The Global Fund

TGF-18-010 Second Round Global Fund Response to Requests for Clarification

6 March 2018

	Question	Global Fund Response
1	For some in-licensed products, there is a royalty component depending on the country and whether the usage is intended for adults or children. How do we factor in the royalty component while submitting price offer?	Please use the comments box immediately on the right hand side of the sheet/question to articulate any deviations in details including a list of the affected countries and the price for each country.
2	Do we need to give complete address? For example, for the Manufacturing Location or Packaging Location? There is not enough space.	Please enter the complete information regarding the address in the applicable cell of the Excel sheet. Full information will be accessible from the electronic form. Please use the comments box immediately on the right hand side of the sheet/question to articulate any deviations. Clarification will be sought should there be need for verification on any specific cells where the entry may not fully visible in the PDF version.
3	We have single line item for each product. In the case of API, there would be multiple sources and multiple locations within the same qualified source. It's not possible to plug is all of this information in the sheet.	
4	While entering data in Sheet E1.3a & E1.3b, wrap text is not enabled, and the data is not visible. Can this be changed? The hidden data is not visible when we print.	
5	When we print templates E1, E2 & E3, they do not fit on paper size A3. When we print, the text is not readable.	Please adjust the page set up when printing or converting to PDF.
6	We are trying to fill the data in E1, E2, E3, and the sheets seem to be locked completely. Is it possible to share the editable sheets for E2_Commercial.xls? It is tough to calculate the Cost Breakdown for each line item.	We cannot accept Schedules that have been unlocked.
7	Regarding list of Technical Document submission to PAHO outlined in Global Fund's Response to 1st Round of Questions: Please advise when/if we need to submit these documents. Do we need to submit these documents to the Global Fund in response to this RFP or to PAHO directly? If we need to submit this in response to this RFP, let us know if a provision is made in the iSupplier portal to upload these documents.	The documents do not need to be submitted as part of the RFP submission. Any documents not already with PAHO will need to be submitted prior to Purchase Orders being issued.

8	Schedule E1: Technical Sheet 4: Projects to deliver on strategic objectives: It is specified that up to five projects can be submitted and provision to enter details for five products is given in the Excel sheet. Please advise if more than five projects will be acceptable. If yes, may we include in separate Word/Powerpoint only?	As is stated in the RFP document, we are interested in receiving a limited number of feasible proposals, which is requested to be less than 5 in Schedule E1. Should a potential bidder want to propose more projects, please provide a basic outline through the comments box immediately on the right hand side of this section and as described, separately submit any further details.
9	Schedule E1: 5: Production Footprint in sub-Saharan Africa: May we submit our proposal for production footprint in regions other than sub-Saharan Africa?	This question requests information on production in sub-Saharan Africa for products already compliant with the Global Fund's Quality Assurance policy. Plans for production in sub-Saharan Africa or elsewhere should not be entered. Production compliant with the Global Fund's Quality Assurance policy elsewhere should not be entered in this section. Should the outcome of potential production elsewhere potentially respond to any of the objectives of the Procurement Strategy described in Section 4, this could be considered as a "Project to deliver on strategic objectives" (Schedule E1/4)
10	Sheet E1.3a & E1.3b: Currently we have submitted our dossier with only one agency (of WHO & USFDA), and plan to submit to the second agency in near future. Do we need to fill in data with our proposed plan to submit to the second agency as well in these sheets?	Sheets 1.3a, 1.3b, 1.3c should only be completed for approved products already compliant with the Global Fund's Quality Assurance Policy. Information on products not yet submitted or not yet approved should be entered in Section 5 of Schedule E3: "Pipeline products being developed/approved".
11	Sheet E1.3c: Supply Security & Visibility, FPP availability: Our product is under evaluation, do we still need to submit data on quantity in stock; planned production output (April to Dec 2018); confirmed production output (April to Dec 2018)?	
12	Sheet E1.3c: Supply Security & Visibility: "Describe the measure taken to secure API supply": We are in the process of adding more API sources but in our current dossier to USFDA we have detailed only one source. Do we need to put API details – (such as API in transit, API in stock, etc.) for the additional API source which we will be adding to our dossier?	

