

**REQUEST FOR PROPOSAL (RFP)
#UKRSAFEMED040A**

RFP Title:	Supply and installation of Radio Frequency Identification Devices (RFID), or other similar solutions, as an inventory tracking system at health care facilities across Ukraine
-------------------	---

RFP Issue Date:	January 12, 2021
Due Date and Time for Questions:	January 22, 2021
Quote Due Date and Time:	February 12, 2021 by 10:00 am Kyiv time
Contact details:	ua-safemed-procure@safemedua.org

Complete Description of Need/Scope of Work/Specifications
--

Health care facilities in Ukraine currently track inventory through a number of manual process, which include physical counting and paperwork, which is very time consuming and open to the possibility of human error.

Management Sciences for Health (MSH) Inc., which leads USAID’s SAFEMed Activity in Ukraine, is calling for submission of proposals from well-qualified vendors for the implementation of an inventory management solution for product tracking through RFID, or other similar solutions, of pharmaceuticals and medical equipment at health care facilities across Ukraine.

The system will be developed for the Central Procurement Agency of Ukraine (CPA) as they plan to monitor demand fluctuations and patient consumption very closely, for an even more agile and responsive supply chain, by implementing RFID scanners at hospitals and clinics. Ukraine has more than 3000 health facilities that could potentially use this system, however, it will be rolled out as a pilot one by one and the total number of locations is undefined. The solution would include having one scanning system for each room, designated as one inventory location (i.e. one location for each room), at each location whereby all incoming and outgoing boxes can be automatically tracked for real-time inventory monitoring.

DESCRIPTION OF SERVICES

1. Implementation of an RFID Management System

- 1.1. Proponents should provide proposals for the implementation of Radio frequency identification technology to provide the Central Procurement Agency of Ukraine for the real-time monitoring of inventory across all hospitals or other service delivery points in Ukraine. Part of the Industrial Internet of Things (IIoT), RFID technology allows for precise tracking of important objects through a central database, enabling a variety of additional functionalities.
- 1.2. Proponents will undertake a requirements-gathering process for the implementation of RFID at each location and provide a list of prerequisites. This is considered to be included in the price they provide for each location.
- 1.3. Proponents will supply and install the necessary equipment and a software solution that will enable real-time access to the data through dashboards.

- 1.4. Integration with existing Systems that meet all needed functionality (if any).
- 1.5. Proponents will install the necessary security equipment to ensure inventory can be stored safely and accessed by authorized personnel only.
- 1.6. Each location will be considered one inventory location in the system with one scanner and at least four radio frequencies.
- 1.7. Proponent shall provide a complete list of RFID features that will best meet the needs for the central management of inventory at all hospitals and service delivery points across Ukraine. These are some of the most important RFID solution features:
 - Tags and data storage devices
 - Data capacity requirements and data structure standards
 - Data capture variables, such as electronic article surveillance and read-only tags
 - Selection of frequencies, antennas, and sensor capabilities
 - Readers, interrogation, equipment, and printers
 - Wireless hubs and edge servers
 - Application network and middleware
- 1.8. Proponents may provide alternative but similar solutions to RFID but should ultimately meet similar outcomes with regard to inventory monitoring at hospitals and other final service delivery points.

2. Work Product / Intellectual Property

- 2.1. “Work Product” shall consist of all deliverables and other data, information, designs, know-how, software, inventions, and other material and intellectual property in all media and forms now known or hereafter developed or prepared in the course of, or resulting from, the performance of this Contract and modifications to the Contract. By accepting this Contract the Contractor acknowledges that:
- 2.2. MSH, or such party as MSH may designate, shall retain all title to and all rights in any Work Product provided under this Contract.
- 2.3. Work Product shall be the sole and exclusive royalty-free property of MSH, or any party that MSH designates, and shall be deemed to be a “work made for hire” in the course of performance hereunder. This shall include intellectual property not first developed in the course of, or resulting from, the performance of this Contract, but which is incorporated in any deliverable provided by the Contractor to MSH hereunder.
- 2.4. If title to any Work Product may not, by operation of law, vest in MSH all title to and rights and interest therein are hereby irrevocably assigned by the Contractor to MSH, or such party as MSH may designate.
- 2.5. The Contractor agrees to take all such other actions as may be reasonably requested by MSH to carry into effect the provisions of this Work Product/intellectual property requirement, including, without limitation, the execution of assignments, copyright registrations, and patent applications.
- 2.6. The Contractor further represents and warrants that:
 - the Work Product delivered to MSH does not infringe the rights of any other party
 - the Contractor is the sole proprietor of the Work Product with full power and authority to enter into this Contract
 - the Work Product has not been previously published anywhere and no rights have been

