



Call for Expression of Interest (CEI)

Invitation to manufacturers and suppliers of medical Liquid Oxygen (LOX) to submit an Expression of Interest (EOI) for the delivery of LOX to designated health facilities in Mozambique.

Reference	RFQ/CHAI/LOX/MOZ/0123
Posting Date	20 th June 2023
Closing date	3 rd July 2023

Overview

The Clinton Health Access Initiative (CHAI) is facilitating an increase in capacity to utilize medical oxygen in Mozambique. CHAI is a sub-grantee of FHI360 on the Meeting Targets and Maintaining Epidemic Control (EpiC) project, a global eight-year project funded by the U.S. Agency for International Development (USAID). In Mozambique, EpiC is working closely with the Ministry of Health to scale up access to LOX in underserved areas, particularly the central and northern regions of the country.

CHAI invites Expressions of Interest from vendors interested and capable of supplying medical liquid oxygen and servicing its storage systems (VIE tanks and vaporizers) at selected facilities in Mozambique. The purpose of this CEI is to:

- Provide information to potential suppliers on Mozambique’s current and future needs and requirements for medical liquid oxygen supply and related infrastructure maintenance.
- Solicit information from potential suppliers on their production capacity, quality systems, delivery capabilities, telemetric LOX volume monitoring, pricing, geographic coverage and other information pertinent to procurement planning.
- Determine feasible LOX distribution networks for Mozambique including cost effective delivery route planning (“milk runs”).
- Evaluate submissions to identify and shortlist certified and qualified suppliers for future RFPs (Requests for Proposals). Vendors may be requested to submit additional information and/or participate in a site visit as part of the evaluation process.

Scope and Deliverables

Between eight (8) and nineteen (19) health facilities will require regular delivery of LOX for an initial period of twelve (12) months. Companies are invited to submit two separate proposals reflecting two scenarios for delivery of LOX. Each proposal should serve one or more of the health facilities in scope, according to the supplier’s capabilities and preferred geographic coverage.

Scenario 1

Eight health facilities, organized into three 'clusters', as described below. Suppliers should suggest alternative clustering as appropriate, determined by the operational efficiency and cost-effectiveness of supply routes. Demand estimates are preliminary and indicative and may be refined. We strongly encourage suppliers to respond with different price points (per ton) reflecting different demand levels, and associated price-volume breakpoints.

Cluster 1 – Northern Region

Facility	Bulk LOX Tank Size	Bed Capacity	Estimated LOX Demand per Month
Hospital Rural de Cuamba	10 tons	70	1 – 3 tons

Cluster 2 – Central Region

Facility	Bulk LOX Tank Size	Bed Capacity	Estimated LOX Demand per Month
Hospital Geral de Quelimane	10 tons	226	7 – 10 tons
Hospital Rural de Caia	10 tons	105	3 – 4 tons
Hospital Rural de Muxungue	15 tons	92	1 – 3 tons

Cluster 3 – Southern Region

Facility	Bulk LOX Tank Size	Bed Capacity	Estimated LOX Demand per Month
Hospital Rural de Chokwe	10 tons	101	1 – 4 tons
Hospital Rural de Vilanculos	10 tons	168	1 – 6 tons
Hospital Distrital da Manhica	20 tons	150	3 – 5 tons
Hospital Distrital da Ponta do Ouro	6.4 tons	100	1 – 4 tons

Scenario 2

Nineteen health facilities, consisting of the 8 facilities outlined in Scenario 1, plus an additional 11 facilities. Suppliers are encouraged to suggest clustering of facilities as appropriate, determined by the operational efficiency and cost-effectiveness of supply routes. Demand estimates are preliminary and indicative and may be refined. We strongly encourage suppliers to respond with different price points (per ton) reflecting different demand levels, and associated price-volume breakpoints.

