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| **REQUEST FOR APPLICATION TITLE:**  | **CALL FOR APPLICATIONS IN THE HEALTHCARE DOMAIN UNDER THE RECOVERABLE GRANTS PROGRAM OF SAMRIDH, AN INITIATIVE OF PAHAL PROJECT**  |
| **REQUEST FOR APPLICATION NO.:**  | **IPE-USAID-PAHAL\_RG-2023 (RFA) – 050** |

**Dear Sir/Madam,**

1. IPE Global Limited, India (IPE Global) is pleased to invite you to submit applications for the above-mentioned program in accordance with this Request for Application (RFA) package and the Scope of Work as mentioned in this RFA document.
2. All information contained in this package should be treated as confidential and you are required to limit dissemination on a need-to-know basis.
3. IPE Global will endeavour to make available all relevant information in the RFA. Should you need any further information or clarification during the application period you must contact only via email at procurement@ipeglobal.com.
4. On no account should the applicants communicate directly with any other person or officials of IPE Global or USAID. Failure to comply with this requirement may result in the disqualification of your organisation from this process.
5. The Applicant should furnish adequate information as evidence for assessment on the evaluation as mentioned in this RFA Document. Wherever applicable, the Applicant must attach a certified copy of the related certificates and documents.
6. Modification to this RFA, if any, will be made available by IPE Global and shall be emailed to the prospective Applicants.
7. Please note that Applications shall be reviewed on rolling basis and on a first-cum-first-serve basis. The funding to the selected applicant shall be in the form of a Recoverable Grant Agreement.
8. It shall be deemed that by submitting the Application, the Applicant – if selected – agrees irrevocably and unconditionally to the terms and conditions as mentioned in Annexure – 3: Recoverable Grant Agreement Format. IPE Global reserves the right to prospectively change such terms and conditions at any time before the signing of the final Recoverable Grant Agreement.
9. Notwithstanding anything stated above, IPE Global reserves the right to review the Applicant's capability and capacity to perform the work, before awarding the possible future Recoverable Grant.
10. **BACKGROUND:**
	1. **IPE Global** is a development sector consulting firm focused on achieving three interlinked development outcomes of inclusive growth and resilience; human development and good governance. IPE Global aligns its solutions and offerings with Sustainable Development Goals (SDGs), with focus on impact and transforming the world for the better. IPE Global’s service offerings include sectors like: Health, Nutrition & WASH; Education & Skills Development; Economic Development; etc. It exclusively works in the development sector with partners like: (i) National and State Governments: MoHFW, MWCD, MoRD, MoF, MoHUA, NITI Aayog, etc.; (ii) Multilateral and Bilateral Donors: USAID, DFID, World Bank, ADB, UNICEF, WHO, etc.; and (iii) Philanthropic Organizations: CIFF, Gates Foundation, Tata Trust, etc. IPE

Global is ISO 9001:2015 certified and promoted by established practitioners and sector experts. Besides New Delhi Head Office, it has 16 other branch offices across the country and 7 international offices across Asia, Africa and Europe. Over the last 22 years, IPE Global has successfully implemented 900+ projects in over 100 countries.

