

**Issue Date:** Monday October 19<sup>th</sup> 2015

**RFP Closing Date:** Friday 13<sup>th</sup> November 2015

**RFP Closing Time:** 17.00hrs, Geneva Time

**Subject: REQUEST FOR PROPOSAL (RFP) TGF-015-060**

**LONG LASTING INSECTICIDE TREATED NETS (LLINs)**

The Global Fund to Fight AIDS, Tuberculosis and Malaria invites all potential suppliers to submit proposals for providing WHOPEs recommended Long Lasting Insecticide Treated Nets (LLINs) to Global Fund grant supported countries and other agencies as fully described in this RFP.

The full document set for this RFP comprises this introductory text and the following sections and schedules:

<b>1. INTRODUCTION.....</b>	<b>3</b>
1.1 Guidance for Bidders.....	3
1.2 Proposal Timeline .....	5
1.3 Contents of Completed Proposal Submission.....	5
<b>2. SCOPE OF PROPOSAL.....</b>	<b>6</b>
2.1 The Global Fund LLIN Procurement Strategy.....	6
2.2 Executing the Strategy.....	7
2.3 RFP Objectives .....	8
<b>3. PROPOSAL SUBMISSION .....</b>	<b>9</b>
3.1 General Instructions .....	9
3.2 Instructions for Completing the Templates .....	9
3.3 Product Specification.....	10
3.4 Quality Assurance.....	14
<b>4. TENDER EVALUATION .....</b>	<b>14</b>
4.1 Evaluation Process.....	15
4.2 Evaluation Criteria.....	15
<b>5. VOLUME ALLOCATION.....</b>	<b>18</b>
5.1 Volume Allocation.....	18
<b>6. NOTIFICATION AND CONTRACTING.....</b>	<b>19</b>
<b>6. LEGAL MATTERS .....</b>	<b>19</b>

<b>Schedule A:</b>	<b>Officer's</b> Certificate of Conformance and Acknowledgment
<b>Schedule B:</b>	Response templates (Company Information, Technical and Commercial) (Issued as separate Excel Files)
<b>Schedule C:</b>	Forecast Demand for LLINs for 2016/2017
<b>Schedule D:</b>	Draft Framework Agreement (Issued Separately)
<b>Schedule E:</b>	Integrity Pact For Global LLINs Procurement (Issued Separately)

## 1. INTRODUCTION

### 1.1 Guidance for Bidders

1. This RFP is in line with the Global Fund's **Procurement Regulations (2015, as amended from time to time)**, which may be found at <http://www.theglobalfund.org/en/business/>. The following documents are therefore integral parts of this RFP:
  - a. The **Global Fund Solicitation Rules (2015, as amended from time to time)**, which may be found at: <http://www.theglobalfund.org/en/business/>, provided that in case there is any conflict between the special provisions of this RFP and the Global Fund Solicitation Rules, the special conditions of this RFP shall govern;
  - b. The **Policy on Ethics and Conflict of Interest for Global Fund Institutions (2002, as amended from time to time)**, which may be found at: <http://www.theglobalfund.org/en/governance/>;
  - c. The **Code of Conduct for Suppliers (2009, as amended from time to time)**, which may be found at: <http://www.theglobalfund.org/en/governance/>;
  - d. The **Sanctions Panel Procedures Relating to the Code of Conduct for Suppliers (2014, as amended from time to time)**, which may be found at: <http://www.theglobalfund.org/en/governance/>; and
  - e. The **Supplier Framework Agreement (2015) in Relation to Long Lasting Insecticide Treated Nets**, attached hereto as Schedule D.
2. Submitting a proposal in response to this RFP constitutes an acceptance of the terms indicated herein and of the terms of each of these documents, and the Global Fund reserves the right to reject the proposal of any entity or individual, as the case may be, that fails or refuses to comply with, or accept, such terms.
3. By responding to this RFP Bidders agree to participate in and comply with the rules and conditions of the Integrity Pact for Global LLIN Procurement. The Pact is attached as Schedule E and acknowledgement of commitment is required as part of Schedule A.
4. The Global Fund is committed to raising business standards across its entire supply base. As part of this approach, Suppliers are expected to ensure and maintain the due diligence and international standards in business conduct,

conditions of employment, health and safety and environmental matters across their supply base (production sites; contractors and sub-contractors). By taking part in this RFP bidders agree to support this process and will implement an improvement programme should any issues be identified that require action. An acknowledgement of this responsibility is required in Schedule A.

