Solar and Mains Powered Vaccine Refrigerators and Freezers

Industry Consultation

17 March 2022
Agenda

1. Introductions
2. 2021 Procurement
3. Spare parts Tender
4. Mains powered/SDDs Tender outcomes
5. Service bundle Tender
   Break
6. COVAX update
7. CCEOP update
8. AOB
Introduction – UNICEF Team

Commercial team
- Jan
  - Joyce
  - Salima
  - Tesfaye
  - Gemma
  - Teshome
  - Antonios
  - Anna

Technical teams
- Thierry
  - Teshome
  - Giancarlo
  - Nicole
  - Sezgi

- Hailu
  - Maria
  - Andrew
  - (Nadia)

CCEOP Products
Cold Chain Equipment Procurement in 2021

202 M USD (112 M in 2020)
107 countries served (80 in 2020)
(Pakistan, Peru and Ethiopia)
340 products (241 in 2020)

Major funding sources:
- CCEOP
- Gov Japan
- COVAX
- MoH Peru
- WB Pakistan
Refrigerators/Freezers

53,000 units vaccine refrigerators and freezers procured

5-fold increase in ILR demand

Stable demand for SDDs

62 products (36 ILRs + 28 SDDs)

101 countries served*

954 units UCC to 72 countries

* The first-time orders from: Honduras, Jamaica, Kosovo, Montenegro, Morocco, Palau, Thailand and Venezuela
2022 Outlook

33.7 M USD already procured in 2022
> 8,000 vaccine refrigerators/freezers
281 UCC

30 M USD by Gov of Japan for 10 African and 7 LatAm countries
5 major World Bank projects in Africa
Africa CDC and MasterCard Foundation
CCEOP
Indicative forecast for 2022 - 2025
Spare Parts Tender
LTA tender for Spare parts

Background
Different models of mains powered and SDD equipment have been supplied through UNICEF to countries worldwide.
Solar battery powered and absorption appliances (outdated technologies) are still running in few countries which need spare parts and consumables.

Purpose of the tender
To establish LTA for spare parts for vaccine refrigerators/freezers supplied through UNICEF.

Spare parts for vaccine refrigerators, freezers and combined rfr/frzrs which are not in current LTA
- Mains powered/SDDs
- Solar battery powered
- Absorption: gas/electric (GE) & kerosene/electric (KE)
Technical answering sheet (TAS)

Bidders shall complete the TAS with the following details:
- List of spare parts
- Quantity of the individual spare part and consumable,
- Part number of individual spare part,
- The PIS or PQS code and model of the relevant equipment
Commercial answering sheet (CAS)

Bidders shall complete the CAS with the following details:
   List of spare parts with prices
   Weights and volumes
<table>
<thead>
<tr>
<th>Event</th>
<th>Estimated Date</th>
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<tbody>
<tr>
<td>Industry Consultation</td>
<td>17 March 2022</td>
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<tr>
<td>Tender Issuance</td>
<td>18 March 2022</td>
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<tr>
<td>Deadline for Tender Clarifications</td>
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<td>Bid Closing</td>
<td>10 May 2022</td>
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<td>Evaluation of Bids</td>
<td>May - June 2022</td>
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<tr>
<td>Contracts Committee Review</td>
<td>Beg July 2022</td>
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<tr>
<td>Awards Announced to Bidders</td>
<td>Mid July 2022</td>
</tr>
<tr>
<td>LTAs Issued</td>
<td>End July 2022</td>
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</table>
Solar and Mains Powered Vaccine Refrigerators and Freezers Tender
Technical considerations

Mains powered/SDDs LTA

Changes in specifications/Upgrades/modifications during the LTA period
  Manufacturer shall notify PQS and UNICEF-SD immediately
  PQS shall approve the changes and LTA shall be updated before PO placement

LTA & PO specifications
  The LTA contains the full specifications, while the PO is the compressed (shorter) version of the LTA.
  An equipment in LTA shall be supplied as per the LTA specifications