13	Should we secure a Strategic Partnership Agreement based on our proposal, there are two scenarios: a. Should our approval for one of the strategic products comes by end-December 2018, will our initial allocation be rolled over to 2019? Will it go into reserve pool? Or will we maintain our initial allocation and receive additional allocation from the core volumes, starting January 2019? b. Should we be unable to secure approval by end-December 2018, with approval coming in Q1 or Q2 2019, will we get any allocation from core volumes? Or will we get allocation from the reserve pool?	For products that are not immediately eligible for procurement at the close of the tender but that are expected to become eligible by the end of 2018, any conditional allocation will be for the first allocation period and determined pro-rata for the remaining months in that allocation period, based on the actual date they become eligible for procurement. The first allocation period as defined in the draft Framework Agreement will be the 3rd and 4th quarters of 2018. The principles of allocation and commitment are fully outlined in Section 5 of the draft Strategic Partnership Framework Agreement (Schedule C1 of RFP).
14	Kindly can you elaborate on the definition for “Related companies” as per Global fund? (ref: response to Q-42)	Please refer to definition section of RFP: “Related Firms".
15	We have WHO PQ for our products. Kindly advise if we can participate in the framework agreement based on WHO PQ only.	Yes.
16	Can we periodically update the Global Fund on country registration status as and when approvals are received before 31 December 2018? (Referring to 1st Round of Questions Response to some questions mentioned that expected approval after January 2019 should be submitted in schedule E3:"Pipeline Products")	Implementation of the Framework Agreements is anticipated from 1 July 2018. In case of award, suppliers will be responsible for keeping country registration information up-to date to support contract implementation as described in the draft Framework Agreements (Schedule C1 & C2).
17	Considering the clarification that information on products expected to be approved after 1 January 2019 should not be entered in Schedule E1, rather, they should be submitted in Schedule E3: “Pipeline products”. We understand that we only need to mention the pipeline products in Schedule E3: Point 5, and that we don’t have to provide any prices for the products. There is no need to fill any other form for pipeline products. Please confirm.	Correct.

18	For approved products which we want to quote through the Purchase Order Agreement, we will need to fill only the below mentioned parts of the forms: A: Officer Certificate of Conformance and Acknowledgement, B: Form of Confidentiality, E1: Technical Proposal: Required submission: 1a; 1b; 2b, E2: Commercial Proposal: Required submission: Base price 2018, E3: For Information and Implementation Proposal: Required submission: 1, 3, 5.	Yes – as is detailed in the table in Section 3/D.
19	With regards to advance order discounted price that is to be mentioned in commercial schedule E2. Ten weeks period mentioned is the minimum. Will actual orders be placed more in advance, i.e.: 24 weeks, 30 weeks?	Yes, 10 weeks period is the minimum to apply a discounted price. During implementation of the Framework Agreements, it is the Global Fund's intention to place Purchase Orders as early as possible. Additionally we intend to share forecasts of allocation and demand to provide as early visibility as possible in advance of the purchase order.
20	Can we propose differentiated price for products with harmonized packs and special labels? Where can we mention it in the commercial schedule?	This should be articulated in Question 2 of Schedule E3: "For Information and Implementation". Any additional information can be provided the "Comments" box on the right hand side of the applicable sheet/question.
21	Can we offer differentiated prices for countries taking longer for shipment pick-up and countries picking-up shipments immediately? Where can we mention it in the commercial schedule?	No, this would be complex in implementation.
22	Only select products are featuring in list with no cartons. Where can we mention prices for additional products without cartons?	Please use the applicable "Comments" section on the right hand side of the sheet of the template.