

Call for Expression of Interest (“CEI”)

Invitation to suppliers of linear accelerators and brachytherapy after-loaders to submit an expression of interest for a volume guarantee or other financial tools to improve access to and affordability of radiotherapy treatment in low- and middle-income countries

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Reference MGL CEI 0123_Radiotherapy

Submission submissions@medaccess.org

DISCLAIMER

This CEI is issued by MedAccess for planning purposes in respect of its market shaping activities only. MedAccess shall not be under any obligation to purchase or procure any of the services or products or provide any financial tools or volume guarantee to a respondent and the issuing of this CEI shall not be deemed to be a commitment by MedAccess to enter into business relations.

Any information submitted in response to this CEI is provided to MedAccess on a voluntary basis. MedAccess works with technical support partners and may share information with such partners for assessment of this CEI, with a view to assess suitability of a volume guarantee or another innovative financial tool, subject to the confidentiality undertakings set out in Section D of this CEI.

All respondents are solely responsible for their costs and expenses incurred in connection with the CEI including the preparation and submission of responses and participation in all future stages of this process. Under no circumstances will MedAccess be liable for any costs or expenses borne by supplier or any of its supply chain, partners or advisors in this process.

A. Introduction

MedAccess Guarantee Ltd (“MedAccess”) is a social finance company established with the intention of making medical supplies more widely available at lower prices in underserved markets, specifically through the provision of financial tools including volume guarantees to pharmaceutical and medical device companies. Established in November 2017, MedAccess is a wholly-owned subsidiary of British International Investment (“BII”), the UK’s development finance institution and wholly-owned by the UK Government.

MedAccess uses market shaping tools such as volume guarantees to address market failures and inefficiencies in access to medical supplies. A volume guarantee is an agreement made with the objective of ensuring stable, affordable supply and catalysing demand. Under a volume guarantee, the manufacturer commits to sell at a mutually agreed ceiling price. If annual sales are less than an agreed target, MedAccess will make a shortfall payment to the manufacturer at an agreed price per unit subject

to the terms and conditions of a volume guarantee agreement. MedAccess has executed nine volume guarantee transactions to date supporting access to HIV, TB, malaria, and COVID-19 commodities.

MedAccess is currently exploring market shaping opportunities in radiotherapy (“RT”) with its technical support partner, Clinton Health Access Initiative to improve access to radiotherapy treatment in low- and middle-income countries (“LMICs”).

B. Purpose and eligibility

Radiotherapy (“RT”) is a key pillar of cancer treatment, symptom relief, and relapse prevention. RT can benefit ~50% of all cancer patients depending on the cancer type and stageⁱ. RT is particularly relevant for cancers with a high prevalence in LMICs, namely breast, cervical, and prostateⁱ. Therefore, with the growing burden of cancer in LMICs, the need for RT will significantly increase.

In Africa, there are acute shortages of RT equipment and services. Only 4% of cancer patients are treated in Africa’s lowest-income countriesⁱⁱ. In 2020, across Africa, only 430 out of the 1,448 external beam radiotherapy machines needed were available. Over 75% of these machines were located in only four countries (Egypt, Morocco, Algeria and South Africa), leaving majority of the continent without any access to RTⁱⁱⁱ. In countries where RT services are available, there is usually a high downtime due to lack of a comprehensive service & maintenance (“S&M”) contract². Although there are several challenges, two critical barriers to procuring RT equipment and delivering uninterrupted RT care include A) high cost of procuring and maintaining RT equipment, and B) poor maintenance of equipment and lack of human resources for health (“HRH”) to manage these equipment.

MedAccess believes that these barriers to access can be resolved if LMIC MOHs shift from buying standalone equipment to an all-inclusive service. An all-inclusive service bundle will include the purchase of linear accelerators (“LINACs”), brachytherapy high-dose afterloaders, treatment planning software, oncology management software, training, and comprehensive S&M.

MedAccess wishes to explore whether financial tools such as a volume guarantee in combination with implementation support in key markets, could be used to help LMICs (specifically in Africa) transition to an all-inclusive model and support suppliers to provide an all-inclusive bundle at an affordable rate. We believe that a volume guarantee assuring a minimum number of patients treated and implementation support (such as demand generation and HRH planning) can de-risk supplier investment in offering an all-inclusive bundle in new LMIC markets.