R134a
  Transition from R134a to HC refrigerant shall be before end of this year

Energy harvesting control/USBs -SDDs
  Should be PQS approved
<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
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<tbody>
<tr>
<td>Tender strategy draft</td>
<td>November 2020</td>
</tr>
<tr>
<td>Procurement Reference Group Meeting</td>
<td>26th February and 13th March 2021</td>
</tr>
<tr>
<td>Tender strategy final</td>
<td>March 2021</td>
</tr>
<tr>
<td>Industry consultation</td>
<td>26th March 2021</td>
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<tr>
<td>RFP 503315 Issuance</td>
<td>12th May 2021</td>
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<tr>
<td>Deadline for tender clarifications</td>
<td>28th May 2021</td>
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<tr>
<td>Deadline for tender submission</td>
<td>8th June 2021</td>
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<tr>
<td>Deadline for tender submission extension</td>
<td>15th June 221</td>
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<tr>
<td>Tender opening</td>
<td>17th June 2021</td>
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<tr>
<td>Technical evaluation</td>
<td>June – October 2021</td>
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<tr>
<td>Commercial evaluation</td>
<td>Sept – October 2021</td>
</tr>
<tr>
<td>Request to extend current LTAs and price negotiation</td>
<td>27th Sept – 8th Oct 2021</td>
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<tr>
<td>Procurement Reference Group Meeting</td>
<td>22nd October 2021</td>
</tr>
<tr>
<td>Contract Review Committee</td>
<td>24th November 2021</td>
</tr>
<tr>
<td>Award Announcements (Award Notifications)</td>
<td>1st December 2021</td>
</tr>
<tr>
<td>LTA issued (validity start 1st Jan 2022)</td>
<td>December 2021</td>
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</tbody>
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Tender objectives

- Balance supply and demand for **reliable well performing equipment** to support efficient immunization supply chain

- **Consolidate product portfolio** to better serve UNICEF country programmes and partners and to improve efficiencies in demand management, forecasting, manufacturing and lead times.

- Stimulate **targeted innovations** and foster faster uptake of targeted technology

- Achieve **competitive and sustainable prices** for mains powered and solar powered ice-lined refrigerators and freezers
Tender requirements

• Reduced number of schedules (from 30 to 18)
• Recommended mean storage volumes provided
• Specified accessories to be quoted bundled (extended voltage stabilizer and temperature monitoring device)
• Requirements for RTMDs
• Increased warranty from 2 to 3 years
• Pole mounts
• Export crating
Tender response (1)

1. Aucma, China (manufacturing in China)
2. B Medical, Luxemburg (Manufacturing site in Luxemburg)
3. B Medical, Luxemburg (Manufacturing site in India)
4. Dulas, United Kingdom (Manufacturing site in United Kingdom)
5. Haier, China (Manufacturing site in China)
6. Coolfinity, The Netherlands (Manufacturing site in Malaysia)
7. SureChill, United Kingdom (Manufacturing site in India)
8. Sundanzer, USA (Manufacturing site in USA)
9. Vestfrost Denmark (Manufacturing site in Denmark)

No bids were received from:
1. SureChill, United Kingdom (Manufacturing site in South Africa)
2. Meiling, China (Manufacturing site in China)
Tender response (2)

62 models offered, 57 technically acceptable

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<thead>
<tr>
<th></th>
<th>Mains powered</th>
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<th>Solar powered</th>
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<tbody>
<tr>
<td></td>
<td>Refrigerators</td>
<td>Combos</td>
<td>Freezer</td>
<td>Refrigerators</td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
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<td></td>
<td>9</td>
<td>10</td>
<td>11</td>
<td>12</td>
</tr>
<tr>
<td>Volume bands</td>
<td>&lt;60L</td>
<td>≥60 – &lt;120L</td>
<td>≥60 – &lt;120L</td>
<td>&gt; 120L</td>
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<tr>
<td>Recommended mean storage volume</td>
<td>±40L</td>
<td>±60L</td>
<td>±100L</td>
<td>&gt;120L</td>
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<tr>
<td>Received</td>
<td>4</td>
<td>5</td>
<td>4</td>
<td>6</td>
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<tr>
<td>Accepted</td>
<td>4</td>
<td>4</td>
<td>4</td>
<td>6</td>
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</tbody>
</table>
Tender outcome