5. Bidders are required to submit company information as detailed in section 1.3.1 as part of their proposal.
6. This RFP shall not be construed as a contract or a commitment of any kind. This RFP in no way obligates the Global Fund to award a contract, nor does it commit the Global Fund to pay any cost incurred in the preparation and submission of the proposal(s). Participation in this RFP is subject to the terms and conditions contained herein.
7. All proposals must remain valid for a period of 120 days from submission.
8. A Bid Bond is not required for proposals submitted under this RFP process.
9. The Global Fund will be under no obligation to reveal, or discuss with any Bidders, how a proposal was assessed, or to provide any other information relative to the selection process. Bidders whose proposals are not selected will be notified in writing of this fact, and shall have no claim whatsoever for any kind of compensation.
10. By participating in this process, bidders agree to the legal terms and conditions set forth herein, as further described in Section 6.
11. This RFP process is being managed electronically, and bidders are required to submit their proposals in the following URL for Sourcing Application: <https://access.theglobalfund.org/>. In case, you do not have a Supplier Id in TGF Sourcing Application, please send an email to [solicitation@theglobalfund.org](mailto:solicitation@theglobalfund.org) with the following title in the subject: Request for login user id creation in TGF Sourcing/iSupplier portal – **“Put your organization name”**.
12. All communications with regard to this RFP process will be managed by a single point of contact at the Global Fund: Mrs. Anne- Sophie Salmon, Sourcing Manager, Sourcing Department, [anne-sophie.salmon@theglobalfund.org](mailto:anne-sophie.salmon@theglobalfund.org). and by email indicating in the subject line of the e-mail the company name and the RFP number.
13. Any communication between a Bidder and the Global Fund regarding this RFP, which is not through the channel designated in Section 1.1.11 above, shall invalidate such Bidder’s **proposal to this RFP**.

## 1.2 Proposal Timeline

- Proposals must be submitted by the deadline shown below. The proposal timeline is as follows, with all times based on the local time in Geneva, Switzerland:

<b>Activity</b>	<b>Scheduled Time – Deadline</b>
1. Request for Proposal Issued.	19 October 2015, 17:00 hrs.
2. Round 1 Deadline for suppliers to submit clarification questions by email to the proposal contact.	23 October 2015 17:00 hrs.
3. Round 1 Email responses to all questions will be issued to all suppliers at this time.	28 October 2015, 17.00 hrs.
4. Round 2 Deadline for suppliers to submit clarification questions by email to the proposal contact.	2 November 2015, 17.00 hrs.
6. Round 2 Email responses to all questions will be issued to all suppliers at this time.	6 November 2015, 17.00 hrs.
7. Deadline for electronic submission of proposals.	13 November 2015 17:00 hrs.
8. Anticipated date for initial order placement.	January 2016

## 1.3 Contents of Completed Proposal Submission

- A completed proposal submission by a Bidder will consist of the following four items:
  - The **Officer's Certificate of Conformance and Acknowledgment** attached as Schedule A, completed and signed by a qualified officer of the prospective supplier organization.
  - Copies of the proposing organization's latest Certificate of Incorporation and/or Registration or the national equivalent. (In the case of a Joint Venture the same documents are required for each partner).
  - Schedules B1 and B2, completed in the format stipulated herein.
  - If required, a version of the form of Framework Agreement attached as Schedule D in **'track changes' / 'red-line' format, reflecting comments** and revised language to that form of Framework Agreement from the prospective supplier.
  - If required, supporting documentary evidence for customer proximity and current development investment (See notes 2+3 in Section 3.2)

## 2. SCOPE OF PROPOSAL

### 2.1 The Global Fund LLIN Procurement Strategy

1. This tender forms part of the Global Fund's strategy for LLIN procurement and aligns to Global Fund Strategic Framework 2012-2016 'Investing for Impact'<sup>1</sup> and the new Global Fund Market Shaping Strategy.
2. The 2016-2017 LLIN procurement strategy continues the overall principle of increasing access to quality assured products at the optimum price while simultaneously maintaining a sustainable, competitive market. There are however changes based on new market developments and lessons learnt over the previous contract period. The revised objectives have been based on these new inputs and discussions with LLIN manufacturers, customers, stakeholders and other partners. The objectives are:
  - a. Maintaining Availability and Affordability by:
    - i. Ensuring sufficient manufacturing capacity is maintained across the three-year replenishment cycle.
    - ii. Optimising plant utilization where feasible.
    - iii. Encouraging manufacture close to the customer.
    - iv. Supporting a return on investment of supplier owned assets.
  - b. Supporting Investment and Innovation by:
    - i. Recognising the differences between origination and equivalence.
    - ii. Supporting investment in new products.
    - iii. Participating in, and supporting initiatives on durability and resistance.
  - c. Striving from Continuous Improvement by:
    - i. Adopting a landed cost approach in the allocation of products.
    - ii. Supporting improved supplier performance.
  - d. Maintaining flexibility and preparing for change by:
    - i. Preparing for product differentiation, which may result from current studies.
    - ii. Developing mechanisms to support change in the contract management process
    - iii. Supporting the changes in the Pre-Qualification process

---

<sup>1</sup> [www.theglobalfund.org/en/strategy/](http://www.theglobalfund.org/en/strategy/)

3. Certain key principles from 2013 which have been maintained include:
  - a. The implementation of longer-term contracts with selected suppliers to enable more effective capacity planning, production optimization and to provide a more sustainable market environment to support future innovation.
  - b. The aggregation of demand across agencies to provide greater visibility for capacity planning and production optimization.

