

REQUEST FOR QUOTES (RFQ)

RFQ Title:	Pharmaceutical business intelligence that provides data for decision-making and analytical services on the Ukraine’s pharmaceutical public and private sector
RFQ Issue Date:	January 14, 2020
Due Date and Time for Questions:	January 22, 2020
Quote Due Date and Time:	February 3, 2020 by 10:00 am Kyiv time
Contact details:	ua-safemed-procure@safemedua.org

Complete Description of Need/Scope of Work/Specifications

Management Sciences for Health (MSH) Inc. that leads USAID’s SAFEMed Activity in Ukraine calls for the submission of quotes for *pharmaceutical business intelligence* that provides data for decision-making and analytical services on the Ukraine’s pharmaceutical public and private sector on a monthly basis for a period of 12 months starting in March 2020.

DESCRIPTION OF SERVICES

1. Provide access to the pharmaceutical database that captures
 - Pharmaceutical retail segment; breakdown/analysis of the state reimbursement program "Dostupni Liky"; insulins program; EML/positive list; etc.;
 - Pharmaceutical wholesale segment:
 - * International procurements made by specialized international organizations with public and donor funds;
 - * Local pharmaceutical procurements with public funds - central, including by the Central Procurement Agency (CPA) (tenders, auctions, e-catalogues, framework agreements), and regional by hospitals and healthcare system regional departments (i.e. oblzdrav, gorzdrav) (each facility, by SKU; all procurement by tender procedures and before the threshold level)
2. Provide access points (up to 20 work places for CPA, MOH, and SAFEMed) to the database for independent analysis by staff/consultants who will be trained by the selected supplier in its use.
3. Assign bilingual English-Ukrainian Account Manager to respond to additional SAFEMed inquiries in a timely manner.
4. Create easy-to-use English-Ukrainian dashboard for CPA’s category managers’ use with selected Ukrainian, Regional and Global data from the pharmaceutical markets, updated quarterly with direct access for 10 people. Such dashboards are intended to visualize trends, competitiveness and participation of individual market players in the pharmaceutical categories that are covered by public funds under central procurement and by tariffs of the National Health Service of Ukraine (NHSU).
5. Provide ad hoc data analysis on parameters to be set by SAFEMed (in PowerPoint, in English and Ukrainian).
6. Provide analysis of out-of-pocket expenses on pharmaceuticals according to description provided by SAFEMed.

DESCRIPTION OF DATA POINTS REQUIRED

- The database presents retail segment and all levels of public procurement of medicines (national, regional, facility, the Academy of Sciences, etc.), including centralized procurement by the international organizations (Crown Agents, UNDP, UNICEF) and Central Procurement Agency, provision of medicines through donor organizations

(charitable and humanitarian aid, donations, etc.), and indicating INN, trade name, dosage, DDD, dosage form, price, quantity, manufacturer, distributor, and uses ATC classification. The database includes Affordable Medicines and the NEML group attribute (or such attribute can be added).

- The database includes data on medicines procurement through ProZorro.
- The database includes sales data from local pharmacies.
- English and Ukrainian version of the database.
- Full database on public procurement and retail segment should be presented for the period of March 2020 - February 2021. It is expected that market information will be updated on a monthly basis and provided for the use by the project until 2022 (with potential extension).

QUALIFICATION REQUIREMENTS

- Legal Ukrainian registration;
- The company has at least 10 years of experience in the tracking, consolidating and analyzing relevant data in the pharmaceutical market;
- Availability of bilingual English-Ukrainian Account Manager for this project;
- Availability of bilingual English-Ukrainian Contract;
- Validity of the proposal for 30 calendar days;
- Acceptable payment terms (VAT exemption, post payment during 10 banking days after providing services and invoice issue).