Time bound LTA (24+12+12):
• Aucma (4 models)
• B Medical (11 models)
• Coolfinity (1 model)
• Dulas (6 models)
• Haier (12 models)
• SureChill (8 models)
• Vestfrost (13 models)

No LTA:
• Sundanzer
Conclusion

• **Consolidating product portfolio** without compromising UNICEF ability to serve programmes and partners with wide range of equipment (reduction of product offering from 83 to 54 models).

• Securing minimum **three product models** in each product schedule/category.

• Ensuring **competitive and sustainable pricing** on equipment despite external pressure for price increases.

• **Harmonizing product accessory** requirements (all products will be supplied with the same voltage stabilizer type and temperature monitoring device type)

• **Harmonizing product warranties** (all products will be supplied with the same 3 years replacement warranty)

• Stimulating innovation by pushing suppliers towards **integrated/bundled RTMD solutions**
Firm contracting

- Offers requested for 5 products with highest demand
- Offers received from 6 bidders
Service Bundle Tender
<table>
<thead>
<tr>
<th>Event</th>
<th>Estimated Date</th>
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</thead>
<tbody>
<tr>
<td>LTA expiry</td>
<td>31 Oct 2022</td>
</tr>
<tr>
<td>Industry consultation</td>
<td>July 2022</td>
</tr>
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Break
COVAX update
To date, >5k mains/SDDs procured through COVAX for 72 countries, but majority of installations pending
COVAX update – current status

67 countries requested vaccine refrigerators/freezers
POs issued for 63 countries (awaiting for Chad, Morocco, and Zimbabwe)
4,446 ILRs and 748 SDDs procured
All equipment manufactured
  • 14 countries installation completed ✓
  • 16 countries installation in progress
  • 21 countries installation to start
  • 8 countries goods in transit
  • 4 countries goods in booking stage
Installation type (14 countries by themselves, 49 countries by supplier)
SB Tenders for 49 countries completed, service contracts issued for 36 countries
COVAX update – outstanding tasks

Procurement and SB tender for 3 countries (421 ILRs)
Service contracts for 13 + 3 countries
Installation in 38 + 3 supplier led countries
Post-Installation Inspections
CCEOP update
The CCEOP has scaled up steadily since 2017, with >66k units procured by end of Q4 2021 despite pandemic-related delays.

- 52 of 57 eligible countries approved in 4.0; 3 of 51 eligible countries approved for 5.0 to date
- 66,795 units procured with 96% (64,235) delivered and 82% (54,579) installed by end of Q4
- CCEOP target for 2022 is at least 10,000 units, which will represent the close out of CCEOP projected funded from Gavi 4.0 funds (note: a few delinking countries may close out 4.0 grants in 2023)
**CCEOP impact in Gavi 4.0:** Significant improvements achieved in country CCE capacity and reach of immunisation programmes supported by innovated products and improving market health dynamics

<table>
<thead>
<tr>
<th>Programmes</th>
<th>Deployments</th>
<th>Market shaping</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Growth of country CCE planning capacity; PMTs in place for 3 evaluated countries</td>
<td>• Service bundle concept successful + expanded to 15+ HSS &amp; other donor projects</td>
<td>• Incentivized development and prequalification of 70+ new products meeting CCEOP’s standards, up from ~10 in 2015, though product / brand uptake was uneven</td>
</tr>
<tr>
<td>• Immunization services increased, with CCE as a contributing factor</td>
<td>• Timely installations though cost concerns exist</td>
<td>• Improvements in market health achieved, but pricing and sustainability concerns remain</td>
</tr>
<tr>
<td>• Increased storage capacity, fewer stock outs reported, and reduced AEFIs</td>
<td></td>
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</tbody>
</table>