* 1. **IPE Global** manages **USAID-supported Partnerships for Affordable Healthcare Access and Longevity** (hereinafter referred to as “PAHAL”) which is a flagship ‘innovations in financing’ platform. Under PAHAL, SAMRIDH is a Healthcare Blended Finance Facility that uses grant capital (pooled fund) to leverage commercial investments (debt) in line with its goals and objectives to increase the access and affordability to quality healthcare for the most socio-economically vulnerable 40% of the population through sustainable innovative business models by leveraging funds from the private sector and bilateral organizations. Overall, SAMRIDH is a $300+ million fund to allow social and market-based health solutions to be introduced and scaled rapidly with a focus on health infrastructure, strengthening the capacities of healthcare providers, and increasing access to financial resources for innovators and manufacturers.
1. **OBJECTIVE:**
	1. SAMRIDH seeks applications from outstanding healthcare enterprises in their pursuit of scaling high-impact solutions to strengthen India’s healthcare system to reach the vulnerable population. SAMRIDH, has launched a Recoverable Grants Program to support enterprises that have proven scalable market solutions to strengthen India’s health system.
	2. The Recoverable Grants Program leverages philanthropic funding as catalytic capital to mitigate barriers for private sector investments in businesses targeting to solve critical gaps in Indian health eco-systems to achieve healthcare SDGs. This Recoverable Grants initiative will showcase prudent use of Grants, ensure multi-fold impact and leverage over time as many entities will be funded with the same pool of money. Under this, funding will be provided as catalytic capital to multiple recipients to mitigate their financing challenges and enhance their operational and financial sustainability. Over the stipulated period, the borrower is expected to repay the original amount. The Program’s support will be complemented with technical assistance and business advisory services where required. Start-ups and businesses in the healthcare space which were founded/co-founded women entrepreneurs or is being led by women will be prioritized.
	3. Below are listed some of the themes that IPEGLOBAL is willing to explore as part of this
2. Innovations that address critical health system challenges
	* + 1. Vaccine supply and delivery systems
			2. Healthcare infrastructure
			3. Diagnostic products and services including low cost RTPCR kits
			4. Training and capacity building of health workers
			5. Information, Education and Communication for behaviour change
3. Innovations in Medical Devices
4. Remote health monitoring devices
5. State-of-art short stay healthcare centers
6. AI/ML-based integrated healthcare management systems
7. AI/ML-based integrated vaccine & cold storage management systems
8. Artificial Intelligence (AI) for tracing COVID-19 hotspots and precision surveillance systems
9. Innovations that build health Systems Resiliency.
10. Strengthening supply chain and logistics for delivery,
11. Strengthening integrated networked care models across the public and private sector,
12. Increasing community-based case management and referrals,
13. Improving home-based care,
14. Restoring access to reliable, relevant accurate health information
15. Innovations that address Co-morbidities
16. Interventions for the screening, diagnosis, management and treatment of the following noncommunicable diseases with focus on increasing affordability, accessibility and effectiveness
* Diabetes
* Hypertension-
* Chronic Kidney Disease
* Obesity
1. Innovations in mental health space

Affordable and accessible interventions for promoting menta health of providers (doctors/nurses/frontline workers) and patients recovering from adverse effects of COVID pandemic (including family members) like PTSD, work life balance issues, stress, grief counselling, economic hardships etc.

1. **ELIGIBLE RESPONDENTS/COMPETENCIES AND EXPERIENCE:**
	1. Applicants meeting the following criteria can submit their Application:

 **i) Legal & Organization Status**

* + - 1. The entity must be legally registered in India and have a bank account in its name.
			2. The entity must have certificate of registration and should be registered at least two years before the date of submission of application.
			3. The entity should have audited financial statements for at least two fiscal years on the date of submission of application.

 **ii) Type of Organizations**

* + - 1. The company can be a For-Profit or Not-for-Profit entity.
			2. The organisation can be from across categories, including Manufacturers & Suppliers of Drugs, Vaccines, Digital Technology Research & Academic Institutions, Research & Academic Institutions, Private Healthcare Networks, and Innovation Incubators & Social Enterprises/NGOs.

**iii) Commercial Viability**

* + - 1. Innovation and interventions should be in their post validation stage and have a substantial basis for scale-up.
			2. Innovations should demonstrate clear evidence of social impact and cost-effectiveness.
			3. The solution should be sustainable and demonstrate long term financial viability.
			4. The solution should prioritize tier-2 and tier-3 cities and vulnerable populations, such as the rural and urban poor, those with low middle incomes; and tribal populations.

 **iv) Technology Readiness**

* + - 1. Innovations applying must be in their late-stage [Technology Readiness Level (TRL) 7 & above] as prescribed by BIRAC.
			2. The innovation should be relevant to the PM-JAY program in conjunction to the hospitals and clinicians.

 **v) Operations**

1. Preference will be given to start-ups and businesses which were founded/co-founded women entrepreneurs or is being led by women and those who have adopted sustainable practices or environmentally friendly.
2. The proposal must indicate fund utilization for operational expenditures in the project.
3. The entity should not source goods and services from certain restricted geographies.

In addition to the above the entity should have a good financial health as evidenced by financial parameters such as but not limited to —Vintage, Net Worth, Revenue, Revenue Growth (YoY), Profitability (EBITDA Margin),Gross Margin, Current Ratio, Cash Burn Ratio, Gross working capital cycle, Promotor Background/Experience, Unit Level Economics, Debt (D/E)- (inclusive of our funding), and other relevant indictors.

