REQUEST FOR PROPOSAL

UNITED NATIONS CHILDREN'S FUND (UNICEF) wishes to receive proposals for supply of

Zika Virus (ZIKV) Diagnostics (for testing at Point-of-Care), including for access to an Advance Purchase Commitment (APC)

FOR DELIVERY DURING THE PERIOD OF 2018-2019

RFP-DAN-2018-502812 12 June 2018

Offers should be sent by:

Email to: supplybid@unicef.org

PROPOSALS RECEIVED IN ANY OTHER MANNER WILL BE INVALIDATED

Important Instructions:

- The reference RFP-DAN-2018-502812 must be indicated in the offer in accordance with the instructions provided in this document.
- Bid forms and schedules(s) must be used when replying to this invitation.
- Offers must be received at the above email address by latest 23:59 hours (Copenhagen time) on 16th July 2018. Offers received after the stipulated time will be invalidated
- It is important that you read all the provisions of the bid to ensure that you understand UNICEF’s requirements and submit an offer in compliance with them.
- Note that failure to provide compliant offers may result in invalidation of your bid

Prepared by: Lama Suleiman, Contracts Manager

Approved by:

Abdallah Makhlof
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Supply Division

Katinka Rosenbom
Chief, Contracting Centre
Supply Division

Clair Jones
Deputy Director Operations, Supply Division

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1. PURPOSE

The purpose of this Request for Proposal (RFP) is to establish long-term arrangements for the sustained supply of Zika virus (ZIKV) in vitro diagnostics (IVDs) through UNICEF for the period of 2018-2019.

The ZIKV diagnostics covered in this tender include:
- ZIKV Rapid diagnostics test (RDT)/ point of care (POC) serological assays (singleplex),
- ZIKV RDT/POC serological assays (Multiplex with a specified panel), and
- ZIKV RDT/POC nucleic acid testing (NAT) assays (multiplex with a specified panel).

These products are intended to be supplied to countries that UNICEF serve.

As part of this RFP, proposers may bid to access the remaining balance of the Advance Purchase Commitment (APC) and to accelerate access to rapid, low-cost specific and sensitive ZIKV IVDs with focus on multiplex platform diagnostics that allow for simultaneous detection of ZIKV and other related viruses such as Dengue (DENV), Yellow Fever (YFV) and Chikungunya viruses (CHIKV).

Therefore, UNICEF will establish Long Term Arrangements (LTA-G) which may include guaranteed procurement via the APC (for proposers who qualify to access the APC) and other forecasted quantities to be procured for non-APC quantities. These arrangements will provide the basis upon which purchase orders will be made for specific deliveries throughout the period.
2. BACKGROUND

2.1 ACCESS TO ZIKV POC AND RDT DIAGNOSTIC TECHNOLOGIES

The recent outbreak of Zika virus (ZIKV) in Brazil in 2015 had rapidly spread to more than 50 other countries including, the Caribbean, the United States, Canada and various parts of Europe. Aedes aegypti mosquito is thought to be the principal vector responsible for the widespread transmission of the ZIKV as well as other related viruses although sexual transmission has been reported. This explosively emerging epidemic has had diverse impacts on population health, coinciding with cases of Guillain-Barré Syndrome and an unexpected epidemic of newborns with microcephaly and other neurological impairments.12

Brazil had declared a national public health emergency in November 2015, followed by a similar decision by the World Health Organization (WHO) in February 2016. Numerous public health agencies were faced with an emergency to protect a generation of children conceived during the ZIKV outbreak.

Despite the fact that the ZIKV epidemic in Brazil has ended for the time being, and the disease and associated complications are no longer considered a public health emergency of international concern (PHEIC), government and international agencies are working to prepare and continue efforts to improve the ability to anticipate, control, and mitigate the risk of ZIKV, other reemerging arboviruses, and new public health threats yet to emerge.

This has highlighted the need for IVDs with assured quality and high specificity and sensitivity to identify individuals infected with ZIKV as well as to discriminate ZIKV infection from other related viruses.

The challenges with the current diagnostics are the lack of specific tests to confirm ZIKV infection in biological specimens, the current diagnostics are limited to specialized laboratory-based techniques requiring specific specimen preparation and performed by high-skilled technicians.

To address these challenges, development of innovative laboratory diagnostic tests for the simultaneous detection and differentiation of ZIKV in human serum and urine had started within the last 2 years. As a results, different ZIKV tests using rapid IVD platforms are emerging as powerful diagnostic tools which are showing promising results with less sample requirement and complications associated with their usage.

UNICEF has been working with partners and industry to transform today’s ZIKV diagnostics market. UNICEF Supply Division hosted an industry consultation in Copenhagen on 11-12 May 2016 and convened partners and diagnostics and vaccine manufacturers to encourage the acceleration of R&D and to advance the commercial environment to address gaps in ZIKV diagnostics (for testing at point of care). Furthermore UNICEF convened the first ZIKV diagnostics webinar on 30 August 2016 as a follow-up on the industry consultation to update industry and partners on current developments, revised demand profiles, including UNICEF’s procurement approach and timelines for ZIKV diagnostics tender.

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1 WHO ZIKV situation report: [http://apps.who.int/iris/bitstream/10665/252167/1/kkasrepz00ec15-eng.pdf](http://apps.who.int/iris/bitstream/10665/252167/1/kkasrepz00ec15-eng.pdf)


UNICEF, with USAID developed an Advance Purchase Commitment (APC), which aims to reduce demand uncertainty risks for manufacturers who invest in R&D towards new products.

In order to harvest the benefits of the competitive dynamics in a fair and transparent manner, and to drive the market towards novel diagnostics, UNICEF intended to issue two sequential tenders whereby portions of the total forecasted quantities would be awarded in each tender.

UNICEF launched its first Request for Proposal (RFP) for the supply of ZIKV diagnostics for testing at point-of-care (POC) during 2017 through 2019 in February 2017. As a result, UNICEF managed to finalize and sign two conditional Long Term Agreements (LTA-G), the awards notice was circulated to industry on 17th November 2017; available on https://www.unicef.org/supply/index_91211.html

Subsequently, UNICEF convened the 2nd ZIKV Diagnostics webinar which took place on 8 May 2018 to update industry on current developments, 1st tender outcomes and clinical evaluation status, demand profiles, including UNICEF procurement approach and timelines for ZIKV diagnostics 2nd tender.

We are now launching the 2nd tender pursuing the following objectives to transform the ZIKV diagnostics market to:

- **Secure availability** of a minimum of two novel products available by 31 December 2017 with reliable, uninterrupted supply of diagnostics to countries from multiple well-performing proposers, following appropriate regulatory approval.
- **Maximize the effect of the APC** to accelerate market availability to meet forecasted demand for ZIKV diagnostics, where demand and scale up is informed and driven by integration of ZIKV diagnostics into countries’ testing algorithms.
- **Secure access to affordable prices** including the use of APC.
- **Contribute to continued product innovation** by driving the market towards novel diagnostic assays capable of distinguishing ZIKV infection from other related flaviviruses.

The procurement objectives for the two tenders have been developed based on these principles, and the achievement of the objectives will be instrumental for combating the endemic ZIKV epidemic and its potential to rapidly emerge where there are high numbers of susceptible communities.
2.2 PROCUREMENT OBJECTIVES

The overarching goal of the UNICEF strategy for ZIKV diagnostics procurement is to ensure access and availability of affordable, quality assured, diagnostic testing at point of care (POC) for ZIKV by supporting the development of novel devices and creating a healthy and stable market. The specific objectives include:

The specific objectives for the 1st and this 2nd tender are:

1. Ensure reliable, uninterrupted supply of diagnostics to countries:
   - Two new products available by 31 December 2018, with appropriate regulatory approval.
   - Reliable, uninterrupted supply of diagnostics to countries from multiple well-performing proposers with 40 million test units available by 2020.
   - New / innovative technologies are able to enter the market as they become available.

2. Secure access to affordably priced, appropriate diagnostics:
   - Maximize the effect of the Advanced Purchase Commitment to accelerate market availability of products in quantities to meet the forecasted demand for ZIKV diagnostics at affordable price.

3. Encourage healthy and sustainable competition throughout the procurement process:
   - Engaging with both new and existing diagnostic proposers to contribute towards a healthy and competitive market, targeting 5 qualified proposers in the market by 2018..

4. Secure access to quality diagnostics:
   - Procurement of products which are WHO prequalified, and
   - Procurement of products which have been approved by one of the stringent regulatory authority (the five founding members of the Global Harmonization Task Force (GHTF) and confirming its clinical performance by an independent laboratory testing in case the WHO prequalification process is not available.

5. Secure access to newly innovative products:
   - With novel diagnostic assays capable of distinguishing ZIKV infection from that of related viruses:
     - Antibody response: Human Anti ZIKV specific monoclonal antibodies (mAbs) against all ZIKV strains.
     - Antibody-mediated neutralization and enhancement of ZIKV infection: for example, Reporter virus particle (RVP)-based assay.
     - Molecular testing: Microfluidics/single drop assay.
   - Establish access to innovative technologies (both 1st- and 2nd generations) entrants by 2019.
   - Establish access to ZIKV diagnostics which simultaneously provide differential diagnosis with other related viruses infections.

UNICEF has achieved the above objectives (1-4) in the first tender pending the results of the clinical evaluation of the aradw products. UNICEF expects to successfully achieve the above including objective 5 by the end of this 2nd tender.

2.3 TENDER METHODOLOGY – REQUEST FOR PROPOSALS

Proposers are expected to fully utilize the opportunity of an RFP to include all relevant information in their respective offers including procurement and contracting methodologies which allow the proposer to best
possibly contribute to achieving the procurement objectives. Guiding questions associated with the qualitative aspects of the Proposer’s proposal are summarized in Qualitative Proposal sheet (Section 5).