**Sources:** UNICEF PD impact analysis in 10 countries in 2019, JSI CCEOP evaluation mid-line (2019) and end-line (2021) reports
Gavi support for CCE is channeled through several different platforms

<table>
<thead>
<tr>
<th>Platform</th>
<th>Details</th>
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</thead>
</table>
| **CCEOP (RI)** | - $400M envelope approved between 2017 and 2025 excluding country joint investment  
- $203M already disbursed for procurements, $197M remains to be disbursed in 5.0 excluding country joint investment  
- Applications for 5.0 CCEOP support delayed due to pandemic |
| **HSS (RI)** | - $1.2B 2021-2025 for strengthening routine immunization  
- Countries can choose to use some funds for remaining CCE gaps, including for product categories outside of CCEOP (e.g., WICRs, transport vehicles)  
- Applications for 5.0 HSS grants delayed due to pandemic |
| **COVAX (COVID-19)** | - $53M funding made available from Gavi for AMC 92 countries  
- $51.5M requested covering 74 countries  
- Supported categories included CCE for 2-8C at upper levels of the cold chain (WICRs, ILR/SDD) + passives & other accessories  
- Note: UCC procurement support ($25M) is separate |
| **CDS (COVID-19)** | - $600M total commitment from Gavi designed to cover programmatic and funding gaps in country plans to scale-up COVID-19 vaccine delivery through end of 2022, including CCE gaps  
- Most CCE requests to date include transport vehicles, passives and leasing, with some ILR/SDD requests – approvals are currently pending |
51 countries eligible for CCEOP in 5.0

Countries in **bold** expected to apply for CCEOP support over the next 24 months

- Afghanistan
- Bangladesh
- Benin
- Burkina Faso
- Burundi
- Cambodia
- Cameroun
- CAR
- Chad
- Comoros
- Congo
- Congo DRC
- Côte d’Ivoire
- Djibouti
- DPRK*
- Eritrea
- Ethiopia
- Gambia
- Ghana
- Guinea
- Guinea Bissau
- Haiti
- Kenya
- Kyrgyzstan*
- Lao PDR
- Lesotho
- Liberia
- Madagascar
- Malawi
- Mali
- Mauritania
- Mozambique
- Myanmar
- Nepal
- Niger
- Pakistan
- Rwanda
- Senegal
- Sierra Leone
- Solomon Islands
- Somalia
- Sudan South
- Sudan, Republic of
- Syria
- Tajikistan
- Tanzania
- Togo
- Uganda
- Yemen
- Zambia
- Zimbabwe

*These countries have already applied and been approved for CCEOP in 5.0*
ILR/SDD market shaping priorities in Gavi 5.0 will continue to align to the Roadmap

**Roadmap Objectives**

- Improve and sustain ‘market sustainability and attractiveness’ and demand health including increasing ‘balanced demand of appropriate products & timely uptake of new innovative products’ and ‘predictability of demand’

- Achieve competitive pricing for CCE while maintaining incentives for new innovations to improve ‘balanced demand of appropriate products & timely uptake of new innovative products’

- ‘Incentivise & scale up innovations’ through systemising field performance data collection and country-supplier-Alliance feedback loops that drive product improvements, catalyse necessary innovations, and inform procurement decisions

- When applicable, continue to have high quality service bundle delivery and, as appropriate / pending pilot evaluations, introduce options for CCEOP projects to ‘de-link’ the service bundle from equipment procurement
Under Gavi 5.0, some aspects of CCEOP have been redesigned, which carries implications for all stakeholders.