## 2.2 Executing the Strategy

1. The Global **Fund's procurement** plan to execute the strategy is based on the consolidation of annual demand, its funding, and the ability of other agencies and independent Principal Recipients to benefit from the resultant pricing. Details of the pricing mechanism are as illustrated in the Framework Agreement which accompanies this RFP.
2. The total demand for which the Global **Fund's Sourcing Department is directly** facilitating through its Pooled Procurement Mechanism or through other mechanisms, where relevant, is expected to be managed and allocated into the following two pathways identified in the following manner:
  - a. Through this RFP, the majority of the volume will be directed to a panel of suppliers who enter into a two-year, performance-based Framework Agreement with the Global Fund, supported by firm volume commitments. This volume will comprise two elements:
    - i. A committed volume where the number of nets is underwritten by the Global Fund; and
    - ii. An allocated volume directed towards specific suppliers but which is not financially underwritten.
3. Following this competitive tendering process, and based on the evaluation criteria, successful bidders will be selected as panel suppliers.
4. Selected suppliers will be required to enter into a Framework Agreement with the Global Fund. Panel contracts will be awarded for a period of two years, with annual allocated and/or committed volumes updated on an annual basis or following contract review. It is anticipated that additional demands received through the pooled procurement mechanism within the annual period will be allocated to panel suppliers.

5. Panel suppliers will be expected to work collaboratively with the Global Fund and its partner agencies, and continued panel membership will be conditional on the attainment of performance indicators as defined in the Framework Agreement.
6. Unless otherwise indicated, operational management of the procurement of LLINs pursuant to the Framework Agreements entered into between contracted suppliers and the Global Fund – including the placement of purchase orders, monitoring of supplier performance, and tracking of purchases which count towards the Global Fund’s minimum volume commitment – will be performed by IDA Foundation, the **Procurement Services Agent for LLINs under the Global Fund’s Pooled Procurement Mechanism**.
7. Ongoing collaboration and information sharing between Global Fund and Partners **on market intelligence and dynamics, treatment of “net performance” and new product introduction** will be maintained.
8. Failure to meet performance requirements or force majeure will result in the Global Fund taking the remedial actions it deems appropriate, per the terms of the Framework Agreement. Such remedial actions may include, without limitation, re-allocating **the defaulting supplier’s committed** volume across the remaining panel partners, removal from the supplier panel, or inclusion of suppliers outside the panel.
9. If a supplier cannot meet the required lead-times for a specific order as per agreed commitments, this could also result in a corresponding deduction in their allocated or committed volumes.
10. All pricing will be on an open book basis with cost broken down into a series of elements as defined in the tender templates. Subsequent collaborative working may require further granularity and a pricing materials adjustment mechanism has been designed to accommodate fluctuations in polymer pricing.
11. The Framework Agreement will include a **‘most favored nation’ clause**.
12. Initial proposals will be evaluated on a range of criteria detailed in Section 4 of this RFP.

### 2.3 RFP Objectives

1. The purpose of this RFP is to select a panel of Suppliers who will enter into a framework contract (long term agreement) for the supply of WHOPES recommended Long-Lasting Insecticidal Treated Nets (LLINs). This agreement

will be based on “allocated and/or committed volumes” over a period of 2 years, i.e. 2016 and 2017.

2. Interested Suppliers are required to submit proposals (commercial and non-commercial) for the supply of LLINs to Global Fund Principal Recipients using the Pooled Procurement Mechanism.

### 3. PROPOSAL SUBMISSION

#### 3.1 General Instructions

1. All proposals are to be submitted electronically using the two pre-formatted templates. These are to be submitted as separate files with each file not exceeding 8mb. Each proposal is to be submitted in both of the following formats to ensure no errors occur in the evaluation process:
  - a. A signed copy of all submissions in PDF format. Ensure that submitted copies are legible.
  - b. Duplicate copies of all documents, in either word or excel format.
2. All proposals must conform to the following conditions:
  - a. All proposals must be submitted in English.
  - b. Pricing must be in US Dollars.
  - c. Prices offered must be the price of goods FOB / (Sea port of departure, city, and country) (export packing for sea freight included) as defined in INCOTERMS 2010 published by the International Chamber of Commerce.
  - d. An additional pricing proposal will be required for FCA terms.
3. All prospective suppliers must also complete the **Officer’s Certificate of Conformance and Acknowledgement** at Schedule A which confirms their adherence to the requirements of the proposal and conditions of supply. Non conformant proposals will not be taken forward to the evaluation process.
4. Certain specific requirements have been changed from those originally presented. Suppliers should therefore read these instructions and those in the accompanying templates carefully. For the avoidance of doubt where the presentation documentation and this RFP differ, this RFP shall prevail.