2.4 PROCUREMENT REFERENCE GROUP

A Procurement Reference Group (PRG) has been established to build on the expertise of various stakeholders. Considering the strategic nature of the procurement to be undertaken, the PRG has provided advice with regards to objectives and procurement strategy and will frequently provide input and advice to UNICEF, during the execution of this procurement. UNICEF will share information related to the proposal(s) and recommended award(s) with the PRG under confidentiality.

2.5 UNICEF DEMAND FORECAST

Below is an overview of the projected ZIKV diagnostics requirements to be procured through UNICEF using a forecasting model which was based on the following:

Target Cohorts:
Priority Group: The testing is primarily targeting pregnant women, with or without clinical symptoms, and their male sexual partner (asymptomatic males) by having two tests (one NAT test and one serology test) annually with a 35% coverage rate.
In addition, other cohorts were assumed to be included for testing:
- Clinically diagnosed Microcephaly assuming 1% of the priority group
- Clinically diagnosed GBS assuming 0.5% of the priority group
- Travelers from area with ongoing ZIKV transmission assuming 0.5% of the priority group

The overall target was calculated based on the combination of the priority group and the additional cohorts. the total included a 2% stockpile and a 5% wastage rate annually.

Selection of Countries:
African countries
Based on the different presumptive epidemiological scenarios, two potential gateways have been identified for the possible spread of ZIKV in Africa:
- Countries located in the West Africa sub-region adjacent to those currently reporting the presence of the Aedes vector and geographically facing the Latin American coast:
  - Benin, Burkina Faso, Cameroon, Cape Verde, Equatorial Guinea, Gambia, Ghana, Guinea, Guinea-Bissau, Gabon, Ivory Coast, Niger, Nigeria, Senegal, Sierra Leone and Togo.
- Remaining countries in Africa within the vector belt:

Other countries
Based on WHO Country classification (7 July 2016), CDC Country classification (9 July 2016) and taking into considerations the risk countries for ZIKV transmission based on Messina et al. 2016\(^5\) environmental suitability model, the additional following countries were selected: Cambodia; Papua New Guinea; Philippines; Bangladesh, Nepal, Sri Lanka, Viet Nam and Indonesia.

Countries were classified in terms of likelihood to have a preparedness plan in place and ready to introduce the RDT/POC in country as, in order of likelihood (highest to lowest): “Likely”, “Probable” and “Possible” according to the information we have received from countries so far. In addition, giving their skewing effect on the model, two countries (Viet Nam and Indonesia) were classified as “Large Population - Less Likely”.

UNICEF could additionally do some of the procurement on behalf of other countries, regions and partners, but we currently have little visibility if such would materialize.

Based on UNICEF’s demand forecast model, total procurement for 2017-2019 is expected to be 40 million tests/products for 31 countries.

![Graph showing estimated demand for 2017, 2018, and 2019]

It should be noted that the quantities are based on an assumption of 1 NAT and 1 Serology test annually per patient as a minimum, including required buffer stocks and maximum recommended wastage rate.

### 2.6 ADVANCE PURCHASE COMMITMENT OPPORTUNITY

UNICEF and USAID intend to accelerate the development of rapid, low-cost, specific and sensitive ZIKV IVDs and possibly multiplex diagnostics that allow for simultaneous detection of ZIKV and other related viruses such as Dengue (DENV), Yellow Fever (YFV) and Chikungunya (CHIKV) viruses (ZIKV or multiplex diagnostics) and scale-up of POC/RDT ZIKV or multiplex diagnostics via an Advance Purchase Commitment (APC).

As part of this tender, proposers will be invited to bid for the remaining balance of the APC commitment via attractive and eligible offers that will significantly contribute towards reaching the objectives of this tender.

**What is the ZIKV APC?**

Proposers who are awarded a portion of the ZIKV IVDs APC opportunity will, subject to the product meeting pre-determined requirements (such as regulatory approval and actual manufactured product availability), receive a firm commitment from UNICEF:

- To buy a specified volume of a product, regardless of whether or not demand for the product materializes, potentially through 2019.
- Prior to availability of the product in the market, as appropriate.

The firm commitment is financially backed by an approximate $10 million grant that USAID has provided to UNICEF for this expressed purpose. $3 million were awarded to suppliers during the 1st round RFP based on conditional LTA-G
UNICEF will consider procuring up to the following number of tests from proposers who qualify to access the APC as per the following segmentation:

- Up to 2 million test quantities dedicated only to serological and molecular IVDs using RDTs and POC platforms in a multiplex format.
- Up to 500,000 test quantities dedicated only to serological and molecular IVDs using RDTs and POC platforms in a singleplex format.

For those proposers who are awarded a portion of the ZIKV APC, UNICEF would establish Long Term Arrangements (LTA-G) which include guaranteed procurement for the awarded APC quantities in addition to other forecasted quantities to be procured on non-APC (i.e., standard) terms. These arrangements will provide the basis upon which purchase orders will be made for specific deliveries throughout the period.

UNICEF encourages all proposers who may have relevant products available during the 2018- (Q1)2019 to submit proposals to this RFP and for the APC portion, regardless of current regulatory status or current availability.

UNICEF reserves the right to adjust any of the above segmentation, and to award as much or as little of the APC, in order to best meet the procurement objectives and assure good value for money.
3. **INSTRUCTIONS TO PROPOSERS**

3.1 **PROCUREMENT ARRANGEMENTS**

3.1.1 UNICEF wishes to enter into non-exclusive Long Term Arrangements for Goods (LTA-G) for the procurement of the ZIKV diagnostics listed above, as required from time to time during the term of the LTA-G. It will be a provision of such Arrangements that, unless specifically stated otherwise in the contract, UNICEF will not be committed to purchase any minimum quantity of these items. UNICEF shall not be liable for any cost in the event that no purchases are made under any resulting LTA-G.

3.1.2 Additionally, as part of this tender, proposers will be able to bid for an Advance Purchase Commitment (APC).

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<td>Requests for Proposals:</td>
<td>2 tender exercises: in Q1 2017 (awards / commitment were made during Q4 2017), in Q2 2018 (awards / commitments by Q3-4 2018)</td>
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<td>APC modality:</td>
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<td>- Proposers should provide offers for the ‘firm commitment’ (APC) and non-firm component through this RFP.</td>
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<td>- UNICEF’s expectation is that suppliers will offer meaningful quantities in both categories of the offer. If a supplier makes an offer for APC quantities, a comparably meaningful or higher number of quantities would be expected to be offered in the non-APC quantities.</td>
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<td>- For those suppliers who are awarded APC quantities, and only after the exhaustion of the APC commitment; it is expected that any subsequent procurement of non-APC quantities would be done at a price that is less than or equal to the contracted APC price.</td>
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<td>- This ‘firm commitment’ would require UNICEF to purchase awarded firm volumes, regardless of materialization of demand. The ‘firm commitment’ would be contingent upon the proposer being able to develop a product according to the specifications outlined in the tender, achievement of all necessary regulatory approval(s), and making the product available as agreed to in the purchase commitment (including timelines), and other pre-determined contingencies, at the discretion of UNICEF. Prior to any key triggers or contingencies, the firm commitment would be in the form of a &quot;conditional&quot; firm commitment.</td>
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**Resulting Contracting**

As a result of this tender, UNICEF may establish LTA-G which will include guaranteed procurement for APC (for proposers who qualify to access the APC) and other forecasted quantities to be procured on non-APC (i.e., standard) terms. These arrangements will provide the basis upon which purchase orders will be made for specific deliveries throughout the period.
Forecasted Diagnostics Test Requirement

Based on UNICEF's demand forecast model outlined in section 2.5, total procurement for 2017-2019 is expected to be 40 million tests/products for the 31 countries based upon the assumptions made under section 2.5 "Demand Forecast". As necessary, UNICEF will communicate an updated forecast to the market.

![Bar Chart]

3.1.3 Purchases will be made against Purchase Orders to be issued by UNICEF in accordance with the terms and conditions of any resulting LTA-G (s). Actual quantities to be purchased will vary from Purchase Order to Purchase Order.

3.1.4 The quantities outlined in this Request for Proposal (RFP), are estimated forecasts for the total requirements for the duration of the LTA-G (s). The estimates are provided in good faith and shall not in any way be deemed to be commitments on the part of UNICEF regarding any quantity for future purchase.

3.1.5 Any resulting LTA-Gs intend to cover deliveries during the period 2018-2019.

**3.2 TENDER MODALITY**

In order to encourage the benefits of the competitive dynamics in a fair and transparent manner, and as mentioned in section 2.3 UNICEF intended to issue two sequential tenders, whereby portions of the total forecasted quantities were awarded in the 1st tender.

There is no restriction on which or how many tenders a proposer may submit proposals to. UNICEF will be publishing awarded prices after each award finalization.

It is important that the mechanics of the tender are fully understood by Proposers.
3.3 SCOPE OF PRODUCTS INCLUDED UNDER THIS TENDER

The ZIKV diagnostics covered in this tender are listed in Table 1 below and include:

- ZIKV RDT/POC serological assays (singleplex),
- ZIKV RDT/POC serological assays (multiplex with a specified panel), and
- ZIKV RDT/POC NAT assays (multiplex with a specified panel)

Please note that the item descriptions mentioned below should be read in conjunction with the respective item's technical specifications mentioned in Annex 1.

Table 1:
List of materials included under RFP-DAN-2018-502812

| Schedule 1: ZIKV RDT/POC serological assays (Singleplex) | Item 010 | U481900 ZIKV RDT serological test |
| Schedule 2: ZIKV RDT/POC serological assays (DENV, YFV, CHKNV Multiplex) | Item 040 | U481900 ZIKV/DENV/YFV/CHKNV RDT serological test |
| Schedule 3: ZIKV RDT/POC NAT assays (DENV, YFV, CHKNV Multiplex) | Item 070 | U481900 ZIKV/DENV/YFV/CHKNV RDT NAT test |

3.4 MANDATORY REQUIREMENTS

Mandatory requirements identify the minimum requirements for the proposals to be considered. Mandatory requirements will be indicated throughout this RFP by the words "mandatory", "shall", "must", or "will" in regard to obligations on the part of the Proposer. Proposals that do not meet the mandatory requirements will not be eligible for award.