1. **EVALUATION PROCESS:**
	1. Received Applications shall initially go through a Preliminary Assessment comprising of essential evaluation parameters mandated under SAMRIDH. The broad parameters include but not limited to – alignment with SAMRIDH, end beneficiaries targeted, rationale for the project budget, and compliance to policies and diligence requirements. No further evaluation shall be carried out for applications that do not meet the evaluation parameters in the Preliminary Assessment.
	2. The Applicants who meet the evaluation parameters in the Preliminary Assessment would be considered for the next stage of Technical and Financial Evaluation as per the Evaluation Criteria mentioned below. The Technical Score will have 40% weightage and the financial score will have 60% weightage in the overall evaluation. The Applicant must furnish adequate information as evidence for assessment for the Technical Evaluation Criteria as mentioned below. Wherever applicable, the Applicant must attach certified copy of the related certificates and documents.

| **TECHNICAL CRITERIA** | **SCORING PATTERN** | **WEIGHTAGE** |
| --- | --- | --- |
| **Innovation or Technology Intrinsic Features** | Value of the innovation per se to be a disrupter | 10 |
| **Alignment with SAMRIDH BFF and COVID-19 & other emerging public health priorities and PM-JAY challenges** | Relevance of the Applicant to the current health and epidemiological situation in India | 15 |
| **Evidence and estimated Scale of Impact** | Documented proof of impact in the field | 15 |
| **Project Assessment** | Coherence between targets, activities, manpower, timelines | 10 |
| **Project Monitoring and Evaluation** | Means of verifying Applicant’s progress | 10 |
| **Technical Risks** | Resilience to withstand the adverse environment | 10 |
| **Potential for Blended Finance Solution and Co-funding Opportunities** | Applicant should have an investible business model and the potential to take up additional commercial or philanthropic capital in the proposed project or in future | 10 |
| **Gender Perspective** | The utility of the solution is for all irrespective of gender. start-ups and businesses which were founded/co-founded women entrepreneurs or is being led by women | 12 |
| **Environment, Social and Governance** | Applicant should have systems in place to ensure sustainability and ethical impact through contribution to climate change, conservation, equal pay and rights for employees, and strong corporate governance reflected through independent board and auditors. | 8 |

| **FINANCIAL CRITERIA** | **SCORING PATTERN** | **WEIGHTAGE** |
| --- | --- | --- |
| **Market size and Potential to Grow** | Assess IBM based on the total addressable market, serviceable available market and serviceable obtainable market | 15 |
| **Leadership Team Composition** | IBM should be headed by professionals having relevant skills, business acumen and sector expertise | 15 |
| **Commercial Overview** | IBM’s product/service should be commercially viable and have competitive pricing, with reasonable margins to sustain | 30 |
| **Financial Overview** | IBMs to display financial awareness and display ability to manage capital efficientlyIBMs to have defined business growth plan and ability to execute it | 20 |
| **Funding Requirement and Reasoning**  | IBMs should have clearly identified funding requirement, and have defined plan to deploy additional funds for scale up | 20 |

**Cumulative Score**

| **Criteria** | **Marks scored in each section** | **Weights** | **Weighted score** |
| --- | --- | --- | --- |
| Technical  |  | 40% |  |
|  Financial  |  | 60% |  |
| **Final Score** |  | **100** |  |