#### 3.2 Instructions for Completing the Templates

There are two templates to complete and each template has its own accompanying notes.

- Schedule B1: Company Information, Country Registration and Technical Proposal Template
- Schedule B2: The Global Fund LLIN Proposal Commercial Template.

For bidders who are selected as panel Suppliers the finally agreed Schedules B1 and B2 will be combined into a Contract Management Template and form Schedules A and B of the Framework Agreement using the procedures described therein.

- Each proposal template is an Excel workbook that contains General Instructions on the first Worksheet and specific instructions against each question.
- Prospective Suppliers who wish to offer more than one WHOPES recommended LLIN must complete separate templates for each product offered.
- There is no current forecast demand for nets containing the **synergist piperonyl butoxide** (PBO). However should bidders want to offer these products for reference please complete a separate Schedule B2 completing the details only for the specified net size: 180\*190\*160 with one price for the three colours shown below.
- The templates are designed to obtain the pricing for i) a specified set of LLINs, ii) pricing per m2 for non-specified nets and iii) additional customisations.
- **For specified nets and price per square meter one price is required for the following colours: white, light green and light blue.**
- Bidders are advised to complete all mandatory sections of the templates, because the non-completion of sections which form part of the evaluated criteria will not be scored.

### 3.3 Product Specification

1. Only Long-Lasting Insecticidal Nets with WHOPES interim or full recommendation, and linked to a published WHO Specification for their quality are products deemed eligible for inclusion in this RFP. [http://www.who.int/whopes/Long-lasting\\_insecticidal\\_nets\\_September\\_2015.pdf?ua=1](http://www.who.int/whopes/Long-lasting_insecticidal_nets_September_2015.pdf?ua=1)
2. For all submitted proposals, the following minimum standards must be met regarding product specification, labeling, and packaging as defined in the WHO Guidelines for procuring public health pesticides.

[http://www.who.int/malaria/publications/atoz/9789241503426\\_pesticides/en/index.html](http://www.who.int/malaria/publications/atoz/9789241503426_pesticides/en/index.html)

### 3. Other Specifications

The details with regards to shape, size, and color are defined in Schedules B2 & C.

All LLINs must have denier equal to, or greater than, 100\*.  
(\* Nets must meet the bursting strength requirements as provided for the specific denier in the published WHO specification for this particular type of net.)

Any other specification as required beyond these will be specified in the purchase order from the PSA.

### 4. Accessories

Accessories have been divided into two groups:

i. Standard accessories: These are to be included in the pricing of the specified nets as shown in Schedule B2: These accessories include:

- 6 Hooks
- 6 Strings (length 1.5 metre)
- 1 Insert of your standard design with no additional artwork
- 1 Label
- 1 Bag of your standard design with no additional artwork (non-biodegradable)
- Baled with 50 nets per bale

ii. **'Customised' Accessories:** All other accessories are to be priced individually as shown in the list in Schedule B2.

### 5. Colour Coded Date of Manufacture

To support future field research on nets the Global Fund requires all nets to be marked with distinguishable colour coding sewn or marked into the fabric of the net (not the label). To date two options have been proposed including:

- Using coloured thread in either the upper or lower hem
- Using coloured loops.

Suppliers are required to submit in Schedule B1 how they propose to achieve this task at no cost to the Global Fund and minimal disruption to themselves. Guidelines specifications for this marking are as follows:

- i. The coding should be clearly visible from 1-2 metres from the net and should not require unfolding of the net to be visible.
- ii. The marking should be of sufficient durability to be visible after the recommended 3 years or 20 washes, assuming normal wear and tear.

iii. Colours to be used are as follows:

Period of Manufacture	Colour
Jan–Jun 2016	Red
Jul-Dec 2016	Yellow
Jan-Jun 2017	Purple
Jul-Dec 2017	Green

## Insecticides

Nets must be treated with a WHOPES-recommended insecticide, such as Permethrin, Deltamethrin, or Alpha-Cypermethrin. Supplier must specify the type of insecticide and concentration (w/w% and mg/m<sup>2</sup>), which must meet WHOPES minimum criteria:

[http://www.who.int/whopes/Long-lasting\\_insecticidal\\_nets\\_September\\_2015.pdf?ua=1](http://www.who.int/whopes/Long-lasting_insecticidal_nets_September_2015.pdf?ua=1)

## 6. Labeling

- a. Labeling should be in line with page 16 in the WHO Guidelines for procuring Public Health Pesticides, per the document listed below: [http://www.who.int/malaria/publications/atoz/9789241503426\\_pesticides/en/index.html](http://www.who.int/malaria/publications/atoz/9789241503426_pesticides/en/index.html)