3.5 RESPONSE FORMAT

The Proposer is invited to develop a proposal that provides a comprehensive explanation of the offer being made. The proposal must include a signed PROPOSAL FORM in original. ANSWER SHEETS have been provided to assist in the organization of the proposal.

Each proposal should:

- Contain information on mandatory requirements for offered products (MANDATORY REQUIREMENTS SHEET).
- Contain qualitative information on account management, proven experience and past performance (QUALITATIVE PROPOSAL SHEET).
- Define the proposed diagnostics(s) (QUANTITATIVE PROPOSAL SHEET(s)).
- Provide explanations to any request for exceptions or clarification on the COMMERCIAL TERMS SHEET.
• Technical information sheets and requested technical documents as per "TECHNICAL DOCUMENT CHECK LIST".

An additional blank ALTERNATIVE PROPOSAL SHEET is available for proposers who wish to offer alternative proposals.

The Proposer must provide sufficient information in the proposal to address each area of evaluation to ensure a fair assessment of the company can be conducted.

3.6 MARKING AND RETURNING PROPOSALS

3.6.1 Proposals must be emailed to the email address provided. RFP number (RFP-DAN-2018-502812) should be clearly MENTIONED on the email subject NO LATER THAN the CLOSING TIME AND DATE. Proposals received in any other manner will be INVALIDATED.

3.7 TIME FOR RECEIVING PROPOSALS

3.7.1 Proposals received prior to the stated closing time and date will be kept unopened. The Officer of the Bid section will open the proposal when the specified time has arrived, and no proposal received thereafter will be considered.

3.7.2 UNICEF will accept no responsibility for the premature opening of a proposal which is not properly addressed or identified.

3.8 PUBLIC OPENING OF PROPOSAL

Due to the nature of the RFP, there will be no public opening of proposals.
3.9 REQUESTING INFORMATION FROM UNICEF DURING THE TENDER PROCESS

Any request for information regarding the specifications should be forwarded to the Contracts Manager, Lama Suleiman (email: lrsuleiman@unicef.org) and the Contracts Officer, Antonia Naydenov (email: anaydenov@unicef.org), and NOT to the Bid Section (see front page).

Inquiries received less than seven (7) calendar days prior to the proposal closing date cannot be guaranteed any response. Only written inquiries will be entertained. A response to written queries will be provided to all Proposers in writing. Information provided verbally will not be considered a fundamental change and will not alter this RFP.

3.10 ERROR IN PROPOSAL

Proposers are expected to examine all Schedules and all Instructions pertaining to the work or proposal. Failure to do so will be at Proposers’ own risk. In case of errors in the extension price, unit price shall govern.

3.11 CORRECTIONS

Erasures or other corrections in the proposal must be explained and the signature of the Proposer shown alongside.

3.12 MODIFICATION AND WITHDRAWAL

3.12.1 All changes to a proposal must be received prior to the closing time and date. It must be clearly indicated that it is a modification and supersedes the earlier proposal, or state the changes from the original proposal.

3.12.2 Proposals may be withdrawn on written or email request received from Proposers prior to the opening time and date. Negligence on the part of the Proposer confers no right for the withdrawal of the proposal after it has been opened.

3.12.3 Modifications to and possible withdrawals of proposals must only be sent via e-mail to the Bid Sections at supplybid@unicef.org.

3.13 VALIDITY OF PROPOSALS

UNICEF requests Proposals to be valid for a period through 31 December 2019. The Proposers are requested to indicate the validity period of their proposal. UNICEF may request the validity period to be extended.

3.14 CURRENCY OF PROPOSALS

Failure to quote in the currency stated in the RFP document, Terms and Conditions, will invalidate the proposal.

3.15 INCOTERMS

Failure to quote in accordance with the requested incotermss may result in invalidation of your proposal.

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3.16 PROPOSER REGISTRATION AND EVALUATION

3.16.1 UNICEF is part of the United Nations Global Marketplace (UNGM) (previously the UN Common Proposer Database.) Accordingly, all Proposers must apply to become a UNICEF proposer and this must be done via the UNGM website at http://www.ungm.org. Following this application the UNGM informs the UNICEF Quality Assurance Proposer Evaluation Unit (SEU) automatically and a determination will be made as to whether the application will be accepted. The determination is based on relevance of the products to UNICEF, together with a financial assessment.

3.16.2 Simultaneously with application to UNGM, and unless this information has already been provided to UNICEF within the previous 12 months, Proposers shall submit their most recent Audited Financial Statement and Quality System Certificate to the UNICEF Quality Assurance Proposer Evaluation Unit, UNICEF Supply Division, Oceantej 10-12, DK-2100, Copenhagen, Denmark. This information will be used by UNICEF for evaluation and approval purposes before making an award. It is in the interest of the Proposers to provide information which is as complete as possible, as awards will only be made to proposers who meet UNICEF’s proposer selection criteria.

3.17 COUNTRY OF ORIGIN

Proposers shall advise as to the country of origin of products offered. Proposers may furthermore be required to submit a Certificate of Origin of Goods issued by the Chamber of Commerce or other equivalent authority.

3.18 RIGHTS OF UNICEF

3.18.1 UNICEF reserves the right to INVALIDATE fully or partially any proposal received for the reasons mentioned above.

3.18.2 UNICEF reserves the right to INVALIDATE any proposal received from a Proposer who, in the opinion of UNICEF, is not in a position to perform the contract.

3.18.3 UNICEF reserves the right to request additional or supplementary data from the Proposer.

3.18.4 UNICEF reserves the right to re-tender should the result of the tender be deemed by UNICEF nonresponsive.

3.19 CATALOGUES

Proposers, who have not already done so, are kindly requested to send a copy of their current catalogue or list of product offerings.

3.20 ANSWER SHEETS

Only the forms and sheets provided in Section 5 should be used to present the various aspects of the proposal. Supplemental information can be provided on each of the ANSWER sheets:

- PROPOSAL FORM (S)
- TECHNICAL AND FINANCIAL MANDATORY REQUIREMENTS SHEET (S)
3.21 AWARD NOTIFICATION

All Proposers will receive a written notification regarding the results of their proposal.

3.22 PUBLIC POSTING, DISCLOSURE OF PRICES AND QUANTITIES

UNICEF reserves the right to disclose price and quantity information relevant to LTA-Gs/Purchase Orders resulting from this tender.

UNICEF will make each award public by publishing the following information on the UNICEF website: The proposer name, diagnostic(s), price, quantity, duration of award, and total award value.

3.23 RFP TERMS

This RFP, along with any proposal thereto, shall be considered the property of UNICEF and the proposals will not be returned to their originators.

In submitting the proposal, the Proposer agrees to acceptance of the decision of UNICEF as to whether the proposal meets the minimum requirements stated in this RFP; and the evaluation.

Information provided in the proposal will be treated as confidential unless otherwise noted by the Proposer.

3.24 DEBRIEFINGS

All Proposers receiving an award will be invited to a formal debriefing and award initiation meeting. Proposers not receiving an award may request a formal debriefing. During a debriefing, the strengths and weaknesses of the proposal may be discussed. Details concerning the evaluation results of other proposals will not be divulged other than outlined under 3.21 and 3.22 above.

3.25 RFP IN ELECTRONIC FORMAT

In order to assist with preparation of the proposal, the RFP will be provided in an electronic format (following the formal issuance of the RFP).
TERMS AND CONDITIONS

3.26 TECHNICAL REQUIREMENTS

3.26.1 Introduction
In response to the recent ZIKV outbreak, UNICEF aims to encourage the market to develop innovative rapid diagnostics that can enable the differentiation of ZIKV at point-of-care (POC) for the surveillance/diagnosis among the high risk groups in low and medium resource settings.

3.26.2 Product specification
For all products requested under this RFP, the technical specifications for every item number are detailed in Annex 1.

3.26.3 Technical provisions
UNICEF technical provisions and requirements for ZIKV IVDs are detailed in Annex 2.

3.26.4 Review and testing of Samples
UNICEF reserves the right to request free, non-returnable samples for evaluation and testing by UNICEF or UNICEF representatives. Samples will be subject to technical review and laboratory testing and analysis where appropriate.

3.26.5 Quality Assurance Policy
UNICEF Quality Assurance policy for the procurement of Rapid Diagnostics/Point of Care Technology is detailed in Annex 3.

3.26.6 Mandatory Technical Requirements
Proposers will be eligible for award if the products meet all mandatory requirements including:
2. UNGM registration.
3. Compliance with product technical performance specification (see Annex 1) in the tender document including specifications, standards, and a service and maintenance plan in case of equipment.
4. Regulatory approved by WHO or FDA if applicable or has been released to market from one of the stringent regulatory authority (CE or equivalent as explained under the UNICEF Quality policy)
5. The Quality Assurance requirements laid out in the UNICEF Quality Assurance Policy for the Procurement of ZIKV Rapid Diagnostics/Point of Care Technology.
6. Compliance with packing and shipping marking requirements by the time of first supply.
7. Compliance with inspection requirements by the time of first supply.