granted with respect to it

- the Work Product does not violate, either in whole or in part, any copyright or other contract, and does not contain anything libelous or slanderous in character, or violate the right of privacy of any person.

3. Other Requirements:

- 3.1. Provide access points (up to 40 workplaces for CPA, MOH, and SAFEMed) to the systems for usability, with the possibility of expansion, by staff/consultants who will be trained by the selected supplier in its use.
- 3.2. Assign bilingual English-Ukrainian Account Manager to respond to additional SAFEMed inquiries in a timely manner acting as a liaison between the client and departments within the company to convey information, ensure understanding, and make certain everything is done in an accurate, timely manner.
- 3.3. Making the client aware of other services and actions that may lead to greater success.
- 3.4. Monitoring the client's budget, explaining costs, and negotiating new terms if necessary.
- 3.5. Providing progress reports to clients and upper management at the Central Procurement Agency of Ukraine.
- 3.6. Provide training sessions to CPA staff on all system functions along with required training manual and other materials.

DATA OWNERSHIP

The Parties acknowledge that any software and/or hardware provided by the winning proponent is and remains the property of the Management Science for Health (MSH).

QUALIFICATION REQUIREMENTS

- The company has at least 5 years of experience in Information Technology (IT), specifically in the development of supply chain systems;
- Availability of bilingual English-Ukrainian Account Manager for this project;
- Availability of bilingual English-Ukrainian Contract;
- Validity of the proposal for 90 calendar days;
- Acceptable payment terms (VAT exemption, post payment during 10 banking days after providing services and invoice issue).
- Compliance with Section 889 of the National Defense Authorization Act (NDAA) 2019, a United States federal law. Please see Attachment A. Please note that a signed copy of Attachment A must be included in your submission.

USAID SAFEMed Activity Address	17 Reitarska street., 5 th floor, suite 23, Kyiv 01030, Ukraine
Payment conditions:	Bank transfer without VAT.

	<p>Payment during 10 business days from the date of invoice and provision of services.</p>
	<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 #3755- 03 as of July 14, 2020 issued by the Cabinet of Ministers of Ukraine.</p> <p>Additional clarifications about VAT exemption can be provided by SAFEMed Accountant upon request.</p>

Concurrent Negotiations and BAFO

1. Initial Ranking of Proponents: After the completion of procurement process based on the due date set out above, an MSH evaluation committee will score each proponent’s proposal against the evaluation criteria set out below. All scores will be added together and the proponents will be initially ranked based on their total scores.
2. Concurrent Negotiations and Best and Final Offer (BAFO) Process: MSH intends to invite the top three ranked proponents to enter into concurrent negotiations. During these concurrent negotiations, MSH will provide each proponent with any additional information and will seek further information and proposal improvements from each proponent. After the expiration of the concurrent negotiation period, each proponent will be invited to revise its initial proposal and submit its BAFO to MSH.
3. Evaluation of BAFO and Final Ranking of Proponents: Each BAFO will be evaluated against the rated criteria set out under Final Evaluation Criteria set out below and will be assigned a final ranking using the same process set out above. The top-ranked proponent based on the evaluation of the BAFOs will receive a written invitation to enter into a final round of negotiations to finalize the agreement with the MSH. In the event of a tie, the selected proponent will be the proponent selected by way of a coin toss.

