (b) provide reports on performance of all actors in the supply chain, including that of the Procurement Agent, in relation to timely execution of responsibilities as per agreed SOPs.

4.13 Standard Operating Procedures

The Procurement Agent will be required to develop SOPs that cover the entire order process from the time that WHO/GDF approves an order to confirmation of receipt/clearance of the delivered goods by the consignee. The SOPs will include the responsibilities of all parties involved in the supply chain including: Procurement Agent, manufacturers, WHO/GDF, PSI Agents, Laboratory agents, Freight Forwarders, Consignees and institutions conducting GLC approved projects.

4.14 Project Management Team

Ensure management of the services called for under this RFP based on a dedicated team of procurement professionals with the following skill sets. Sufficient knowledge and experience in:

- Supply Chain Management, including pharmaceutical supply
- E-procurement
- Language proficiency to serve a global client base
- IT development
- Financial management
- Knowledge and experience in pharmaceuticals quality

4.15 Skills and Requirements

In order to perform all the requested activities the successful Proposer shall have at least:

4.15.1 Three or more years of experience in purchasing pharmaceutical products and other commodities internationally on behalf of governments or organizations operating internationally.



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- Please provide an indicative list of countries purchased from, and countries supplied to.
- Please provide details of the pharmaceutical products purchased and supplied internationally and the approximate value, during the past three years.

4.15.2 Please provide general agency information, such as for example a recently certified statement from the National Chamber of Commerce for companies, Quality Assurance certificates and licenses, and certified annual reports from the past three years.

4.15.3 Experience in or ability to issue International Competitive Bids (ICBs) and awarding contracts based on adjudications thereof for purchasing pharmaceutical products.

Please provide examples of ICBs issued, a description of the award process and examples of resulting contract(s) from the same ICBs. Confidential details may be deleted, if necessary.

4.15.4 Experience in or ability to manage a stock of pharmaceutical products in compliance with applicable legislation and regulations.

Please provide a description or a plan of storage areas and conditions, including description of the ventilation system and handling of sensitive products, such as products in cold chain, the equipment and sanitation procedures, description of the procedures for handling the products and recording system.

Please provide copies of any certification such as a Good Distribution Practices Certificate recognized by a National Drug Regulatory Authority.

4.15.5 Suitably experienced and qualified staff.

Please provide *Curriculum Vitae*s of the Managers and core staff involved particularly relating to clause 4.14.

4.15.6 Experience in or ability to monitor and appraise the performance of pharmaceutical manufacturers and other subcontractors.

Please provide details of the parameters monitored for suppliers and examples of monitoring reports.

4.15.7 Experience in or ability to explore the market and identify new sources of products especially second line anti-TB drugs.

4.16 Other desirable competencies:

4.16.1 Experience in or ability to issue International Competitive Bids (ICB) and awarding contracts for pre-shipment inspections including laboratory analysis for the pharmaceutical products purchased and/or arranging and managing of inspections.

Please provide examples of ICBs issued and adjudicated and contracts managed for pre-shipment inspections and laboratory analysis of drugs supplied internationally during the past three years.

4.16.2 Experience in or ability to issue International Competitive Bids (ICB) and awarding contracts for shipping and insurance at preferential rates and/or arranging and managing of shipping and transport insurance contracts.



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Please provide details of freight forwarding contracts that are currently in place or were executed in the past for the shipment and insurance of goods to be supplied internationally.

4.16.3 Experience in or the ability to manage and maintain an internet-based data collection and processing system which allows institutions conducting GLC approved projects to place orders and is capable of informing the institutions conducting GLC approved projects and WHO/GDF, manufacturers, subcontractors and other interested parties collaborating with the Institutions conducting GLC approved project, of the day-to-day progress of the procurement and supply process. This web-based system should be able to receive direct data input, such as procurement orders and order status, from contracted manufacturers, inspection agents and transport companies. This system must also be capable of routinely feeding its data to WHO/GDF systems.

Please provide details of internet based systems for data collection, monitoring and reporting in place or about to become operational In particular as it relates to clause 4.12.



Section 5: Proposal Sheet

Please refer to Annex 1 for a detailed outline of the adjudication criteria.