3.26.7 ZIKV RDT/POC product schedules

3.26.7.1 Schedule 1: ZIKV RDT/POC serological assays (Singleplex)
The request for proposal encompasses a product with a main type of serology assay to detect ZIKV specific antibodies IgM (and/or IgG and/or Antigen) and is limited to those which meet mandatory technical requirements mentioned under section 3.26.6 above and meet the following product technical requirement:
1. Submission of product dossier and satisfactory site and laboratory evaluation.
2. Meeting the minimum analytical sensitivity limit set in Annex 1 showing assay is calibrated/tested against biological sera reference panels representing wider geographical distribution.
3. Assays is tested for cross-reactivity with other related viruses (DENV, YFV, CHIKV, WNv).
4. Meeting the minimum analytical specificity detailed and limit set in Annex 1 (interfering substances, Hook effect, Ig class specificity).
3.26.7.2 Schedule 2: ZIKV RDT/POC serological assays (DENV, YFV, CHIKV Multiplex)
The request for proposal encompasses a product with main type of serology assay to simultaneously detect ZIKV and other related viruses (DENV, YFV, CHIKV) with or without a reading device and is limited to those have met the mandatory technical requirements mentioned under point 3.26.6 above and meet the following product technical requirement:
1. Submission of product dossier and satisfactory site and laboratory evaluation.
3. Assay is calibrated/tested against the relevant specific WHO Reference Reagent panels, if available.
4. Assays is tested for cross-reactivity with other related viruses (DENV, YFV, CHIKV, WNV).
5. Meeting the minimum analytical specificity detailed and limit of detection set in Annex 1.

3.26.7.3 Schedule 3: ZIKV RDT/POC NAT assays (DENV, YFV, CHIKV Multiplex)
The request for proposal encompasses the main type of NAT assay to simultaneously detect ZIKV specific viral nucleic acid (RNA) and other related viruses (DENV, YFV, CHIKV) and is limited to those which meet mandatory technical requirements mentioned under point 3.26.6 above and meet the following product technical requirement:
1. Submission of product dossier and satisfactory site and laboratory evaluation.
3. Assay is calibrated/tested against the relevant specific WHO Reference Reagent panels, if available.
4. Assay is tested for cross-reactivity with other related viruses (DENV, YFV, CHIKV, WNV).
5. Meeting the minimum analytical specificity detailed and limit of detection set in Annex 1.

3.26.8 Tender technical evaluation general elements
The following section outlines the general elements for the tender technical evaluation of the ZIKV RDT/POC detection technologies:

**Assay(s)**
- Principle of the assay(s)
- Type of result (qualitative) and range
- Additional tests offered (detection of other related viruses)
- Accuracy and precision of the assays
- Ease of use
- Integrated quality control

**Instrument (in case of POC)**
- Portable
- Power source requirement; time to battery charged
- Alternative charging options (i.e. solar panel, car battery, etc.)
- Ease of use (testing procedure, touch screen, optional printer, pictogram)
- Display language(s)
- Built-in memory storage capacity; connectivity options
- Sample throughput/hour, batching capability and time to result
- Equipment lifespan (in case of POC)
- Interpretation of results and how it is done
- Integrated quality control

**REQUEST FOR PROPOSAL**

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Sample
- Sample type (Whole Blood venous, Whole Blood finger prick, plasma, serum and urine) and volume
- Sample preparation (none vs. how many steps)

Proposer support (if available)
- Installation, certification, and onsite training at no additional cost
- Training material available from proposer (online, CD, sheets, manual) and in different languages (English, Spanish and French)
- Proposer onsite training provided at no additional cost (in case of POC)
- Software update available at no additional cost (in case of POC)
- Proposer’s warranty and extended warranty option, including exchange and product updates
- In country technical support hub
- Proposer after-sale support (distribution, maintenance, software update, etc.) (in case of POC)

Supply characteristics
- Reagents and/or controls have a remaining shelf life of 6 months, preferably 12 months
- Storage & operation temperature (5 to 45 °C)
- Need for additional equipment to operate (e.g. centrifuge)
- Full regulatory approval by WHO and / or U.S. Food and Drug Administration (FDA) or had been released to market under the new Centre European (CE)-IVDR Manufactured under Quality Management System (QMS) ISO 13485
## 4.1.9 Technical file submission

All technical documentation and information submitted for the products requested under this RFP is to be included in the proposal and submitted as per the structure demonstrated in the check list below and attached Annex 4.

### RFP - Technical tender document check list

<table>
<thead>
<tr>
<th>#</th>
<th>Information requested</th>
<th>Required documents to be attached with offer</th>
<th>Section</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Product Information sheet</td>
<td>Filled technical information sheet for each product including item number and schedule (technical sheets, available in Annex 5 are provided in Excel format to facilitate filling information). Filled technical sheet(s) should be submitted in Excel and PDF format.</td>
<td>section 1</td>
</tr>
<tr>
<td>2</td>
<td>Product Technical file</td>
<td>Include detailed technical specifications, product design, its workflow, Analytical and clinical studies for validation and verification of the test, field testing studies (accuracy and correlation with applicable standards, and its clinical effectiveness, robustness of the technology in low-income country environments), repeatability and reproducibility of results (addressing if any lot variations), any assay limitations.</td>
<td>Section 2</td>
</tr>
<tr>
<td>3</td>
<td>Supplier Quality Management System (QMS)</td>
<td>Attach a readable copy of the ISO 13485 certificate (certification body, validity, issue by whom and where) of the QMS of the supplier or an equivalent QMS recognized by a regulatory authority of the founding members of the GHTF.</td>
<td>Section 3</td>
</tr>
<tr>
<td>4</td>
<td>Manufacturer QMS</td>
<td>Attach a readable copy of the ISO 13485 certificate (certification body, validity, issue by whom and where) of the QMS of the manufacturer or an equivalent QMS recognized by a regulatory authority of the founding members of the GHTF (if different from supplier).</td>
<td>Section 4</td>
</tr>
<tr>
<td>5</td>
<td>Marketing licence certificate</td>
<td>Attach a readable copy of the CE 98/79 IVD (or equivalent) marketing approval certificate of product(s) offered.</td>
<td>Section 5</td>
</tr>
<tr>
<td>6</td>
<td>WHO / FDA certificate</td>
<td>Attach a readable copy of the acceptance/valid letter to the WHO prequalification/ EUAL (Emergency Use Assessment and Listing) or FDA 510K / Emergency Use Authorization , if exits</td>
<td>Section 6</td>
</tr>
<tr>
<td>7</td>
<td>Certificate of shelf life</td>
<td>Attach a formal shelf life certificate from manufacturer company on its letterhead (signed, stamped and dated) stating product total shelf life (please mention detailed shelf life of tests components if different) different shelf life in month as well as commitment to supply in case of award products with max 3/4 of shelf life of product(s) offered.</td>
<td>Section 7</td>
</tr>
<tr>
<td>8</td>
<td>Instructions for use (IFU)</td>
<td>Attach a readable copy of the IFU of product(s) offered (minimum in English, more language preferably).</td>
<td>Section 8</td>
</tr>
<tr>
<td>9</td>
<td>Training material</td>
<td>Attach the training material available (poster, pictogram-based step-by-step) of product(s) offered.</td>
<td>Section 9</td>
</tr>
<tr>
<td>10</td>
<td>Hazardous classification</td>
<td>Attach the hazardous classification (including Material Safety Data Sheets -MSDS), including highlighting any dangerous goods</td>
<td>Section 10</td>
</tr>
<tr>
<td>11</td>
<td>Packaging photos</td>
<td>Photos of primary and secondary packaging with readable label information of product(s) offered.</td>
<td>Section 11</td>
</tr>
<tr>
<td>12</td>
<td>Rental/leasing option</td>
<td>Describe the rental/leasing option for the equipment, including: type of rental, time of the leasing, ownership of equipment at the end of the leasing period, swap-out options, preventive and on-calls corrective interventions.</td>
<td>Section 12</td>
</tr>
<tr>
<td>13</td>
<td>Packaging list</td>
<td>Detailed packaging information including unit packaging (Kit: number of tests per kit, kit content, kit dimensions), and export carton (case: number of kits per carton, dimensions) including shipping and storage requirement</td>
<td>Section 14</td>
</tr>
</tbody>
</table>
In addition, technical information sheets (Annex 5) is provided in Excel format to facilitate data entry for all items under the RFP.

4.1.10 Changes from specifications

Wherever items offered are not exactly in compliance with specifications in this RFP or wherever alternatives are offered, it is the proposer’s responsibility to provide the Proposal with full descriptive specifications and documentation of such items. UNICEF reserves the right to determine whether any alternative Proposal is acceptable.

3.27 FINANCIAL AND COMMERCIAL REQUIREMENTS

3.27.1 PROPOSERS’ REPRESENTATION

The awarded proposer represents and warrants that it has the personnel, experience, qualifications, facilities and all other skills and resources necessary to perform its obligations under the Arrangement.

3.27.2 ACCOUNT MANAGEMENT

The Proposer shall provide UNICEF with organizational charts and names of the responsible persons within each of the following departments: Production, Quality, Governmental Affairs, Shipping/Logistics, Sales and Marketing, specifying the name(s) of the person(s) who will be the primary contact for UNICEF.

UNICEF expects the primary contact person(s) to be able to execute the appropriate account management which includes: accurate and reliable planning and forecasting, efficient order processing, accurate and complete documentation, close production follow up, shipping and logistics as well as any other related issues including fast response time to inquiries. Communication and documentation are expected to be in English. The communication is seen as an important prerequisite for successful account management and needs to be frequent, timely and accurate.

Proposers are not expected to have direct contact with recipient country Governments.

3.27.3 EXPERIENCE IN DIAGNOSTIC SUPPLY & DELIVERY

The Proposer shall demonstrate proven experience and qualification in supply and delivery of the diagnostics being proposed or any other type of diagnostics product. In addition to the following information, the Proposer may supply other information as deemed appropriate:

- Number of years of production and delivery by diagnostic (quantities);
- Customer reference list by diagnostic. This should include customer contact names and communication information (phone/e-mail/fax) (applicable to all proposers with less than 3 years’ experience as a UNICEF proposer); and
- Names of regulatory bodies where products are registered, and date of original registration.
3.27.4 PAST PERFORMANCE RECORD

Proposers not previously supplying UNICEF shall demonstrate that they have been able to provide on-time deliveries and maintained production schedules, and the time period over which the on-time delivery performance has been measured. They shall also advise UNICEF of the annual production quantity.