USAID SAFEMed Activity Address	17 Reitarska str., 5 th floor, suite 23, Kyiv 01030, Ukraine
Payment conditions:	Bank transfer without VAT. Payment during 10 business days from the date of invoice and provision of services.
	<p>Safe, Affordable, and Effective Medicines for Ukrainians (SAFEMed) is a USAID funded international technical assistance activity implemented in Ukraine (Contract № AID-121-C-17-00004), in accordance with the Agreement between the Government of Ukraine and the Government of the United States of America regarding humanitarian and technical economic cooperation as of May 7, 1992 (herein after referred to as the Agreement). The Activity procures goods, works and services from the Awardee according to the Agreement mentioned above and Procedure for the of the use and monitoring international technical assistance approved by the Decree of the Cabinet of Ministers of Ukraine as of February 15, 2002, No. 153 (153-2002-п) On the unified system of the use and monitoring international technical assistance. The cost of such goods, works and services is exempt from Value Added Tax.</p> <p>Goods, works and services are procured with international technical assistance activity funds and are in line with the categories (types) of goods, works and services set out in the Procurement Plan. That is why SAFEMed Activity pays for goods, works and services without VAT. The Activity provides the Awardee a copy of stamped Procurement Plan according to which the goods, works and services are procured, as well as a copy of Project Registration Card issued by the Ministry of Economic Development and Trade of Ukraine.</p> <p>Additional clarifications about VAT exemption can be provided by SAFEMed Accountant upon request.</p>

In order to be considered quotes must be valid for at least 30 days and must include all of the following:

1. Technical Proposal

- Complete vendor information – including vendor’s physical address, full legal name, VAT registration number and copies of the registration documents.
- Company’s portfolio: a brief description of the relevant experience.
- If you have not provided goods and/or services to MSH within the past 3 years, contact information for at least 3 current/past clients that can serve as references.
- Information about at least 2 (two) years of cooperation with US Government agencies (for instance, US Centers for Disease Control and Prevention (CDC), US Agency for International Development (USAID) or international technical assistance projects), and/or the Commonwealth of Nations (for instance, the United Kingdom) agencies, and/or MOH of Ukraine and/or its departments.

2. Cost proposal

- Prices offered for separate options and total cost of the Contract.

Please, pay you special attention: the quotes should be prepared and submitted in English or in both languages (English and Ukrainian).

Quotes will be evaluated based on the following evaluation criteria:

Evaluation Criteria	Maximum Possible Points
A. Experience and ability to meet the scope of work	
Ability to Meet the Scope of Work	40
Possession of All Required Qualifications Listed in this RFQ: <ul style="list-style-type: none"> • Legal Ukrainian registration; • The company has at least 10 years of experience in the tracking, consolidating and analyzing relevant data in the pharmaceutical market; • Availability of bilingual English-Ukrainian Account Manager for this project; • Availability of bilingual English-Ukrainian Contract; • Validity of the proposal for 30 calendar days; • Acceptable payment terms (VAT exemption, post payment during 10 banking days after providing services and invoice issue). 	20
Past Performance/References <ul style="list-style-type: none"> • Offeror’s portfolio and successful proven past experience in performing similar assignments; • References: full contact details of three current/previous clients/organizations. 	10
B. Price Best value principle	30
Maximum Total Score	100

MSH holds its tenders on the basis of value for money principle, therefore none of the criteria is prevailing. All quotes will be considered and evaluated based on the aggregate criteria.

- *Quotes submitted after the deadline has passed or that do not include all of the information requested may be rejected.*
- *This RFQ is non-binding and in no way obligates MSH to award any contract. MSH reserves the right to purchase any or all of the items requested, to adjust quantities if necessary, or to make no purchase. Firm commitment to purchase is not established until a written order is issued by MSH. MSH will not pay for vendors quote preparation costs.*
- *MSH procurement staff are instructed not to request or accept any commission relating to this order, and MSH has procedures in place to detect such payments. Please do not offer or pay any such commission, as this could result in your quotation being rejected. Please report any MSH representative asking for such a payment to the following email address: auditcommittee@msh.org*