



## Call for Expression of Interest (EOI)

### Invitation to Local Manufacturers of Liquid Oxygen in and around Zambia for Financial and Technical Support to Enhance Accessibility and Affordability of Medical Liquid Oxygen in Zambia and SADC

Reference	EOI/CHAIZM/LOX/001
Posting Date	27-Sep-2024
Information Session	11-Oct-2024
Queries Deadline	15-Oct-2024
Closing date	24-Oct-2024

The Clinton Health Access Initiative, Inc. (CHAI) hereby invites local manufacturers of medical liquid oxygen (LOX) in Zambia to submit an Expression of Interest (EOI) for potential financial and technical support aimed at enhancing the accessibility and affordability of medical liquid oxygen in Zambia.

CHAI is a sub-grantee of FHI360 under the Meeting Targets and Maintaining Epidemic Control (EpiC) project, an eight-year global initiative funded by the United States Agency for International Development (USAID). This invitation for EOI should not be interpreted as a formal Call for Proposals or a Request for Tender. Any information submitted in response to this EOI is provided voluntarily and should be considered for internal purposes only. CHAI shall not be obligated to procure any goods or services described herein, nor does the issuance of this EOI constitute any commitment on the part of CHAI to engage in commercial or other business activities.

CHAI reserves the right to use the information provided by respondents for strategic decision-making, portfolio development, and internal planning purposes. This information may also inform the development of future Calls for Proposals or other solicitations. Responses to this EOI may be used as input in a potential Closed Request for Proposals (RfP) process, which could be issued at a later stage.

#### 1. Overview

Just like in many countries, COVID-19-related surges in oxygen demand in Zambia revealed the limited availability and high cost of medical liquid oxygen for life-saving needs. Oxygen use in Zambia's hospitals falls far short of estimated clinical need as data from a sample of major hospitals showed oxygen consumption was just 45% of estimated need on average.

EpiC is supporting the Ministry of Health (MoH) to introduce and scale up access to medical liquid oxygen in the public health sector. This is being done by exploring potential interventions to enhance access to medical oxygen and strengthen supply security across sub-Saharan Africa. **The objective of this EOI is to identify opportunities to support local suppliers who are committed to improving the availability and affordability of medical liquid oxygen for public sector procurement in Zambia.**

This invitation is extended to suppliers based **within the Southern African Development Community (SADC) region, who have operations or interests in Zambia.** The focus is on companies involved in

the production, distribution, or delivery of liquid oxygen ("Companies") and interested in one or more of the following opportunities:

- Scaling up production capacity for medical liquid oxygen, with a commitment to supply public sector procurers at more affordable prices;
- Expanding geographic reach within Zambia and to other countries within the SADC region; and/or
- Implementing projects aimed at increasing the availability and affordability of medical liquid oxygen within Zambia and the SADC region.

## **2. Request for Suppliers**

We invite interested companies to submit a proposal using the forms provided in the Annexes and following the guidelines outlined below for the proposal narrative.

Your proposal should include:

- The volume of medical oxygen that your company can supply with external support.
- Details of the specific support you would need.

For these purposes, it can be assumed that implementation support and technical assistance for navigation of regulatory affairs would be available, together with the opportunity to participate in future tenders.

### *Financial Support*

Proposals should also specify any financial support required. Financial assistance may be available through various mechanisms, such as Contractual mechanisms or a blended finance approach that combines different forms of financial support.

### *Proposal Narrative*

In addition to the forms in the Annex, please provide a summary of your proposal, including details of any required support. This should cover:

- Your value proposition and the anticipated impact.
- A vision for your proposed business model that enhances the availability and affordability of medical liquid oxygen in the SADC region.
- A description of proposed activities, deliverables, and timelines.
- The estimated funding needed and any additional support requirements.
- Partnerships, if applicable, including the role of each entity.
- Profiles of key staff or team members.
- Any qualifications, restrictions, or conditions (e.g., terms, supply agreement requirements).

Please also include any additional information you find relevant, such as your motivation for submitting the proposal, your interest in this opportunity, and any past experience with similar partnerships.