In order to be considered quotes must be valid for at least 90 days and must include all of the following:

1. Technical Proposal (20 page limit, excluding the cover letter)

- 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 and CV’s of the project manager and other key staff on the project.
- 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 (3 page limit)

- This RFP is non-binding and in no way obligates MSH to award any contract. MSH reserves the right to make an award in whole or in part, or not to make an award, in accordance with the best interests of MSH. Firm commitment to award a contract is not established until MSH issues a written contract. Award of a contract is dependent upon available funding and donor approval, as applicable.
- Price Options: All proponents will include the maximum possible price to MSH for the supply and installation of RFID equipment and applicable software solution at one location. MSH has the right to implement the RFID solution at any number of hospitals based on ‘Cost per Hospital’, which will include a minimum maintenance and warranty period of 1 year and all required training material and user manuals. Proponents shall provide a list of features and other available services, including maintenance, separately.

Module/System	Cost Per Location (less than 500 locations)	Cost Per Location (500 locations or more)
Supply and Install of an RFID Solution		
Annual Maintenance		

- *Other requirements:* All quotes should be prepared and submitted in English or in both languages (English and Ukrainian) and must be in USD currency.

Quotes will be evaluated based on the following evaluation criteria:

Evaluation Criteria	Maximum Possible Points
A. Technical Proposal	
Ability to Meet the Scope of Work, including but not limited to the quality and accuracy of the equipment	30

<p>Demonstrated ability of all Required Qualifications Listed in this RFP:</p> <ul style="list-style-type: none"> • The company has at least 5 years of experience in the tracking, consolidating and analyzing relevant data in the pharmaceutical market; • Applicable experience demonstrable on the CV's of the project manager and other key staff on the project; • Availability of bilingual English-Ukrainian Account Manager for this project; • Availability of bilingual English-Ukrainian Contract; • Acceptable payment terms (VAT exemption, post payment during 10 banking days after providing services and invoice issue). 	5
<p>Past Performance/References</p> <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. 	5
<p>B. Price</p> <p>Best value principle</p>	60
<p>Maximum Total Score</p>	100

The winning proponent must also be able to demonstrate that Employee's based in Ukraine that will be working on the project are authorized to work in the Ukraine. MSH will not provide any relocation support.

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 will 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*

Attachment A: Attestation of NDAA Compliance

Please include a completed and signed copy of this page in your response. If you are unable to comply with the requirements of NDAA 889, please be advised that MSH cannot consider your proposal. Responses received without this attestation will be disqualified from consideration.

Attestation of NDAA 889 Compliance

We have conducted a review of the devices, components and/or services we are offering to Management Sciences for Health (MSH) in response to this RFQ/RFP and have determined that none of them contain or rely on "covered telecommunications equipment or services" under the John S. McCain National Defense Authorization Act, Section 889 (or the interim rule.)

Prohibited telecommunications and security equipment and services include those designed, developed, manufactured, or supplied by entities listed below or persons affiliated with their ownership or control.

1. Huawei Technologies Company
2. Dahua Technology Company
3. Hangzhou Hikvision Digital Technology Company
4. Hytera Communication Corporation
5. ZTE Corporation
6. Any subsidiary or affiliate of the above entities

Company Name: _____

Responsible Party: _____ Title _____

Signature: _____ Date: _____

NDAA Section 889 Background and Requirements

Section 889 of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. No. 115-232) places restrictions on U.S. Government contractors' ability to contract with or use certain Chinese telecommunications equipment or services based on U.S. national security concerns.

Covered telecommunications equipment or services are defined as all telecommunications equipment or services produced and provided by Huawei Technologies Company or ZTE Corporation, and video surveillance and telecommunications equipment or services produced and provided by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company, or any subsidiaries or affiliates of those entities.

This prohibition applies to all U.S. Government contractors, domestic and international, even if that company is not specifically selling telecommunications equipment or services to the U.S. Government. As a prime contractor, Management Sciences for Health (MSH) must conduct a reasonable inquiry of the suppliers that provide telecommunications equipment and services to MSH, regardless of whether that equipment or service is used by MSH as part of its work for the U.S. Government.

If MSH provides any telecommunications equipment or services as a subcontractor to a U.S. Government contractor, MSH may be asked whether any of that equipment or service is prohibited under Section 889. Responding to these inquiries requires MSH to inquire as to the source of supply of telecommunications equipment and services provided to MSH by its subcontractors, suppliers, and vendors.