Call for Expression of Interest (“CEI”)

**Invitation to organisations developing an e-marketplace for health products (NCDs, MNCH, AMR, HIV, TB and malaria) to submit an expression of interest for financial support to improve access across low- and middle-income countries (“LMICs”).**

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| **Release Date** | **25 October** |
| **Closing Date** | **22 November** |
| **Reference**  | **MGL CEI 1024 - Health E-Marketplace** |
| **Submission**  | **submissions@medaccess.org** |

# Disclaimer

This CEI is issued by MedAccess for planning purposes in respect of its market shaping activities only. It should not be regarded as a call for proposals or request for tender. MedAccess shall not be under any obligation to procure any of the services or products described in this document and the issuing of this CEI shall not be construed as a commitment by MedAccess to engage in commercial or other business relations or to provide any financial support, market shaping loans or procurement guarantees. Any information submitted in response to this CEI is provided to MedAccess on a voluntary basis. Subject to the confidentiality undertakings set out in Section D of this CEI, MedAccess will use the information with a view to assess suitability of an innovative financial tool. MedAccess may use the information provided by respondents to the CEI to support strategic decisions and planning within its portfolio, or for its own internal purposes, including but not limited to, the design of future calls for expressions of interest or other solicitations.

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 any organisation or any of its partners or advisors in this process.

# Introduction

[MedAccess](https://medaccess.org/) 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.

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 has executed twelve transactions to date supporting access to HIV, TB, malaria, and COVID-19 commodities.

MedAccess uses market shaping tools such as procurement guarantees and market shaping loans to address market failures and inefficiencies in access to medical supplies.

Market shaping loans aim to enhance the availability, quality, and affordability of health products and services. These loans encompass: capital expenditure loans (enabling suppliers/ providers to invest in scaling manufacturing/ delivery capacity), working capital (for suppliers and purchasers to manage cash flow), and loan guarantees (to improve credit terms).

A procurement guarantee is an agreement made with the objective of enabling procurers to accelerate and increase high-volume procurement and distribution. This allows for a quicker procurement and distribution timeline, the ability to secure bulk supplies of a critical health product at more favourable terms.

# Purpose and Eligibility Criteria

Online marketplaces have been established to enable access to lifesaving medicines and other essential health products for low- to middle-income countries. It accomplishes this by streamlining procurement and supply management processes (directly linking suppliers with buyers) and securing supply and cost savings through demand consolidation and contracts with selected suppliers on essential products that adhere to stringent quality standards.

In addition to implementing a robust and efficient logistics system—encompassing optimised warehousing, cold chain management, customs clearance, and reliable distribution networks at central, regional, and local levels—a successful e-marketplace requires a platform that enables buyers to select prequalified products and suppliers.

Historically, this model has concentrated on priority infectious diseases supported by donor funding. However, with non-communicable diseases becoming a growing concern across LMICs—and the burden of these diseases expected to rise significantly over the next decade—ministries of health, the private sector and other organisations face ongoing challenges in accessing quality, essential lifesaving medicines at affordable prices; an issue further exacerbated by suppliers withdrawing from resource-limited countries due to cost constraints.

Several online marketplace platforms have launched to address country demands to address areas including NCDs, AMR and RMNCH[[1]](#footnote-2), across both the private and public sector. MedAccess seeks to explore whether financial tools (e.g. volume guarantees, procurement guarantees, concessional loans for working capital or capital expenditure), could be used to support the expansion and acceleration of access to health products using online marketplaces.

The purpose of this call for expression of interest (CEI) is to invite organisations to submit information (using the form in the Appendix and note Section D on confidentiality) detailing how financial tools and/or implementation support can improve:

* access to quality, affordable life-saving health products in the public or private sector across LMICs through directly procurement via an online platform
* the supply security and delivery lead times through building a stockpile and extender payment terms

Only organisations who have launched or are close to launching an online marketplace aimed at LMICs that addresses barriers to accessing affordable, quality health products for NCDs, AMR, RMNCH and other critical health priorities may respond to this CEI.