3.27.5 MEDIUM AND LONG TERM PLANS

Proposer is requested to provide information on their medium and long term plans for production of the diagnostic(s) being offered, or on diagnostics that may be offered in the future. This includes providing an overview of business factors affecting the decision to produce the diagnostic(s) at the quantities offered.

3.27.6 CURRENCY OF PROPOSAL

The currency of the proposal shall be either 1) US Dollars or 2) US Dollars and Euro. Proposers wishing to offer in Euro are requested to offer one price in US Dollars and one price in Euro, leaving it to UNICEF’s sole discretion to determine which price to accept and consider for award. For evaluation purposes, the Euro price will be converted to US Dollars using the official UN currency exchange rate on the deadline date for receipt of proposals.

3.27.7 AFFORDABILITY OF PRICES OFFERED

The Proposer is requested to provide information on factors that influence the pricing offered to UNICEF including, the basis for any quantity-based pricing. Any price increase over previous years’ pricing should be explained. UNICEF believes in paying a price that is affordable to Governments and Donors and a price that reasonably covers proposers’ minimum requirements.

3.27.8 INCOTERMS AND UNIT PRICING

Unit pricing is to be provided on a FCA nearest international airport basis (Incoterms 2010). The name and location of the international airport is to be specified.

3.27.9 MINIMUM QUANTITY GUARANTEES AND FIRM CONTRACTING (ADVANCED PURCHASE COMMITMENT)

The quantities specified in the tender will be based on a UNICEF forecast and include procurement volumes for UNICEF. This tender includes the offer to guarantee purchasing of specified quantities between 2018 and 2019 under the Advanced Purchased Commitment as detailed in sections 2.6 and 3.1.

UNICEF may enter into a conditional firm commitment to procure from proposers who meet the minimum evaluation criteria and other requirements outlined in the tender, and as assessed as part of the procurement process in line with the broader strategic goals of the project. The firm commitment would be contingent upon the proposer being able to develop a product according to the specifications outlined in the tender, achievement of all necessary regulatory approval(s), and making the product available as agreed to in the purchase commitment (including timelines), and other pre-determined contingencies, at the discretion of UNICEF.
3.28 EVALUATION OF PROPOSALS AND BASIS FOR AWARD

The merits of each proposal will be evaluated to assess its ability to support the objectives of this tender: secure access of affordable, quality assured, diagnostic testing at point of care (POC) ZIKV diagnostics products by supporting the development of novel devices, creating a healthy and stable market.

If a proposer has not been a supplying UNICEF previously, UNICEF reserves the right to introduce the proposer incrementally during the award period and assess its performance closely.

3.29 EVALUATION METHODOLOGY:

The evaluation consists of two main reviews:
1) Review of Technical Requirements (TECHNICAL PROPOSAL)
2) Review of Quantitative and Qualitative Content of the proposal (COMMERCIAL PROPOSAL).

3.29.1 REVIEW OF TECHNICAL MANDATORY REQUIREMENTS

The technical evaluation will be conducted in two steps:

Step 1: Review of technical mandatory requirements mentioned in section 3.26. (points 1 to 7).
Step 2: Only proposals which meet the general mandatory requirements will be considered further. As a second step, proposals that pass successfully step 1 will be evaluated against the remaining product technical criteria as explained under section 3.26.8.

3.29.2 EVALUATION OF QUANTITATIVE AND QUALITATIVE CONTENT

During this evaluation, the nature of the commercial proposal will be studied and compared to the evaluation criteria. In order to obtain to what extent a proposal is found satisfactory, all quantitative data will be evaluated together with the qualitative data to determine how the factors presented in each proposal will support the Procurement Strategy objectives mentioned in the strategy document.

Overview of Quantitative and Qualitative criteria is presented in Table 3.

<table>
<thead>
<tr>
<th>Tender Objectives</th>
<th>Quantitative Criteria</th>
<th>Qualitative Criteria</th>
</tr>
</thead>
<tbody>
<tr>
<td>Affordable product</td>
<td>Price FCA nearest main airport; Incoterms offered; Payment terms in-line with UNICEF payment terms.</td>
<td>Factors that influence the pricing offered to UNICEF.</td>
</tr>
</tbody>
</table>
| Quality product                          | Gross weight and volume. | Country feedback/Customer acceptance, if available;  
|                                         |                           | Initiative to resolve problems in a satisfactory and fast manner;  
|                                         |                           | Compliance with UNICEF Terms and Conditions;  
|                                         |                           | Maintenance of reliable product quality;  
| Reliable, uninterrupted supply         | Quantity offered and timelines;  
|                                         | Conditions of quantity offered;  
|                                         | Alternative delivery points (if any);  
|                                         | Lead-time;  
|                                         | Monthly production capacity and long term manufacturing plans;  
|                                         | Validity period of proposal;  
| Healthy competition                    | Numbers of years of production and delivery (quantity);  
|                                         | Experience in production / supply and delivery:  
|                                         | Customer reference list;  
|                                         | Sharing of information regarding plans and availability  
| Availability of newly innovative products | offered products falls under the tender and APC categories  
|                                         | number of products available beyond 2020  
|                                         | Proven capacity to develop ZIKV diagnostics with differential diagnosis with other related viruses post APC

3.29.3 BASIS FOR AWARD

Upon evaluation of all proposals, taking into consideration the actual market situation for each diagnostic, the forecasted quantities will be awarded to proposers in accordance with the objectives of this tender.

3.29.4 INDEPENDENT, LABORATORY-BASED EVALUATION

As UNICEF is accelerating market entry of novel ZIKV diagnostics in response to recent health emergencies, UNICEF expects to receive proposals for products that meet the mandatory technical requirement mentioned under section 3.26.6 and the technical requirement mentioned under section 4.1.7, even if products are not yet released to market / prequalified by FDA or WHO.

To address this gap, UNICEF is collaborating with London School of Hygiene & Tropical Medicine (LSHTM) and ZikaPLAN, a European Commission-funded zika research consortium, for the evaluation of novel rapid ZIKV diagnostics and verifying the manufacturere claims to become eligible for UNICEF procurement. These evaluations will be conducted through the ZikaPLAN Network of BioBank and Evaluation Sites at 2 or more GCP/Good Clinical Laboratory Practice (GCP/GCLP)-compliant laboratory sites through the end of 2019. More details on the evaluation protocol is in Annex 6.

If the novel product is highly technically rated in terms of both technology and specificity, and met mandatory requirement under section 4.1.6 and other technical requirement under 4.1.7, then UNICEF will request that the product pass through a 2-step evaluation process to be eligible for award:

- Evaluate the performance of the product by facilitating lab-based testing through LSHTM protocol (Annex 6).
*Fully Evaluate proposer QMS as per UNICEF Quality Assurance Policy for the Procurement of Rapid Diagnostics/Point of Care Technology.

UNICEF requires demonstration of a successful “lab-based-evaluation” of the novel ZIKV IVD detection technologies as well as successful report from a “QMS review manufacturing visit”.

Any award will be made contingent upon successful results of such evaluations, and no deliveries to UNICEF will be accepted prior to completion of the evaluation.

Proposers requested to submit their approval on the evaluation protocol (Annex 6)
For access to the APC, UNICEF may consider establishing conditional awards for any of the above mentioned scenarios which turn into ‘firm commitment’ upon proposer meeting appropriate triggers listed above (or others, at UNICEF’s discretion).

3.29.5 UNICEF AWARD STRATEGY

The long term arrangement(s) will be awarded to the Proposer(s) offering a combination of: the lowest acceptable prices and shortest lead time, whose products are commercially, technically and quality acceptable and whose proposal is in compliance with all instructions, specific terms and General Terms and Conditions contained in the RFP, provided the proposal is reasonable and it is in the interest of UNICEF to accept it. Proposals will be adjudicated on USD price FCA nearest airport Incoterms.

Offers that are deemed commercially, financially, technically and QA acceptable and are in line with objectives of the procurement strategy will be recommended for award.

The resulting awards will be non-exclusive LTA-G(s) Long Term Agreement which will set out the quantities awarded and stipulate whether it includes any guaranteed procurement for APC quantities (for proposers who qualify to access the APC; as per the the APC segmentation mentioned in section 2.6) and the awarded forecasted non-committed quantity to be procured for non-APC quantities.

Offers made to access the APC, must also include a non-APC price. However, it is UNICEF’s expectation that suppliers will offer meaningful quantities in both categories of the offer. If a supplier makes an offer for APC quantities, a comparably meaningful or higher number of quantities would be expected to be offered in the non-APC quantities.

Even though UNICEF procurement requires regulatory approval from one of the stringent regulatory authorities, conditional awards may be made subject to successful clinical evaluation results.

4. Terms and Conditions

4.1.1 GENERAL TERMS AND CONDITIONS OF CONTRACT (GOODS)

UNICEF’s General Terms and Conditions of Contract (Goods) which are attached at Annex A to this Solicitation Document will apply to any LTA-G and linked Purchase Orders awarded in connection with this Solicitation Document. By signing the Bid Form, each Proposer is deemed to have confirmed its acceptance of the UNICEF General Terms and Conditions (Goods). The Proposer understands that if it proposes any amendments or additional terms to the UNICEF General Terms and Conditions (Goods), these must be clearly detailed in the Proposal and may negatively affect the evaluation of the Proposal.
4.1.2 INSPECTION

Each Proposer will permit UNICEF, either itself or through a designated representative entity, to have access to the facilities where the products offered are manufactured, at all reasonable times to inspect the manufacturing site and processes for the production, quality control, quality assurance and packing of the products. The Proposer will provide reasonable assistance to the representatives for such appraisal, including copies of any documentation (including, but not limited to, test results or quality control reports) as may be necessary. The inspection may be carried out in conjunction with the appropriate national authority. Failure to do so may result in the rejection of the Proposal.