* 1. Applicants who receive a **minimum of 70 marks** in the overall Cumulative Score i.e. both technical and financial weighted scores shall be considered for next steps for selection.
	2. Notwithstanding anything stated above, IPE Global reserves the right to review the Applicant’s capability and capacity before awarding any possible future agreement.
1. **APPLICATION FORMAT:**
	1. Your application should be submitted in English and be set out in two main parts:
		* **PART A: APPLICATION FORM –** Format enclosed as **ANNEXURE – 1**
		* **PART B: VERIFICATION AND ASSESSMENT PERFORMA –** Format enclosed as **ANNEXURE – 2**
2. **PACKAGING AND DELIVERY OF APPLICATIONS:**
	1. Part A – Application Form must be submitted online using the portal and Part B – Verification and Assessment Performa must be uploaded as a separate document upon login.
	2. IPE Global may, in its absolute discretion, seek clarification or material from the Applicant during and/or after the RFA closes and all such information and material provided must be taken to form part of the Applicant’s response.
	3. IPE Global may, in its absolute discretion, engage in discussion or negotiation with the Applicant (or after the RFA closes) to improve or clarify any response.
	4. IPE Global accepts no responsibility for the premature opening of any incorrectly marked Applications or any delay.
3. **DECLARATION FOR PROHIBITION ON ABORTION-RELATED ACTIVITIES:**
	1. No funds made available under SAMRIDH will be used to finance, support, or be attributed to the following activities: (i) procurement or distribution of equipment intended to be used for the purpose of inducing abortions as a method of family planning; (ii) special fees or incentives to any person to coerce or motivate them to have abortions; (iii) payments to persons to perform abortions or to solicit persons to undergo abortions; (iv) information, education, training, or communication programs that seek to promote abortion as a method of family planning; and (v) lobbying for or against abortion. The term “motivate,” as it relates to family planning assistance, must not be construed to prohibit the provision, consistent with local law, of information or counselling about all pregnancy options.
	2. No funds made available under SAMRIDH will be used to pay for any biomedical research which relates, in whole or in part, to methods of, or the performance of, abortions or involuntary sterilizations as a means of family planning. Epidemiologic or descriptive research to assess the incidence, extent, or consequences of abortions is not precluded.
4. **COMPLIANCE WITH IPE GLOBAL POLICIES/STATEMENTS:**
	1. IPE Global requires the Applicant to have adopted and ensure its complaint of appropriate IPE Global’s Policies/Statements as applicable. The Applicant warrants that for the duration of the funding period, it has adopted the following Policies/Statements and implemented related procedures and systems and established codes of practice consistent with established standards. The Applicant’s compliance with this clause may be subject to review and audit by IPE Global and/or its representatives. The Applicant agrees to adhere to the Policies/Statements listed below, in the provision of the Services and acknowledge that the Applicant has read and understood the Policies/Statements and shall be responsible for complying with such Policies/Statements.

| **IPE GLOBAL'S POLICIES/STATEMENTS** | **ACCESSIBLE ON IPE GLOBAL’S WEBSITE AT** |
| --- | --- |
| Anti-Bullying Policy | <https://www.ipeglobal.com/wp-content/uploads/2023/04/Anti-Bullying-Policy_2023.pdf> |
| Anti-Fraud and Anti-Corruption Policy | <https://www.ipeglobal.com/wp-content/uploads/2023/04/Anti-Fraud-Anti-Corruption-Policy-_2023.pdf> |
| Child Protection Policy | <https://www.ipeglobal.com/wp-content/uploads/2023/04/Child-Protection-Policy_2023.pdf> |
| Conflict of Interest Policy | <https://www.ipeglobal.com/wp-content/uploads/2023/04/Conflict-of-Interest-Policy_2023.pdf> |
| Duty of Care Policy | <https://www.ipeglobal.com/wp-content/uploads/2023/04/Duty-of-Care-Policy_2023.pdf> |
| Environment Policy | <https://www.ipeglobal.com/wp-content/uploads/2023/04/Environment-Policy_2023.pdf> |
| Equity and Diversity Policy | <https://www.ipeglobal.com/wp-content/uploads/2023/04/Equity-Diversity-Policy_2023.pdf> |
| Information Technology Policy | <https://www.ipeglobal.com/wp-content/uploads/2023/04/Information-Technology-Policy_2023.pdf> |
| Modern Slavery and Human Trafficking Statement | <https://www.ipeglobal.com/wp-content/uploads/2023/04/Modern-Slavery-Human-Trafficking-Statement_2023.pdf> |
| Policy on Prevention of Sexual Exploitation and Abuse | <https://www.ipeglobal.com/wp-content/uploads/2023/04/Policy-on-Prevention-of-Sexual-Exploitation-Abuse_2023.pdf> |
| Prevention of Sexual Harassment Policy | <https://www.ipeglobal.com/wp-content/uploads/2023/04/Prevention-of-Sexual-Harassment-Policy_2023.pdf> |
| The Whistleblower Policy | <https://www.ipeglobal.com/wp-content/uploads/2022/12/whistleblower_policy.pdf> |

1. **CONFIDENTIALITY:**
	1. All material issued in connection with this RFA shall remain the property of IPE Global and shall be used only for the purpose of this RFA exercise.
	2. The contents of this RFA are being made available by IPE Global on condition that the Applicant:
		1. shall at all times treat the contents of the RFA and any related documents (together called the

“**Information**”) as confidential, save in so far as they are already in the public domain;