### b. General Label

The following information must be printed (in indelible ink) on the label attached to each LLIN:

- Brand or trade name
- Name of registration holder (if applicable) or manufacturer
- Registration number (if relevant)
- Name of active ingredient, and concentration of active ingredient (mg per square meter)
- Size of the net (length x width x height for rectangular, sloping height x circumference x roof diameter for conical)
- Fiber composition
- Batch number
- Date of release

### c. Care Label

The label must be printed in indelible ink, stitched into a seam inside the net, and contain the following information:

- Standard pictograms for washing: five pictograms according to ISO 3758, indicating: gentle wash at no more than 30 °C, no bleaching, no use of a drying machine, no ironing and no dry cleaning
- Storage conditions

**Note:** It is acceptable to have the general label information and the **care label's information on a single label.**

## 7. Individual Packing

Each LLIN must be individually packed in a sealed plastic bag that is sufficient to prevent damage during transit, unless otherwise indicated.

The following information must be printed either on a leaflet inside a transparent bag or printed on the bag:

- Brand or trade name
- Name of registration holder (if applicable) or manufacturer
- Registration number (if relevant)
- Name of active ingredient
- Concentration of active ingredient
- Size of net (length x width x height for rectangular, sloping height x circumference x roof diameter for conical)
- Fiber composition
- Batch number
- Date of release
- Standard pictograms for washing: five pictograms according to ISO 3758, indicating: gentle wash at no more than 30 °C, no bleaching, no use of a drying machine, no ironing and no dry cleaning
- Filament count
- Fabric weight (g/m<sup>2</sup>)
- Linear density of fibers
- Flammability
- Use instructions
- Care and washing instructions

## 8. Bulk Packing

LLINs must be packed in bales of 50 units (in exceptional cases 100 units). Bales must:

- Be water resistant
- Be protected by a woven plastic bag that is sufficient to prevent damage during transit

- Weigh no more than 35 kgs

The following information must be printed or handwritten on the bale in indelible ink:

- Brand name, manufacturer name, country of manufacture, date of production  
Batch / lot number
- Size in cm (length x width x height for rectangular, sloping height x circumference x roof diameter for conical)
- Purchase order number
- Consignee address
- Quantity
- Bale number

### 3.4 Quality Assurance

1. All LLINs procured with Global Fund funding – including those to be procured through this tender – must be recommended for use by the WHO Pesticide Evaluation Scheme (WHOPES). Pesticides must be compliant with specifications indicated by WHOPES, as specified at the following website:

[http://www.who.int/whopes/Long-lasting\\_insecticidal\\_nets\\_September\\_2015.pdf?ua=1](http://www.who.int/whopes/Long-lasting_insecticidal_nets_September_2015.pdf?ua=1)

2. Bidders are required to **complete the “Certificate of Conformance and Acknowledgement” with their** proposal, including the sections regarding quality assurance.
3. As part of the quality assurance process established for the pooled procurement mechanism which includes pre-shipment inspection and quality testing – i.e. physical and chemical testing of nets – will be maintained and managed by the PSA, unless otherwise indicated. Certificates of analysis, listing all parameters as defined in the WHO Specifications for public health pesticides available on the WHO homepage on the Internet at <http://www.who.int/whopes/quality/newspecif/en/> will be required and reviewed at pre-shipment level by the laboratory contracted for the physical/chemical Quality Control testing. All consignments will be visually inspected and samples tested for all parameters (physical and chemical testing) according to the WHO published specifications. In addition, the Global Fund may elect, at its discretion, to conduct factory visits as part of the quality assurance process.

## 4. TENDER EVALUATION

#### 4.1 Evaluation Process

1. Tender Evaluation shall be a two-stage process and only bidders who have successfully completed Schedule A will be entered.

a. Stage 1 comprising an evaluation of submitted proposals.

b. Stage 2: The Global Fund reserves the right to contact suppliers to allow them to submit a best and final offer and to offer further clarification. If Stage 2 is invoked all bidders will be given the same opportunity for submission to enable the finalization of the evaluation process. Notification of a requirement to participate in Stage 2 will be given following the completion of the stage 1 evaluation.

#### 4.2 Evaluation Criteria

1. In keeping with the range of strategic objectives, tender evaluation will be based on multiple evaluation criteria of both commercial and non-commercial nature. The selection and evaluation process will be conducted pursuant to the Global Fund's procurement rules, regulations, and procedures. The following principles underpin the evaluation process and should be fully understood by proposing Suppliers.
2. The PSA terms and conditions pursuant to which LLINs will be purchased under Framework Agreements with suppliers will not require a performance bond.
3. Some information required in the proposal templates is for information only but may be validated and used in the subsequent product allocation process.
4. Tenders will be evaluated against commercial and technical elements, within which certain criteria will be evaluated. The total weighting for each element is shown below. Scoring mechanisms and the contribution of individual criteria within each element will be the same for each proposing supplier.