4.1.3 RIGHTS OF UNICEF

UNICEF reserves the following rights:

(a) to accept any Proposal, in whole or in part; to reject any or all Proposals; or to cancel this solicitation process in its entirety;

(b) to verify any information contained in Proposer’s response (and the Proposer will provide UNICEF with its reasonable cooperation with such verification).

(c) to invalidate any Proposal received from a Proposer that, in UNICEF’s sole opinion has previously failed to perform satisfactorily or complete contracts or Purchase Orders on time, or UNICEF believes is not in a position to perform the LTA-G;

(d) to invalidate any Proposal that, in UNICEF’s sole opinion, fails to meet the requirements and instructions stated in this Solicitation Document.

(e) to suspend negotiations or withdraw an award to a Proposer at any time up until an LTA-G has been signed with such Proposer. UNICEF is not required to provide any justification, but will give notice prior to any such suspension of negotiations or withdrawal of award.

UNICEF is not liable to any Proposer for any costs, expense or loss incurred or suffered by such Proposer in connection with this Solicitation Document or solicitation process, including, but not limited to, any costs, expense or loss incurred as result of UNICEF exercising any of its rights in paragraph 4.1 above.

4.1.4 PRICES AND DISCOUNTS

Prices. The prices include the cost of packaging and packing the goods in accordance with the requirements set out on the UNICEF Supply website http://www.unicef.org/supply/index_41950.html. The price also includes delivery in accordance with the applicable INCOTERM.

Notwithstanding any agreed discounts, prices offered by bidders, shall constitute maximum ceiling prices and shall remain fixed for the duration of the LTA-G.

Payment Terms. Invoices may be issued to UNICEF only after the delivery terms of the Purchase Order (as issued in accordance with the provisions of the LTA-G) have been fulfilled. The standard terms of payment are net 30 days, after receipt of invoice. Payment will be effected by bank transfer in the currency of the Purchase Order.
**Discounts.** Proposers are requested to advise as to:

(a) Quantity / volume discounts, in form of large quantity / volume discounts and staircase pricing (i.e. varying prices according to different quantities procured);

(b) Cumulative quantity / volume discount levels, i.e. discounts that increase as the cumulative order value/volume increases throughout the validity of the LTA-G;

(c) Early payment discounts, i.e. payment within a specified period of time faster than UNICEF’s standard payment term of 30 days net;

(d) Trade discounts;

(e) Any other unconditional discounts.

In the event that the successful bidder is able to offer UNICEF discounted price(s), the unit prices shall be reduced for the specific affected Purchase Orders.

**Taxes.**

Article II, Section 7, of the Convention on the Privileges and Immunities provides, inter alia, that the United Nations, including UNICEF as a subsidiary organ, is exempt from all direct taxes, except charges for public utility services, and is exempt from customs restrictions, duties, and charges of a similar nature in respect of articles imported or exported for its official use. All prices/rates quoted in the Proposal must be net of any direct taxes and any other taxes and duties, unless otherwise specified in this Solicitation Document.

4.1.5 IMPLEMENTATION

Sub-contractors. Proposers must identify in their Proposal, any products which may be offered by themselves, but originate from another supplier and/or country. All sub-contracting arrangements will be reviewed by UNICEF as part of its evaluation of the Proposal.

Joint Ventures. The description of the organization of the joint venture/consortium/association must clearly define the expected role of each of the entities in the joint venture in delivering the requirements of this Solicitation Document, both in the Proposal and the Joint Venture Agreement. All entities that comprise the joint venture will be subject to the eligibility and qualification assessment by UNICEF.

Where a joint venture is presenting its track record and experience in a similar undertaking as those required in this Solicitation Document, it should present such information in the following manner:

(i) Those that were undertaken together by the joint venture; and

(ii) Those that were undertaken by the individual entities of the joint venture expected to be involved in the performance of the activities defined in this Solicitation Document.

Previous contracts or Purchase Orders completed by individual experts working privately but who are permanently or were temporarily associated with any of the member firms cannot be claimed as the experience of the joint venture or those of its members, but should only be claimed by the individual experts themselves in their presentation of their individual credentials.
4.1.6 DELIVERY

Incoterms.

Proposers are requested to quote prices in accordance with the following delivery terms (INCOTERMS 2010):
FCA - FCA nearest International airport

Failure to quote in accordance with the requested INCOTERMS may result in invalidation of the Proposal.

Deliveries will be made in accordance with instructions in UNICEF’s Purchase Orders (as issued in accordance with the provisions of the LTA-G). Proposers will indicate the realistic lead-time for delivery for each item offered (subject to quantities). "Delivery lead-time" is the period from the date of receipt of a Purchase Order by the Supplier to the date of delivery of the goods in accordance with the applicable delivery term and instructions specified in the relevant Purchase Order (as issued in accordance with the provisions of the LTA-G) and includes the period for manufacturing and packing the products, pre-delivery inspection (if applicable), obtaining any necessary regulatory authority approvals or licenses, shipping, and provision of all documentation required in connection with such delivery.

UNICEF will monitor and measure the performance of the successful Proposer, in comparison with the realistic lead-time indicated in its Proposal.

4.1.7 SHELF LIFE AND WARRANTY

Shelf Life and Useable Lifespan. The Proposer will clearly state the minimum shelf life at time of dispatch for all pharmaceutical products or other perishable goods. For all other products, the Proposer will clearly state (as applicable) the usable lifespan (e.g. the recommended usage period).

Packing, Packaging and Labelling. All goods must meet the requirements for packing, packaging, packing list and labelling of the goods set out on the UNICEF Supply Website (http://www.unicef.org/supply/index_41950.html) and the additional requirements (if any) for packing, packaging, packing list and labelling set out in this Solicitation Document. This includes those requirements that apply to dangerous goods.

Warranty. The Proposer’s warranty for the goods (including packaging) offered in its Proposal will meet each of the following minimum criteria:

(a) The goods conform to the quality, quantity and specifications for the goods stated in the LTA-G and linked Purchase Order (including, in the case of perishable or pharmaceutical products, the shelf life specified in the LTA-G and linked Purchase Order);

(b) The goods conform in all respects to the technical documentation provided by the Proposer in respect of such goods and, if samples were provided to UNICEF prior to entering into the LTA-G, the goods are equal and comparable in all respects to such samples;

(c) The goods are new and factory-packed;

(d) The goods are fit for the purposes for which such goods are ordinarily used and any purposes expressly made known to the Proposer by UNICEF;

(e) The goods are free from defects in design, manufacture, workmanship and materials;
(f) The goods are free from all liens, encumbrances or other third party claims;

(g) The goods are contained or packaged in accordance with the standards of export packaging for the type and quantities of the goods specified in the LTA-G and linked Purchase Order, and for the modes of transport of the goods specified in the LTA-G and linked Purchase Order (including but not limited to, in a manner adequate to protect them in such modes of transport), and marked in a proper manner in accordance with the instructions stipulated in the LTA-G and linked Purchase Order and applicable law.

**Warranty Period.** The Proposer will clearly state the period of validity of the warranty, including the start date of the warranty period. For all pharmaceutical products or other perishable goods, the period of validity of the warranty must not be less than the shelf life of the goods.

**Assignment of Manufacturer Warranties.** If the Proposer is not the original manufacturer of the goods or any part of the goods, the Proposer will be expected to assign to UNICEF (or, at UNICEF’s instructions, the Government or other entity that receives the goods) all manufacturers’ warranties in addition to any other warranties specified in the LTA-G and linked Purchase Order.

**Extension of Warranty to Partners.** The Proposer should note that the warranties are expected to be made to UNICEF and to extend to (a) each entity that makes a direct financial contribution to UNICEF for the purchase of goods; and (b) each Government or other entity that receives the goods.

### 4.1.8 OTHER GOODS REQUIREMENTS

**Country of Origin.** Items produced in countries other than that of the Proposer must be indicated, stating the country of origin. Proposers may be required to submit a Certificate of Origin of Goods issued by the Chamber of Commerce or other equivalent authority.

**Samples.** UNICEF reserves the right to request free, non-returnable samples for evaluation and testing by UNICEF, or its representative, of the item and/or of the packing and packaging, prior to any award.

If samples are requested:

- Samples will be subject to technical review and laboratory testing and analysis where appropriate.

- Samples must correspond 100% to the product(s) being offered.

- Samples must include the manufacturer’s packaging and labeling.

- In the event that the Proposal is successful, samples will be retained by UNICEF for comparison checking purposes against deliveries subsequently made.

- Samples should be labelled with the UNICEF Solicitation Document number, goods specifications as detailed in this Solicitation Document, Proposer’s product reference and Proposer’s name and address. UNICEF reserves the right to reject samples that are not labeled as requested.

- Failure to provide samples in accordance with the instructions requested under this paragraph 5.2 may result in invalidation of the Proposal.
Packing, Packaging, Packing List, Labelling and Dangerous Goods Instructions. The Proposer will comply with the requirements for packing, packaging, packing list and labelling of goods set out on the UNICEF Supply Website (http://www.unicef.org/supply/index_41950.html) and the additional requirements (if any) for packing, packaging, packing list, labelling set out below in this Solicitation Document. This includes those requirements that apply to dangerous goods. The classification of goods (including packaging) as "dangerous goods" is a supplier responsibility and must be communicated to UNICEF when submitting the Proposal. For any goods (including packaging) classified as dangerous goods, Proposers must submit all relevant Material Safety Data Sheets indicating accurate classification for transport purposes, storage, labeling and shipping requirements when submitting the Proposal.