<table>
<thead>
<tr>
<th>Key changes</th>
<th>Impacted Stakeholders</th>
</tr>
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<tbody>
<tr>
<td>1. Integrated application process</td>
<td>• Countries and the Alliance</td>
</tr>
<tr>
<td>2. Rationalized application requirements</td>
<td>• Countries, suppliers and the Alliance</td>
</tr>
<tr>
<td>3. Procurement approach</td>
<td>• Countries, suppliers and the Alliance</td>
</tr>
<tr>
<td>4. Country Joint investment (CJI)</td>
<td>• Gavi secretariat and countries</td>
</tr>
</tbody>
</table>

- Majority of CCEOP applications will be integrated in the full portfolio planning (FPP) process (note: funding for CCEOP remains ringfenced)
- New application kit to streamline requirements from countries
- Stronger emphasis on maintenance & temperature monitoring
- New 3-preferences approach aims to move toward meeting cold chain technical and programme requirements with fuller consideration of highest value for money (VfM) product options
- Stronger emphasis to be placed on mobilization of non-Gavi resources at country level (Gavi funds as ‘last resort’)
Updated CCEOP technical and target requirements
Available on the Gavi website shortly along with other application materials

<table>
<thead>
<tr>
<th>Technical requirements</th>
<th>Solar Direct Drive Refrigerators (SDD)</th>
<th>Ice-used Refrigerators (IUR)</th>
<th>On-grid Freezers</th>
<th>SDG Freezers</th>
<th>Long-term passive devices</th>
<th>Cold Boxes</th>
<th>Vaccine carriers</th>
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</thead>
<tbody>
<tr>
<td>User independent protection (Grade A)</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
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<tr>
<td>Extended ambient temperature range</td>
<td>(Performance rated in ambient temperatures from 20 to 43 degrees C)</td>
<td>(Performance rated in ambient temperatures from 20 to 43 degrees C)</td>
<td>(Performance rated in ambient temperatures from 15 to 43 degrees C)</td>
<td>(Performance rated in ambient temperatures from 15 to 43 degrees C)</td>
<td>(Performance rated in ambient temperatures from 10 to 43 degrees C)</td>
<td>(Performance rated in ambient temperatures from 10 to 43 degrees C)</td>
<td>(Performance rated in ambient temperatures from 10 to 43 degrees C)</td>
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<tr>
<td>Temperature monitoring and logging</td>
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<td>Technical maintenance kit (Tools and parts)</td>
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<tr>
<td>Installation kit (tools and parts)</td>
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<td>4D sticker</td>
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<td>Maintenance sticker</td>
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<td>Voltage regulators ( bundled with devices)</td>
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<td>Space parts</td>
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<td>✔️</td>
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* SDG without any battery*

Notes: Based on expert input from select members of the CCE priority Working Group.
The CCEOP application and procurement approach will shift to a ‘3-preferences approach’

**Objective:** This approach aims to meet technical and programme requirements with full consideration of highest value for money (VfM) product options and market health implications

### Previous CCEOP Approach
1. Countries indicate their main brand preference in their CCEOP application *(recent change: now they budget 3 options but still note and expect to receive their first preference)*
2. IRC approves the Decision Letter ceiling amount based on countries first brand preference
3. UNICEF approves against this preference unless the 25% allocation is required, or other MS opportunities naturally arise. These efforts largely occur late in the procurement process and cause 2–3-month delays

### 3-preferences Approach
1. Countries select and budget out 3 brand options corresponding to same number of CCE units per each product / volume category they need
2. IRC approves the DL ceiling amount *(within the Equitable Allocation)* based on the highest budget option to allow for any of these options to be procured *(In the event of savings, SD works with country on reprogramming savings upfront)*
3. UNICEF will procure against the brand preferences, aiming for highest VfM selections in consideration of a checklist of criteria agreed with Gavi, meeting first preferences if possible
The CCEOP will have a greater focus on uptake and use of RTMDs, among other changes

- **Country CCEOP implementation timelines**
  - Countries can only apply for a maximum of 3 years to reduce end to end timelines for infrastructural investments.