The fee for all the services listed in Section 4 has to be quoted as an all-inclusive fixed percentage fee levied on the purchase prices of the drugs ordered by each GLC project only. This fee should include all the activities listed in this RFP.

PROPOSED FEE :

as a Fixed Percentage Fee: _____

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Information to be submitted must be sufficient to demonstrate that the Proposer meets the Mandatory Criteria outlined in Annex 1 and has the ability to perform the functions and provide the services delineated in Section 4 of this RFP. Official documents are preferred. Concise but comprehensive documentation is preferred.



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Annex 1: Adjudication of Proposals

A. Instructions to the Adjudication Panel

The Adjudication Panel shall be selected by the GDF/GLC Secretariat and shall consist of six members:

- 1 nominated by WHO-PSM
- 2 nominated by GDF/GLC Secretariat
- 3 nominated by GDF partners

Panel members shall not have any Conflicts of interest and will be asked to attest as such in writing.

The panel members will have recognized experience in procurement and supply. The panel members may request advice from others, but they alone shall be responsible for the adjudication report.

The panel members shall nominate from among themselves a Chairperson.

The vote of each panel member, including the Chairperson, will carry equal weight.

The criteria upon which the selection of a GDF Procurement Agent will be based are divided into: (a) Mandatory criteria and (b) Secondary Criteria, as outlined below.

For the purpose of the adjudication, points have been assigned to each criterion, which will, in turn, be multiplied by a factor according to the following key:

Unacceptable / not present	= 0
Poor but acceptable	= 1
Very good	= 2
Excellent	= 3

Each member of the panel will firstly assign a score to each Proposer, individually. All 6 members will then meet and agree on a consolidated total score for each bidder.

Based on the above system, the adjudication shall be conducted according to the following procedural steps:

(I) Step one

Elimination of bidders not complying with the *mandatory criteria*:

Panel members shall scrutinize the proposals to determine if bidders meet all of the mandatory criteria. For this screening process the panel will determine only if bidders are eligible to attain a score of at least a factor of 1 (poor but acceptable) on all of these criteria. Those that do not will be eliminated from the adjudication process.

(II) Step two:



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Panel members will score all the remaining bidders on each of the mandatory criteria.

(III) Step three:

Panel members will score all the remaining companies on each of the secondary criteria.

(IV) Step four:

Panel members will rank the bidders according to their total scores.

(V) Step five:

The chairperson of the panel will open the envelopes containing the fee offered by the different bidders. The fee of each bidder shall be reviewed and compared along with the total technical scores of each bidder.

(VI) Step six:

The panel will recommend to the WHO/GDF which agent or agents should be awarded the contract(s) for providing procurement services to the WHO/GDF.

B. Adjudication Criteria

Mandatory Criteria

Three or more years of experience in purchasing pharmaceutical products and other commodities internationally on behalf of governments or organizations operating internationally.

Experience in or ability to issue International Competitive Bids (ICBs) and awarding contracts based on adjudications thereof for purchasing pharmaceutical products.

Experience in or ability to manage a stock of pharmaceutical products in compliance with applicable legislation and regulations.

Suitably experienced and qualified staff.

Experience in or ability to monitor and appraise the performance of pharmaceutical manufacturers and other subcontractors.

Experience in or ability to explore the market and identify new sources of products especially second line anti-TB drugs.

Secondary Criteria

Experience in or ability to issue ICBs and awarding contracts for pre-shipment inspections including laboratory analysis for the pharmaceutical products purchased and/or arranging and managing of inspections.

Experience in or ability to issue ICBs and awarding contracts for shipping and insurance at preferential rates and/or arranging and managing of shipping and transport insurance contracts.

Experience in or the ability to manage and maintain an internet-based data collection and processing system which allows clients to place orders and is capable of informing the client and the GDF, manufacturers, subcontractors and other interested parties of the day-to-day progress of the procurement and supply



process. This web-based system should be able to receive direct data input, such as procurement orders and order status, from contracted manufacturers, inspection agents and transport companies. This system must also be capable of routinely feeding its data to GDF systems.

Any other criteria requested in the RFP particularly in relation to Section 4.

Cost of Services

The cost of the services offered will be reviewed subsequent to the scoring and ranking of bidders.

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