<b>Schedule B1: Company Information</b>			
<b>Element</b>	<b>Criteria</b>	<b>Use by Evaluation Team</b>	<b>Element Score Weighting (Total)</b>
1.Product and Company	Company Details Product Details Points of Contact	For Information	<b>Not applicable</b>

<b>Schedule B1: Company Information</b>			
<b>Element</b>	<b>Criteria</b>	<b>Use by Evaluation Team</b>	<b>Element Score Weighting (Total)</b>
4. Company Financials	Total Revenue, and LLIN specific Revenue	For Information	<b>Not Applicable</b>
5. Manufacturing Capacity and Lead Time	Overall Capacity 2016 and 2017 Available Capacity 2016 and 2017 Lead Time	May be validated For information and to support the allocation process	<b>Not Applicable</b>
6. Country Registration	Number of Countries for which the proposed LLIN is either registered or waived.	May be validated For information and to support the allocation process	<b>Not Applicable</b>
7. Proposal for Colour coding	Bidders proposal for colour coding of nets.	Validated but not scored (See note 1 below)	<b>Not Applicable</b>
8. Quality Management System	Bidders Proposal to implement a QMS in preparation for potential World Health Organisation Pre-Qualification requirements.	For information only.	<b>Not Applicable</b>
Other Development Activities	Space to advise of other development activities	For information only	<b>Not Applicable</b>
Raw Material Price Index	Suggestions for proposed index to support the Price Adjustment Mechanism	For input to final index selection	<b>Not applicable.</b>

Note 1: Colour coding proposals will be validated against compliance with specifications. It is the intention to have a very limited number of final designs. If in the opinion of the TEC, the **bidder's** proposal does **not meet the Global Fund's requirements or is not in line with** other proposals then an alternative proposal shall be given to the bidder.

<b>Schedule B1 Technical Template</b>			
<b>Element</b>	<b>Criteria</b>	<b>Use by Evaluation Team</b>	<b>Element Score Weighting (Total)</b>
1. Ownership of Manufacturing Assets	An assessment of whether investment has been made <b>in the bidder's own</b> manufacturing assets or if manufacturing is sub-contracted or a hybrid.	Evaluated	<b>45%</b>
2. Type of WHO accreditation	Assesses whether accreditation has been achieved under the full procedure or through equivalence.	Evaluated	
3. Quality Performance	An assessment of the quality of delivered products over the course of the previous two years.	Evaluated	
4. Customer Proximity	Distance from the manufacturing location to the major recipient countries. (Note 2)	Evaluated	
5. Current Development and Investment	Number of products or associated initiatives currently under development or investment. (Note 3)	Evaluated	

Note 2: This will be evaluated against the location of the current manufacturing facility. Bidders who have plans to manufacture closer to recipient countries must provide independent verification of these plans together with a start date. Dates beyond June 2016 will not be considered as part of the evaluation process.

Note 3. Development will only be considered when they have been registered with WHOPES or IVCC. In the latter case evidence will be required to justify their inclusion.

<b>Schedule B2 Commercial Template</b>			
<b>Element</b>	<b>Criteria</b>	<b>Use by Evaluation Team</b>	<b>Element Score Weighting (Total)</b>
1. Price	1. Prices for selected specified nets as shown in Schedule B2. Each net will be priced separately and with a set of standard accessories.  2. Price per m2 for unspecified nets (rectangular and conical)  3. Cost of additional accessories	Evaluated	<b>55%</b>

## **5. VOLUME ALLOCATION**

### 5.1 Volume Allocation

1. The allocation of volumes of LLINs by the Global Fund to selected Suppliers is conducted at the end of the evaluation process and is described here for information purposes only.
2. The Global Fund will allocate volumes (including committed volumes) using the following process:
  - a. An initial allocation will be achieved by distributing the total committed volume among successful Bidders in proportion to their relative scores and subject any overall caps established;
  - b. The initial allocation will then be validated against the following criteria, as applicable, and may be adjusted to achieve the most effective fit:
    - i. Evaluation Scores from the tender
    - ii. Total Landed Cost
    - iii. Available Committed Capacity
    - iv. Country Registration.

## 6. NOTIFICATION AND CONTRACTING

- 4.1 Upon and subject to successful completion of the RFP process, the Global Fund intends to notify all Bidders of the outcome of the tender by mid-January 2016.
- 4.2 For successful Bidders, the Global Fund will notify suppliers of the allocated / committed volumes
- 4.3 Unsuccessful Bidders will in addition to the notification be provided with an opportunity to a post proposal de-brief either in person or teleconference.
- 4.4 A final agreement with any proposed panel Supplier is subject to a definitive written agreement between that Supplier and the Global Fund. If the Global Fund and a proposed panel Supplier do not come to a final written agreement, including due to protracted or unsuccessful contractual negotiations or material proposed amendments by the Supplier to the form of Framework Agreement attached as Schedule D to this RFP, the Global Fund will take appropriate action at its discretion, including, without limitation, re-allocating the proposed allocation to another proposed panel Supplier.