- **Selection of equipment options**
  - Countries are no longer required to indicated and justify their most preferred option but list out 3 preferences
  - There has been a consolidation to three options of liter capacity bands for equipment; 0-60L, 60L-120L, >120L

- **Application for RTMDs and data subscriptions**
  - Countries can procure new equipment that is bundled or integrated with RTMDs and three year data subscriptions
  - Countries must apply for RTMDs for newly procured equipment targeted for the national, regional, and district levels to enhance CCE performance monitoring
  - Countries must apply for RTMDs for a minimum of 25-30% newly procured equipment to be deployed in health facilities
  - Countries can apply for RTMDs for existing in-country equipment at all levels
  - Countries can apply for annual renewals of subscription of data for existing RTMDs

- **Trainings under CCEOP 2.0**
  - Countries can apply for in-person or remote RTMD trainings (including refresher trainings). The refresher training(s) can be undertaken 12 to 24 months following the initial training
  - Countries can apply upfront for refresher trainings
The increased focus on RTMDs will be part of broader efforts at both country and global levels to strengthen CCE performance monitoring and data use for decision making across all temperature/performance monitoring tools used.

**Enablers at country level**
- Financial commitment to invest in systems + HR
- Systematic data use at all levels
- Improved HCW capacity
- Country leadership for sustainable systems investments
- Maintenance investments

**Enablers from Alliance partners**
1. Strong Alliance-Country-Supplier feedback loops on CCE performance data
2. Use and scale up of IMPT, PII and PMM mechanisms
3. Targeted technical assistance on data use
4. Integration of CCE data into eLMIS systems where feasible
5. Streamlined reporting on maintenance and CCE performance

The updated iSC strategy, TCA, HSS grants, and supply chain programming guidance & reporting requirements will be leveraged to facilitate these actions, especially in countries with existing RTMDs.
PQS Equipment Monitoring Systems (EMS) and use of data

• Gavi welcomes the finalization of PQS EMS standards and specifications (*forthcoming on PQS website*). Future EMS products (integrated or EMDs) will be CCEOP eligible once approved by PQS and able to be procured by UNICEF SD.

- Standardization of data will help programmes make best use of data in the future including for:
  - Integration into other tools or systems (e.g., eLMIS, IMPT)
  - Improved reporting required from countries (e.g., KPI standardization across brands)
  - Management of roles and responsibilities of different parties

- Data ownership and access
  - Gavi’s position remains that countries have ownership of the data generated by their CCE regardless of which monitoring tool used (e.g., 30-DTR, RTMD, EMS) including determining who accesses data hosted by suppliers
IMPT tool available for deployment

Country & supplier engagement resuming after pandemic-related delays

IMPT is a web-based tool which provides anonymised and aggregated CCE performance data from countries for decision making.

IMPT is not: a day-to-day operational tool, an eLMIS, an RTMD dashboard, or supplier dependent. It does not require additional configuration at country level or extensive user training.

Tool co-created Secretariat (HSIS, MS, PSP), Alliance (UNICEF SD and WHO PQS), and Nexleaf Analytics. Project is fully funded by ELMA Philanthropies. IMPT is fully ready to host CCE data.

3 countries (Haiti, Togo, Senegal) on-board. Engagement with 4 additional countries (Tanzania, Kenya, Mozambique, Malawi and Pakistan) pending.

7 RMTD and CCE manufacturers fully engaged on IMPT and discussions ongoing with other suppliers

Delays and next steps:

• Country engagement on IMPT has been delayed due to the pandemic and capacity of countries to engage during the pandemic extending timelines for deployment of the tool.

• We are currently engaging the remaining countries to come on board, integrating their data as soon as approval is received working with CCE and RTMD manufacturers
The Alliance is considering how to leverage the success of the CCEOP to equip entire health facilities with solar electricity.

Health Facility Solar Electrification has a strong correlation with improved health and environmental outcomes and strong alignment with Gavi 5.0 goals.

The CCEOP may provide a unique opportunity to establish systematised and scaled health facility solarisation that saves lives.

A solarization pilot project is being explored that could include varying solar technology packages.

Such a project would also help validate CCEOP efficiencies to catalyze sustainable scale-up of solar solutions for health facilities.
Thank You