# Submission Instructions

All Expression of Interests (EOI) must be submitted in English and be signed (electronically or otherwise) by the authorised representative of the organisation. Interested organisations should complete and return the EOI Response (along with product data as detailed in Section B) electronically to submissions@medaccess.org by 22 November 2024 with ‘**MGL CEI 1024\_[Health E-Marketplace]**– 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, and arrange interviews with the organisation, if it deems necessary. All EOIs will be reviewed, and decisions communicated during November or December 2024.

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 organisation to ensure that the EOI and related documents are received on or before the prescribed deadline.

# Confidentiality

All information will be used by MedAccess for assessment purposes. Any non-public proprietary information submitted in the EOI that needs to be treated as confidential should be clearly marked as such on the completed form by the organisation. 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 organisation’s written authorisation. 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 organisation; or (b) was in the public domain at the time of disclosure by the organisation; 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 organisation. When information is submitted by an organisation with which MedAccess already has a valid non-disclosure agreement (“NDA”), any confidential information shall be treated in accordance with terms of the NDA. Information not marked as confidential may nevertheless be shared with other entities or individuals outside MedAccess without the organisation’s written authorisation. If processing the EOI involves the recording and processing of personal data (such as name, address), such data will be processed by MedAccess in accordance with its privacy policy available at <https://medaccess.org/privacy-policy/>. Information relating to the examination, clarification and evaluation of the EOI shall not be disclosed to other organisations or any other persons not officially concerned with such process.

# Appendix: Organisation Proposal

# Company and Product Information

*Please complete the table below whether your organisation has gone live with an online marketplace or plan to launch in the foreseeable future.*

|  |  |
| --- | --- |
| **Company Name** |  |
| **Contact Point**  | *Name :* *Title :* *Email :* *Contact :*  |
| **Company Headquarters Address** |  |
| **Online Marketplace Site and Address** |  |
| **Actual or Expected Launch Date** |  |
| **Scope of Platform**  |  |
| **Warehouse locations** |  |
| **Third Party Logistic Provider (s)** |  |
| **Countries currently using the platform** |  |
| **Countries targeted for future expansion** |  |
| **Incoterms offered to buyers** |  |
| **Revenue model** |  |

# Product Catalogue

*Please use the table below to list current and/ or planned products (use a separate sheet if the list is extensive). \*Note - Information requested on Exworks price and Projected Annual Quantities is optional.*

|  |  |
| --- | --- |
|  | ***\*Projected annual quantities*** |
| ***S.No.*** | ***Supplier*** | ***Brand*** | ***Product Description*** ***(name/ formulation/ type/ pack size)*** | ***\*Exw Price USD*** | ***2025*** | ***2026*** | ***2027*** |
| *1* |  |  |  |  |  |  |  |
| *2* |  |  |  |  |  |  |  |
| *3* |  |  |  |  |  |  |  |
| *4* |  |  |  |  |  |  |  |
| *5* |  |  |  |  |  |  |  |

# List of Buyers

*Please use the table below to list current and/ or target buyers (use a separate sheet if the list is extensive).*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| ***Ref.*** | ***Country*** | ***Buyer Name***  | ***Status*** ***(Current/ Target)*** | ***Sector*** ***(MoHs/ Private/ NGO/ Faith based organisations/ Agent networks)*** |
| *1* |  |  |  |  |
| *2* |  |  |  |  |
| *3* |  |  |  |  |
| *4* |  |  |  |  |
| *5* |  |  |  |  |
| *6* |  |  |  |  |
| *7* |  |  |  |  |
| *8* |  |  |  |  |
| *9* |  |  |  |  |
| *10* |  |  |  |  |

# Access to affordable, quality medicines and security of supply

*Required financial support from MedAccess (e.g. loans, financial guarantees, procurement guarantees) needed to expand and accelerate access to affordable, quality medicines and health products through the e-marketplace. Why is the support needed? How will it be used?*

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# Additional Comments

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1. NCD – Noncommunicable Diseases, AMR – Antimicrobial Resistance, RMNCH - Reproductive, Maternal, Newborn, and Child Health [↑](#footnote-ref-2)