We are currently exploring a 6-year partnership that includes a volume guarantee from MedAccess and implementation support from partners. Purpose of this CEI is to invite suppliers to submit information (using the Appendix supplier EOI response excel) detailing the all-inclusive price per patient that could be offered in LMICs if additional support in the form of a volume guarantee and implementation support is provided. We are exploring proposals for 2 bundles of services:

- 1. LINAC bundle:** sale, installation, commissioning, training and comprehensive service & maintenance of: LINAC, treatment planning software, oncology management software, uninterruptible power supply (“UPS”), and other key accessories [*exact details on components*]

¹ ~87%, 71% and 60% of breast, cervical and prostate cancer patients respectively require RT

² Comprehensive S&M contracts include a range of services: preventive maintenance, predictive maintenance, free-of-charge sourcing/supply of broken parts, timely resolution of any breakdown through in-person repairs, remote monitoring etc.

included in the all-inclusive bundle available in worksheet B of the Appendix supplier EOI response excel]

- 2. Brachytherapy bundle:** sale, installation, commissioning, training and comprehensive service & maintenance of: high-dose afterloader, treatment planning software, oncology management software, UPS, c-arm x-ray, applicator sets and other key accessories [*exact details on components included in the all-inclusive bundle available in worksheet C of the Appendix supplier EOI response excel]*]

This CEI only applies to suppliers who 1) offer LINACs, brachytherapy high-dose afterloaders and radiotherapy treatment planning software, and 2) have secured stringent regulatory authority approvals for their equipment and software.

C. Submission instructions

All expressions of interests (“EOIs”) must be submitted in English using the Appendix supplier EOI response excel and be signed (electronically or otherwise) by the authorised representative of the supplier. Interested suppliers should complete and return the Appendix supplier EOI response excel electronically to submissions@medaccess.org by 8 February 2023 with ‘MGL CEI 0123_Radiotherapy – Expression of Interest: [name of the company]’ in the email subject line. MedAccess may request additional information to supplement or verify the information provided in the EOI, arrange interviews with the supplier and/ or visit the supplier’s premises and facilities, if it deems necessary. All EOIs will be reviewed, and decisions communicated by 3 March 2023.

The receipt timestamp is the date and time the submission has been received, as indicated by the log files of the email received. It is the sole responsibility of supplier to ensure that the EOI and related documents are received on or before the prescribed deadline.

D. Confidentiality

Information provided by suppliers will be received by MedAccess. Such information may be shared with our technical support partner under appropriate confidentiality agreements only upon written authorisation being provided by the supplier. All information will be used by MedAccess and its partners for assessment purposes. Any information submitted in the EOI that needs to be treated as “confidential” should be clearly marked as such on the completed form by the supplier. When information is marked confidential, MedAccess will take all reasonable measures to keep the information confidential and will not share it with other entities or individuals outside MedAccess without the supplier’s written authorization. However, this confidentiality commitment shall not apply if the information concerned, or any part of it: (a) was known to MedAccess prior to any disclosure by the supplier; or (b) was in the public domain at the time of disclosure by the supplier; or (c) becomes part of the public domain through no fault of MedAccess; or (d) becomes available to MedAccess from a third party who is not in breach of any legal obligation of confidentiality to the supplier. If processing the EOI involves the recording and processing of personal data (such as a name, address), such data will be processed pursuant to MedAccess’ privacy policy, which is available on request. Information relating to the examination, clarification, and evaluation of EOI shall not be disclosed to other suppliers or any other persons not officially concerned with such process.

Appendix: EOI: Supplier Response

Please complete all 11 tables under the 3 worksheets (A. Company and product info, B. Linear accelerator, and C. Brachytherapy) provided in the excel.

REFERENCES

ⁱ Arun, & Jaffray. 2015. Expanding global access to radiotherapy. ([Link](#))

ⁱⁱ International Cancer Expert Corps. Innovative Technologies towards building Affordable and equitable global Radiotherapy capacity (ITAR). June 2020. ([Link](#))

ⁱⁱⁱ International Atomic Energy Agency. Radiotherapy resources in Africa: an International Atomic Energy Agency update and analysis of projected needs. September 2021. ([Link](#))