## **3. Eligibility Criteria**

Companies interested in submitting an Expression of Interest (EOI) must meet the following criteria:

- Demonstrate readiness and capacity to expand production and/or distribution capabilities to supply bulk liquid medical oxygen in domestic and/or regional markets, including Zambia or the broader SADC region.
- Be capable of supplying, or have the ability to initiate the supply of, bulk medical liquid oxygen that meets the purity levels required for medical use.
- Possess a proven track record as either:

- A manufacturer of high-purity oxygen, operating Air Separation Unit(s) (ASU) with liquid and/or gaseous outputs for medical or industrial purposes or
- A merchant supplier or distributor of liquid oxygen for medical or industrial use.
- Hold a valid business trading license in the relevant jurisdiction.
- Comply with the applicable quality assurance and regulatory standards governing their business operations.
- Express a willingness to collaborate with CHAI, FHI360, and USAID to enhance medical liquid oxygen's availability and affordability in domestic and regional markets. Companies committing to these goals may be eligible for technical and financial support to facilitate their efforts.

#### 4. Submissions

When preparing your submission, please download and complete **Annex A** and **Annex B**. Additionally, ensure that your submission adheres to the **CHAI Code of Conduct and Ethics for Suppliers**, outlined in **Annex C**. *All EOIs should be submitted in English and signed by an authorized representative of the respondent.* A complete EOI will include the Company's proposal (as detailed above in Section 2), and all relevant annexes requested therein. Following EOI submissions, CHAI may contact Companies individually, with requests for further information or clarification, if necessary.

#### 5. Important Dates

- **Information Session:** **October 11, 2024 2 PM CAT** (*Link for the call will be provided a day before for those interested in attending the session*)
- **Query Submission Deadline:** **October 15, 2024, 5PM CAT.**
  - Any queries or requests for clarification regarding this EOI must be submitted via email to **Zambia-tenders@clintonhealthaccess.org**, quoting **EOI/CHAIZM/LOX/001** in the subject line, by **October 15, 2024, 5PM CAT**. All responses to queries will be provided through the EOI solicitation channels and via email.
- **Submission Deadline:** October 24, 2024.
  - Completed proposals must be submitted by **October 24, 2024, 5PM CAT**, via email to **Zambia-tenders@clintonhealthaccess.org**, quoting **EOI/CHAIZM/LOX/001** in the subject line. If your submission exceeds 2MB and cannot be sent by email, please request an upload link by emailing **Zambia-tenders@clintonhealthaccess.org** with the subject line "Requesting upload link."

**Please note that any EOI received after the submission deadline will not be considered.**

#### 6. Terms and Conditions

##### Costs of Preparing Documents

All costs associated with preparation and submission of the EOI will be borne by the respondent.

##### Confidentiality

Any information submitted in response to this EOI is provided voluntarily and should be considered for internal purposes only. All confidential information should be marked as such and it will be treated with strict confidentiality. It will only be shared with the Clinton Health Access Initiative, Inc. (CHAI), FHI360, and the United States Agency for International Development (USAID) for the purposes of evaluating and planning potential support. Information provided will not be disclosed to any third

parties outside of these organizations without prior consent from the respondent. CHAI, FHI360, and USAID commit to using the submitted information solely for internal decision-making and planning purposes, and to protect it from unauthorized disclosure.

This confidentiality agreement will not apply to information that was already known to CHAI, FHI360, or USAID, is publicly available, becomes public through no fault of CHAI, or is obtained from a third party not bound by confidentiality obligations. Information not marked as confidential may be shared in anonymized or aggregated form.

## **7. Annexes**

### **Annex A: Product information and Vendor details**

Annex A requires detailed product specifications, including information on liquid oxygen (LOX) purity levels and compliance with medical standards. Additionally, vendors must provide company details such as licensing, certifications, and past performance. This annex also includes a submission checklist to ensure all required documentation is completed and submitted as part of the EOI. (Please see the attached [Annex A](#))

### **Annex B: Company Financials and Manufacturing Details**

Annex B requires the submission of the company's financial information, including annual revenue and key financial data, along with details on liquid oxygen (LOX) manufacturing capacity. This includes information on production capabilities, adherence to medical oxygen standards, and Air Separation Unit (ASU) installations and operations. (Please see the attached [Annex B](#))

### **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 [Code of Conduct for Suppliers](#) and apply for this solicitation only if your organization can comply with these requirements.