## 6. LEGAL MATTERS

By submitting a bid for this RFP, including the Officer's **Certificate of Conformance and Acknowledgement** contained in Schedule A, the bidder agrees to the following:

1. The Global Fund makes no offer of a contract by posting this RFP or evaluating any bids submitted in response to it, and there is no legal agreement or relationship, whether in contract (express, implied or collateral) or tort, created by this RFP process between the Global Fund and any bidder, with the sole exception of the provisions of this Section 6. Other than the provisions of this Section, the only legal arrangement between the Global Fund and a successful bidder will be through an agreement that will be executed after bid evaluation and panel selection.
2. The Global Fund expressly reserves the right to amend, withdraw, or cancel this RFP process and/or its sourcing strategy, and to reject any or all bids, at any time and for any reason, without liability or penalty to any party.
3. There are no other arrangements or understandings between any bidder and the Global Fund with respect to this RFP other than the text contained herein.

4. Any dispute, controversy, claim, or issue arising out of this RFP or surrounding this process or any other matter relating to procurement of LLINs (including investigatory findings) with Global Fund resources, including grant funds, shall be finally settled by arbitration conducted in accordance with the United Nations Commission on International Trade Law (UNCITRAL). The number of arbitrators shall be three, the place of arbitration shall be Geneva, Switzerland, and the language used at the arbitration shall be English.
5. The investigative, decision-making, and sanctions policies and processes of the **Global Fund, including the activities of its Inspector General, the Global Fund's Code of Conduct for Suppliers, and consideration of any findings of fraud or abuse by the Global Fund Sanctions Panel, should the Global Fund in its sole discretion choose to refer the matter to the Sanctions Panel, can and will apply to (i) this RFP and (ii) any other matter relating to procurement of LLINs with Global Fund resources, and these processes may include, without limitation, public disclosure at the Global Fund's full discretion of any findings and/or decisions.**
6. The Global Fund has full discretion to investigate any potential fraud or abuse, whether occurring in the past, present or future, associated with the procurement of LLINs with Global Fund resources, and the Global Fund at its full discretion may publish the findings of such investigations; through participation in this RFP process, the bidder acknowledges these processes and will not challenge in any setting the investigation by the Global Fund of potential fraud or abuse associated with procurement of LLINs with Global Fund resources, the dissemination of investigation findings and the responses undertaken by the Global Fund to findings of fraud or abuse, in all cases whether occurring in the past, present or future.
7. Nothing contained in this RFP may be construed as a waiver, express or implied, of the privileges and immunities accorded to the Global Fund.

\*\*\*\*\*

## REQUEST FOR PROPOSAL

**RFP No.TGF-015-060**

### LONG LASTING INSECTICIDE TREATED NETS

#### **Schedule A: Officer's Certificate of Conformance and Acknowledgement**

*Proposing Suppliers are required to complete this Certificate as part of their proposal, and to return a version of this Certificate in PDF format as part of their proposal submission **signed** by an Officer of their organization with the ability to obligate the organization, including by signing a Framework Agreement with the Global Fund pursuant to this RFP.*

As a duly authorized Officer of the organization listed below (the “Organization”), I confirm, acknowledge, and agree, on behalf of the Organization, that:

1. The product(s) offered by the Organization in response to Global Fund RFP No. TGF-015-060 (RFP) is/are accredited by WHOPEs as defined at [http://www.who.int/whopes/Long-lasting\\_insecticidal\\_nets\\_September\\_2015.pdf](http://www.who.int/whopes/Long-lasting_insecticidal_nets_September_2015.pdf)
2. To my knowledge, there are no contractual or legal issues preventing the Organization from (i) submitting this proposal or (ii) supplying LLINs per the terms submitted in this proposal at a future date.
3. I have read and understand, and the Organization will comply with: (i) the **Global Fund's Code of Conduct for Suppliers**, and (ii) to all the terms contained in the RFP, including Section 6: Legal Matters.
4. **I have read and understand the Global Fund's Integrity Pact for Global Long Lasting Insecticide Treated Nets (LLIN) Procurement** and the Organisation will comply with the requirements therein. If the Organisation is not already a signatory of this document, it agrees to sign such document prior to the receipt of any Purchase Order.
5. The Organisation will undertake the necessary steps to ensure that its business standards align with international best practices, as defined by the due diligence surveying process, and will participate in any required activities to further this aim, either identified by themselves or as part of this process.
6. If the Organization is selected by the Global Fund as a panel supplier, it will be required to enter into a Framework Agreement with the Global Fund in order to supply LLINs per the RFP. This will be based on the form of Framework Agreement attached as Schedule D to the RFP. The Organization agrees to enter into such an agreement, other than any exceptions to that document as

presented in a marked/track changes version of the form of Framework Agreement submitted by the Organization as part of its bid submission.