4.1.9 LIQUIDATED DAMAGES

Any LTA-G awarded in connection with this Solicitation Document will include the following clause on liquidated damages:

"In addition to, and without prejudice to any of the other rights and remedies of UNICEF, if the Supplier fails to deliver the Goods under any Purchase Order in accordance with the stated time for delivery, or if UNICEF exercises its right to reject Goods that do not conform to the requirements in this LTA-G and the relevant Purchase Order, UNICEF may claim liquidated damages from the Supplier and, at UNICEF’s option, the Supplier will pay such liquidated damages to UNICEF or UNICEF will deduct such liquidated damages from the Supplier’s invoice(s). Such liquidated damages will be calculated as follows: one half of one per cent (0.5%) of the Price of such Goods for each day of delay, until delivery of conforming Goods, up to a maximum of ten per cent (10%) of the value of the relevant Purchase Order. The payment or deduction of such liquidated damages will not relieve the Supplier from any of its other obligations or liabilities pursuant to this LTA-G and the relevant Purchase Order".

4.2 Proposers Representations

4.2.1 PRICE - MOST FAVOURED CUSTOMER

The Proposer confirms that the prices with respect to the goods specified in the Proposal are the most favourable prices available to any customer of the Proposer (or any of the Proposer’s affiliates)

If at any time during the term of the LTA-G resulting from the Proposal any other customer of the Proposer (or of any of the Proposer’s affiliates) obtains more favourable pricing terms than those provided to UNICEF, the Proposer will retroactively adjust the price(s) and related pricing terms under the LTA-G and in the relevant Purchase Order(s) to conform to the more favourable terms and the Proposr will promptly pay UNICEF any amounts owing to UNICEF as a result of such retroactive price adjustment.

4.2.2 GENERAL REPRESENTATIONS

By submitting its Proposal in response to this Solicitation Document, the Proposer confirms to UNICEF as at the Submission Deadline:

- The Proposer has (a) the full authority and power to submit the Proposal and to enter into any resulting LTA-G and linked Purchase Order(s), and (b) all rights, licenses, authority and resources necessary, as applicable, to develop, source, manufacture and supply the goods and to perform its other obligations under any resulting LTA-G and linked Purchase Order(s). The Proposer has not and will not enter into any agreement or arrangement that restrains or restricts any person's rights to use, sell, dispose of or otherwise deal with the goods.
• All of the information it has provided to UNICEF concerning the goods and the Proposer is true, correct, accurate and not misleading.

• The Proposer is financially solvent and is able to supply the goods to UNICEF in accordance with the requirements described in this Solicitation Document.

• The use or supply of the goods does not and will not infringe any patent, design, trade-name or trade-mark.

• The development, manufacture and supply of the goods has complied, does comply, and will comply with all applicable laws, rules and regulations.

• The Proposer will fulfill its commitments with the fullest regard to the interests of UNICEF and will refrain from any action which may adversely affect UNICEF or the United Nations.

• It has the personnel, experience, qualifications, facilities, financial resources and all other skills and resources to perform its obligations under any resulting LTA-G and linked Purchase Order(s).

• The Proposer agrees to be bound by the decisions of UNICEF, including but not limited to, decisions as to whether the Proposer's Proposal meets the requirements and instructions stated in this Solicitation Document and the results of the evaluation process.

4.2.3 ETHICAL STANDARDS

UNICEF requires that all Proposers observe the highest standard of ethics during the entire solicitation process, as well as the duration of any LTA-G that may be awarded as a result of this solicitation process. UNICEF also actively promotes the adoption by its suppliers of robust policies for the protection and safeguarding of children and the prevention and prohibiting of sexual exploitation and sexual abuse.

By submitting its Proposal in response to this Solicitation Document, the Proposer makes the following representations and warranties to UNICEF as at the Submission Deadline:

In respect of all aspects of the solicitation process the Proposer has disclosed to UNICEF any situation that may constitute an actual or potential conflict of interest or could reasonably be perceived as a conflict of interest. In particular, the Proposer has disclosed to UNICEF if it or any of its affiliates is, or has been in the past, engaged by UNICEF to provide services for the preparation of the design, specifications, cost analysis/estimation, and other documents to be used for the procurement of the goods requested under this Solicitation Document, or if it or any of its affiliates has been involved in the preparation and/or design of the programme/project related to the goods requested under this Solicitation Document.

The Proposer has not unduly obtained, or attempted to obtain, any confidential information in connection with the solicitation process and any LTA-G and linked Purchase Order(s) that may be awarded as a result of this solicitation process.

No official of UNICEF or of any United Nations System organisation has received from or on behalf of the Proposer, or will be offered by or on behalf of the Proposer, any direct or indirect benefit in connection with this Solicitation Document including the award of the LTA-G and linked Purchase Order(s) to the Proposer. Such direct or indirect benefit includes, but is not limited to, any gifts, favours or hospitality.
The following requirements with regard to former UNICEF officials have been complied with and will be complied with:

(a) During the one (1) year period after an official has separated from UNICEF, the Proposer may not make a direct or indirect offer of employment to that former UNICEF official if that former UNICEF official was, during the three years prior to separating from UNICEF, involved in any aspect of a UNICEF procurement process in which the Proposer has participated.

(b) During the two (2) year period after an official has separated from UNICEF, that former official may not, directly or indirectly on behalf of the Proposer, communicate with UNICEF, or present to UNICEF, about any matters that were within such former official's responsibilities while at UNICEF.

Neither the Proposer nor any of its affiliates, or personnel or directors, is subject to any sanction or temporary suspension imposed by any United Nations System organisation or other international inter-governmental organisation. The Proposer will immediately disclose to UNICEF if it or any of its affiliates, or personnel or directors, becomes subject to any such sanction or temporary suspension during the term of the LTA-G. If the Proposer or any of its affiliates, or personnel or directors becomes subject to any such sanction or temporary suspension during the term of the LTA-G, UNICEF will be entitled to suspend the LTA-G and linked Purchase Order(s) for a period of time up to thirty (30) days or terminate the LTA-G and linked Purchase Order(s), at its sole choice, with immediate effect upon delivery of a written notice of suspension or termination, as the case may be, to the Proposer. If UNICEF chooses to suspend the LTA-G and linked Purchase Order(s) it will be entitled to terminate the LTA-G and linked Purchase Order(s) at the end of the thirty (30) days' suspension at UNICEF's sole choice.

The Proposer will (a) observe the highest standard of ethics; (b) use its best efforts to protect UNICEF against fraud, in the solicitation process and in the performance of any resulting LTA-G and linked Purchase Order(s); and (c) comply with the applicable provisions of UNICEF's Policy Prohibiting and Combating Fraud and Corruption which can be accessed on the UNICEF website at http://www.unicef.org/supply/index_procurement_policies.html. In particular, the Proposer will not engage, and will ensure that its personnel, agents and sub-contractors do not engage, in any corrupt, fraudulent, coercive, collusive or obstructive conduct as such terms are defined in UNICEF's Policy Prohibiting and Combating Fraud and Corruption.

The Proposer will comply with all laws, ordinances, rules and regulations bearing upon its participation in this solicitation and the UN Supplier Code of Conduct (available at the United Nations Global Marketplace website - www.ungm.org).

Neither the Proposer nor any of its affiliates, is engaged, directly or indirectly, (a) in any practice inconsistent with the rights set forth in the Convention on the Rights of the Child, Including Article 32, or the International Labour Organisation's Convention Concerning the Prohibition and Immediate Action for the Elimination of the Worst Forms of Child Labour, No. 182 (1999); or (b) in the manufacture, sale, distribution, or use of anti-personnel mines or components utilised in the manufacture of anti-personnel mines.

The Proposer has taken and will take all appropriate measures to prevent sexual exploitation or abuse of anyone by its personnel including its employees or any persons engaged by the Proposer to perform any services in the Proposer's participation in this solicitation. For these purposes, sexual activity with any person less than eighteen years of age, regardless of any laws relating to consent, will constitute the sexual exploitation and abuse of such person. The Proposer has taken and will take all appropriate measures to prohibit its personnel including its employees or other persons engaged by the Proposer, from exchanging any money,
goods, services, or other things of value, for sexual favours or activities or from engaging in any sexual activities that are exploitive or degrading to any person.

The Proposer confirms that it has read UNICEF's Policy on Conduct Promoting the Protection and Safeguarding of Children. The Proposer will ensure that its Personnel understand the notification requirements expected of them and will establish and maintain appropriate measures to promote compliance with such requirements. The Proposer will further cooperate with UNICEF's implementation of this Policy.

The Proposer will inform UNICEF as soon as it becomes aware of any incident or report that is inconsistent with the undertakings and confirmations provided in this Article 3.

Each of the provisions in Article 3 of this Part V constitutes an essential condition of participation in this solicitation process. In the event of a breach of any of these provisions, UNICEF is entitled to disqualify the Proposer from this solicitation process and/or any other solicitation process, and to terminate any LTA-G and linked Purchase Order(s) that may have been awarded as a result of this solicitation process, immediately upon notice to the Proposer, without any liability for termination charges or any liability of any kind. In addition, the Proposer may be precluded from doing business with UNICEF and any other entity of the United Nations System in the future.

4.2.4 AUDIT

From time to time, UNICEF may conduct audits or investigations relating to any aspect of an LTA-G and/or linked Purchase Order awarded in relation to this Solicitation Document, including but not limited to the award of the LTA-G and/or linked Purchase Order and the Proposer's compliance with the provisions of Article 3 above. The Proposer will provide its full and timely cooperation with any such audits or investigations, including (but not limited to) making its personnel and any relevant data and documentation available for the purposes of such audits or investigations, at reasonable times and on reasonable conditions, and granting UNICEF and those undertaking such audits or investigations access to the Proposer's premises at reasonable times and on reasonable conditions in connection with making its personnel and any relevant data and documentation available. The Proposer will require its sub-contractors and its agents to provide reasonable cooperation with any audits or investigations carried out by UNICEF.
5. ANSWER SHEETS

PROPOSAL FORM

PROPOSAL FORM must be completed, signed and returned to UNICEF. Proposals must be made in accordance with the instructions contained in this REQUEST. UNICEF shall not pay any costs incurred in the preparation or submission of proposals.

TERMS AND CONDITIONS OF LONG TERM ARRANGEMENT
Any Long Term Arrangement resulting from this REQUEST shall contain the UNICEF General Terms and Conditions and any other terms and conditions specified in this REQUEST.