Facilities in scope for LOX deliveries under Scenario 2

Facility	Bulk LOX Tank Size	Bed Capacity	Estimated LOX Demand per Month
Hospital Rural de Cuamba	10 tons	70	1 – 3 tons
Hospital Geral de Quelimane	10 tons	226	7 – 10 tons
Hospital Rural de Caia	10 tons	105	3 – 4 tons
Hospital Rural de Muxungue	15 tons	92	1 – 3 tons

Hospital Rural de Chokwe	10 tons	101	1 – 4 tons
Hospital Rural de Vilanculos	10 tons	168	1 – 6 tons
Hospital Distrital da Manhica	20 tons	150	3 – 5 tons
Hospital Distrital da Ponta do Ouro	6.4 tons	100	1 – 4 tons
Hospital Central de Maputo	20 tons	1,468	36 - 61 tons
Hospital Geral Jose Macamo	10 tons	351	9 -15 tons
Hospital Provincial de Xai Xai	15 tons	243	6 – 11 tons
Hospital Provincial de Inhambane	15 tons	250	7 – 11 tons
Hospital Provincial de Nampula	15 tons	663	17 – 28 tons
Hospital Provincial de Chimoio	15 tons	458	12 – 19 tons
Hospital Central da Beira	20 tons	1,020	25 – 43 tons
Hospital Geral Mavalane	10 tons	585	22 – 25 tons
Hospital Geral Polana Caniço	15 tons	120	3 – 5 tons
Hospital Geral Machava	10 tons	230	6 – 10 tons
Hospital Provincial Matola	15 tons	450	12 – 19 tons

It is the suppliers' responsibility to suggest alternative clusters or delivery modalities that could be considered for the supply of LOX to the selected health facilities, and associated price implications.

EOI Process

This CEI invites companies to indicate an interest to deliver medical LOX to public health facilities in Mozambique. Submissions received will be evaluated by CHAI, MoH, and collaborating partners, who will assess suppliers' pricing, compliance with technical and quality requirements, logistical capacity for LOX distribution, and regional coverage. Following the evaluations, CHAI and partners will finalize the scope of the LOX supply agreement, publish a detailed RFP, and invite select suppliers (as identified through the CEI evaluation process) to bid. The winning bidder(s) will be awarded the LOX supply contract as will be defined in the terms of the RFP.

Submissions

Interested suppliers must submit their EOI (electronically) to the email mozprocurement@clintonhealthaccess.org quoting RFQ/CHAI/LOX/MOZ/0123 in the subject line no later than 12 midnight SAST on **3rd July 2023**. When preparing the submission, please be guided by the forms attached as Annex A and B and CHAI code of conduct and ethics for suppliers in Annex C.

For any clarification / queries please write to us at mozprocurement@clintonhealthaccess.org with the EOI reference number in the subject line by 12 midnight SAST on **30th June 2023**. CHAI may contact respondents for further discussions regarding submissions and to elicit feedback on potential RFPs.

Should a submission exceed 2Mb and cannot be sent by email, an email requesting an upload link with the subject 'Requesting upload link' should be sent to mozprocurement@clintonhealthaccess.org

Submissions received after the deadline will not be considered.

Disclaimer

Distribution of this document does not mean there is any commitment on the part of CHAI to engage any entity. CHAI will not reimburse or otherwise bear any costs associated with this EOI. No fee is charged for the submission of this EOI. All materials received in the response to this EOI shall become the property of CHAI and will not be returned to the respondent. CHAI reserves the right to use any information presented in any proposal.

EOI Call Document download

Please follow the weblink below to download this EOI Call document and accompanying Annexes A, B and C.

<https://www.clintonhealthaccess.org/rfp/call-for-expressions-of-interest-eoi-for-the-delivery-of-liquid-oxygen-to-health-facilities-in-mozambique/>

Annexes

Annex A: Format for Expression of Interest

Please follow this link: [Annex A](#) for Business Information Checklist, Delivery and Pricing to the excel spreadsheet, download, complete and submit.

Annex B: Medical LOX components: General Specifications

Please follow this link: [Annex B](#) for Technical specifications checklist to the excel spreadsheet, download, complete, and submit.

Annex C: CHAI code of conduct for suppliers

The CHAI code of conduct for suppliers is a minimum set of requirements that suppliers must meet to qualify to do business with CHAI and remain in good standing with the organization. Please read the document via this link: [Supplier Code of Conduct](#) and apply for this solicitation only if your organization can comply with these requirements.