7. The Organization is financially sound and recognises that any contract between it and the Global Fund is subject to any financial audit that may be required to establish this fact. Also is not subject to any activity, either initiated by itself or by any other organization, that may materially affect its ability to supply the products included in its bid submission, including, but not limited to, a change of ownership.
8. The products proposed in the enclosed bid submission have been priced according to the technical and packaging specifications as defined in the RFP document and accompanying templates.

If your Organization has any reservations, clarifications, or other descriptive information in connection with this Certificate, you may provide that information in the box below, or, as necessary, on additional pages, and submit that supplemental information as part of the signed version of this Certificate. Please note that non-compliance with any of the provisions of this Certificate will be taken into account in **the Global Fund's evaluation of your Organization's bid submission.**

\_\_\_\_\_  
Signature of Official / Authorized Signatory

Name \_\_\_\_\_

Title \_\_\_\_\_

Date \_\_\_\_\_

Organization \_\_\_\_\_



## **REQUEST FOR PROPOSAL**

**RFP No.TGF-15-060**

### **LONG LASTING INSECTICIDE TREATED NETS**

#### **Schedule B: Response Templates (Company Information, Technical and Commercial)**

These have been dispatched as separate Excel Files.

**REQUEST FOR PROPOSAL****RFP No.TGF-15-060****LONG LASTING INSECTICIDE TREATED NETS****Schedule C: Forecast Demand for LLIN for 2016/2017****Volumes of LLINs**

This following reflects the total LLIN Committed Volume and Allocated Volume that will be placed as part of the Framework Agreement resulting from this tender:

- For 2016: 72.5m nets
- For 2017: 66.5m nets

The following table indicates how this Volume is scheduled to be ordered across 2016 by quarter. This is following demand management discussions with individual countries to smooth demand and still align with national campaigns for distribution of nets. Where part of the 2017 demand forecast will require production slots in 2016, these will be allocated as part of the 2016 volumes.

**LLIN Quantities by Quarter in 2016: Expected order placement**

Note: Quarter 4 number includes part of the 2017 volume

Period	Quantity
2016-Q1	19,766,739
2016-Q2	31,992,979
2016-Q3	18,039,817
2016-Q4	13,747,700
<b>Total</b>	<b>83,547,234</b>

**Colors of LLINs**

The current forecast distribution of LLIN colors is as shown in the table below. All volumes will be restricted to three colors. The color distribution is provided to enable suppliers respond to the tender in an optimal manner. LLIN color will not form part of the Volume Commitment. Net colors will be specified within individual Supplier Purchase Orders.

For 2016 Volumes the colours by percentage will be approximately

White 70%    Blue 28%    Green 2%

## Countries

The following lists the countries that currently make up the volume allocation and is provided to enable suppliers respond to the tender in an optimal manner. Country allocation will not form part of the Volume Commitment. Specific countries will be specified within individual Supplier Purchase Orders.

LIST OF COUNTRIES	
1	Bangladesh
2	Benin
3	Burkina Faso
4	Burundi
5	Cameroon
6	Ghana
7	Guyana
8	Honduras
9	Indonesia
10	Ivory Coast
11	Mozambique
12	Nigeria
13	Pakistan
14	Sri Lanka
15	Tanzania
16	Timor Leste
17	Togo
18	Uganda
19	Vietnam
20	Yemen
21	Zambia

## Sizes

The Forecast net size distribution for 2016 is as follows:

L	W	H	Qnty	% from total
1000	250	65	60,000	0.08%
180	160	150	4,445,292	6.13%
180	160	170	13,581,262	18.73%
180	160	180	2,026,910	2.80%
180	160	200	45,324	0.06%
180	190	150	12,508,583	17.25%
180	190	160	19,365,119	26.71%

190	180	170	584,798	0.81%
190	180	180	3,776,108	5.21%
195	160	200	6,094,587	8.41%
200	140	150	2,850,768	3.93%
210	190	180	1,109,293	1.53%
Hammock Net: 240x65x120		(140x240):	46,000	0.06%
Unspecified			6,000,000	8.28%
Total			<b>72,494,044</b>	100.00%

**REQUEST FOR PROPOSAL**

**RFP No.TGF-15-060**

**LONG LASTING INSECTICIDE TREATED NETS**

**Schedule D:**

**Framework Agreement (Issued Separately)**

\*\*\*\*

**REQUEST FOR PROPOSAL**

**RFP No.TGF-15-060**

**LONG LASTING INSECTICIDE TREATED NETS**

**Schedule E:**

**Integrity Pact For Global LLIN Procurement (Issued Separately)**