INFORMATION
Any request for additional information regarding this REQUEST must be forwarded in writing to the attention of Contracts Manager, Lama Suleiman (email: lrsuleiman@unicef.org) with specific reference to this REQUEST, so that the query may be answered in the normal course of business.

The Undersigned, having read the Instructions to Proposers of this REQUEST RFP-DAN-2018-502812 and all related documents hereby offers to supply the goods and contributions to meet the overall objectives sought in accordance with any specifications stated and subject to all Terms and Conditions set out or specified in this REQUEST.

Signature:________________________________________

Date:________________________________________

Name & Title:____________________________________

Company:_______________________________________

Postal Address:__________________________________

Tel No:________________________________________

Fax No:________________________________________

E-mail:________________________________________

Validity of Offer:________________________________
TECHNICAL AND FINANCIAL MANDATORY REQUIREMENTS SHEET

Please include a response to the following.

1. Please provide your United National Global Marketplace (UNGM) registration number

   If your company has not yet registered through the UNGM, please submit an application through the
   UNGM website at
   http://www.ungm.org
   under

   Instructions are provided on the site.

2. Please provide the technical file with the required documents mentioned under point 4.1.9 “Technical
   tender document check list” for technical proposal evaluation

3. Have you provided audited financial statements to UNICEF in the past 12 months?

   If not, please proceed as per clause 3.16.2.
QUALITATIVE PROPOSAL SHEET

Please provide response to the following in your proposal together with any other information deemed relevant.

1. Confirm your acceptance to UNICEF general terms and Conditions attached.

2. Advise the number of years that your company has of production and delivery of the offered product(s).

3. For proposers with less than 3 years of experience as a diagnostic proposer to UNICEF, please provide a full customer reference list, delivery report and delivery performance report for the minimum period of the past 3 years. Advise of the reasons for delays in deliveries and frequency, as well as measures taken to resolve the delays.

4. Provide organizational charts and names of the responsible persons within each following department: Production, Quality, Governmental Affairs, Shipping/Logistics, Sales and Marketing, specifying the name(s) of the person(s) who will be the primary contact for UNICEF.

5. Provide any country feedback/customer acceptance of the offered product(s) if available and explain your initiatives to resolve problems in satisfactory and fast manner.

6. Please confirm willingness to provide additional documentation when requested by countries.

7. Please include in your proposal your total annual production capacities for final product for each offered diagnostic.

8. Please advise whether the production of any of the diagnostics offered affects the production, or potential production, of another diagnostic being offered by your company. If yes, please advise which diagnostic.

9. Please indicate the capacity and willingness to store diagnostics on a need basis and maintain a buffer stock, indicating any conditions that may apply.

10. In the past, how has your company been able to maintain the quality level for the supplied products? If your company has faced quality problems, please provide frequency and explanations as well as measurements taken for improvement.

11. Given that UNICEF has requested prices that are affordable to the poorest country governments and donors, please indicate factors influencing your price setting. Please also confirm agreement to share information impacting pricing e.g. cost drivers, on request.

12. Please provide information on your medium and long term plans for production of the diagnostic being offered, including an overview of business factors effecting the decision to produce the diagnostic at the quantities offered to UNICEF.

13. Please provide all available detail on planned changes and improvements to the existing products, including when and how such are included in the Proposal.

14. Please use the Alternative Proposals sheet - as many as necessary - to provide proposals for alternative existing or future product presentations. The information should include all features of the offered
diagnostic, including a separate Shipping and packing information sheet, and highlight where the products differ from the current products.

15. Please provide information on your packaging and labelling for the products offered and confirm your adherence to UNICEF's packing and shipping requirements,
Schedule 1: ZIKV RDT POC serological assays (singleplex)

In compliance with terms and conditions of this Request for Proposal and all sections hereto, the undersigned offers the supply of the diagnostic in quantities, at prices and within the number of days indicated below:

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Unit</th>
<th>Unit price per test USD * under APC</th>
<th>Unit price per test USD ** for non APC</th>
<th>Conditions/Discounts ***</th>
<th>Number of tests/kit</th>
</tr>
</thead>
<tbody>
<tr>
<td>010</td>
<td>U481900 ZIKV RDT serological test, as per the technical specification Annex 1</td>
<td>test</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>020</td>
<td>U481900 ZIKV POC Serological test, as per the technical specification Annex 1</td>
<td>test</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>030</td>
<td>U481900 Various accessories, as per the technical specification Annex 1</td>
<td>Each****</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Offers must be quoted in USD. (If an offer is quoted only in USD, the USD column needs to be completed.) If an alternative offer is provided in EURO please ensure that both USD & EURO prices are given. Please refer to Sections 3.27.6 CURRENCY OF PROPOSALS for further information.
** Offers made to access the APC, must also include a non-APC price.
***Please indicate in the columns "conditions/discounts" with check mark if there are any conditions/discounts associated with the price offered in your proposal. Please outline the details of the conditions/discounts below.
**** Proposers may change the unit of measurement as applicable

INCOTERMS (2010) FCA Nearest International Airport (Name Airport): ___________

Total annual production capacity:

Minimum shelf life for offered products:

Delivery preparation lead time
Please indicate the time required from receipt of our purchase order for preparation of delivery (administration of order, packing, markings, etc.) ready for shipment: _____ days

Country of Origin:
QUANTITATIVE PROPOSAL SHEET (2)

Schedule 2: ZIKV RDT/POC serological assays (DENV, YFV, CHIKN V Multiplex)

In compliance with terms and conditions of this Request for Proposal and all sections hereto, the undersigned offers the supply of the diagnostic in quantities, at prices and within the number of days Indicated below:

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Unit</th>
<th>Unit price per test USD * under APC</th>
<th>Unit price per test USD ** for non APC</th>
<th>Conditions/Discounts ***</th>
<th>Number of tests/kit</th>
</tr>
</thead>
<tbody>
<tr>
<td>040</td>
<td>U481900 ZIKV/DENV/YFV/CHIKN RDT serological test, as per the technical specification Annex 1</td>
<td>test</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>050</td>
<td>U481900 ZIKV/DENV/YFV/CHIKN POC serological test, as per the technical specification Annex 1</td>
<td>test</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>060</td>
<td>U481900 U481900 Various accessories, as per the technical specification Annex 1</td>
<td>Each****</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Offers must be quoted in USD. (If an offer is quoted only in USD, the USD column needs to be completed.) If an alternative offer is provided in EURO please ensure that both USD & EURO prices are given. Please refer to Sections 3.27.6 CURRENCY OF PROPOSALS for further information.

** Offers made to access the APC, must also include a non-APC price.

***Please indicate in the columns "conditions/discounts" with check mark if there are any conditions/discounts associated with the price offered in your proposal. Please outline the details of the conditions/discounts below.

**** Proposers may change the unit of measurement as applicable

INCOTERMS (2010) FCA Nearest International Airport (Name Airport): 

Total annual production capacity:
Minimum shelf life for offered products:

Delivery preparation lead time
Please indicate the time required from receipt of our purchase order for preparation of delivery (administration of order, packing, markings, etc.) ready for shipment: ____ days

Country of Origin:
# QUANTITATIVE PROPOSAL SHEET (3)

## Schedule 3: ZIKV RDT/POC NAT assays (DENV, YFV, CHIKV Multiplex)

In compliance with terms and conditions of this Request for Proposal and all sections hereto, the undersigned offers the supply of the diagnostic in quantities, at prices and within the number of days indicated below:

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Unit</th>
<th>Unit price per test USD under APC</th>
<th>Unit price per test USD ** for non APC</th>
<th>Conditions/Discounts ***</th>
<th>Number of tests/kit</th>
</tr>
</thead>
<tbody>
<tr>
<td>070</td>
<td>U481900</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ZIKV/DENV/YFV/CHIKV RDT NAT test, as per the technical specification Annex 1</td>
<td>test</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>080</td>
<td>U481900</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ZIKV/DENV/YFV/CHIKV POC NAT test, as per the technical specification Annex 1</td>
<td>test</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>090</td>
<td>U481900 Various accessories, as per the technical specification Annex 1</td>
<td>Each****</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Offers must be quoted in USD. (If an offer is quoted only in USD, the USD column needs to be completed.) If an alternative offer is provided in EURO please ensure that both USD & EURO prices are given. Please refer to Sections 3.27.6 CURRENCY OF PROPOSALS for further information.

** Offers made to access the APC. must also include a non-APC price.

*** Please indicate in the columns "conditions/discounts" with check mark if there are any conditions/discounts associated with the price offered in your proposal. Please outline the details of the conditions/discounts below.

**** Proposers may change the unit of measurement as applicable

**INCOTERMS (2010) FCA Nearest International Airport (Name Airport): __________**

**Total annual production capacity:**

**Minimum shelf life for offered products:**

**Delivery preparation lead time**
Please indicate the time required from receipt of our purchase order for preparation of delivery (administration of order, packing, markings, etc.) ready for shipment: _______ days

**Country of Origin:**
COMMERCIAL TERMS SHEET

In compliance with the Instructions to Proposers of this Request for Proposal and all sections hereto, the undersigned offers the supply of the diagnostic under the conditions and in quantities, at prices and within the number of days as indicated in the QUALITATIVE PROPOSAL SHEET AND QUANTITATIVE PROPOSAL SHEET(S); and the undersigned accepts in full the TERMS and CONDITIONS.

Signature: ____________________________________________

Date: _______________________________________________________________________

Name & Title: ___________________________________________________________________

Company: _______________________________________________________________________

Please indicate which of the following terms of payment are offered under this proposal:

(Multiple terms can be selected)

10 days 3.0% _____  15 days 2.5% _____  20 days 2.0% _____

30 days net _____  Other _____

Any requested EXCEPTIONS or CLARIFICATIONS are to be defined below (additional pages maybe attached):