* + 1. shall not disclose, copy, reproduce, distribute or pass any of the Information to any other person at any time or allow any of these things to happen;
		2. shall not use any of the Information for any purpose other than for the purposes of submitting (or deciding whether to submit) an Application;
		3. shall not undertake any publicity activity in connection with this RFA within any section of the media;
		4. may disclose, distribute or pass any of the information to the Applicant’s advisers or to another person provided that either:
			- This is done for the sole purpose of enabling an Application to be submitted and the person receiving the Information undertakes in writing to keep the Information confidential on the same terms as if that person were the Applicant; or
			- The Applicant obtains the prior written consent of IPE Global in relation to such disclosure, distribution or passing of information; or
			- The disclosure is made for the sole purpose of obtaining legal advice from external lawyers in relation to the RFA; or the Applicant is legally required to make such a disclosure.
	1. In this section the definition of ‘person’ includes but is not limited to any person, firm, body or association, corporate or incorporate.
1. **IPE GLOBAL’S TREATMENT OF YOUR APPLICATION:**
	1. When you submit an application, IPE Global shall
		1. ensure applications are registered upon receipt and held securely;
		2. disqualify any non-compliant applications (i.e., applications failing to meet the terms of these instructions) received. Any commercial details of such applications will be recorded and marked as disqualified;
		3. ensure that all applications are evaluated objectively.
2. **DATA PRIVACY:**
	1. In connection with the performance of its obligations under this RFA, the Applicant undertakes to comply with the requirements of (and to take all necessary steps to ensure that by its acts or omissions it does not cause IPE Global) applicable data privacy laws. No personal data shall be shared by the Applicant with IPE Global unless such sharing is required on a need-to-know basis in connection with RFA. In such a case, IPE Global will hold and process personal data provided by the Applicant in connection with this RFA and may disclose and transfer such data to any other IPE Global’s entities and such other third party, on a need-to-know basis, as IPE Global may reasonably deem necessary or appropriate. The Applicant warrants that it has the authority to grant such right.
	2. For the purpose of this RFA "Personal Data" shall mean any data/information that relates to a natural person which, directly or indirectly, in combination with other information available or likely to be available, is capable of identifying such natural person.
3. **DISCLAIMERS:**
	1. Whilst the information and supporting documents/any Information provided in this RFA have been prepared in good faith, it does not purport to be comprehensive. Neither IPE Global, nor their advisors, respective directors, officers, members, partners, employees, other staff or agents:
		1. makes any representation or warranty (express or implied) as to the accuracy, reasonableness or completeness of the RFA; or
		2. accepts any responsibility for the information contained in the RFA or for the fairness, accuracy or completeness of that information, nor shall any of them be liable for any loss or damage (other than in respect of deceit or fraudulent misrepresentation) arising as a result of reliance on such information or any subsequent communication;
		3. Any persons considering making a decision to enter into contractual relationships with IPE Global Limited following receipt of the RFA should make their own independent assessment of IPE Global Limited and its requirements and should seek their own professional financial and legal advice. For the avoidance of doubt the provision of clarification or further information in relation to the RFA or any other associated documents is only authorised to be provided by the Authorized named in the RFA covering letter.
	2. This RFA and any dispute arising from it shall be governed by the laws of India.
4. **RIGHT TO CANCEL, CLARIFY OR VARY THE PROCESS:**
	1. IPE Global shall not be committed to any course of action as a result of:
		1. issuing this RFA or any invitation to participate in this procurement exercise;
		2. communicating with the Applicant or the Applicant’s representatives in respect of this procurement exercise; or
		3. any other communication between IPE Global (whether directly or by its agents or representatives) and any other party.
	2. By taking part in this competitive exercise, the Applicant accept that IPE Global shall not be bound to accept any Application and reserves the right not to conclude an Agreement for some or all of the services for which applications are invited.
	3. IPE Global reserves the right to amend, add to or withdraw all or any part of this RFA at any time during the procurement exercise, without assigning any reasons whatsoever.

# \*\*END OF INSTRUCTION FOR REQUEST FOR APPLICATION\*\*

**ANNEXURE – 1: APPLICATION FORM**

The [**Application Form**](https://docs.google.com/document/d/1ZGaHBvYlCLFM5f5Gpa2ZT1ZNSQCmxupi/edit?usp=drive_link&ouid=105371269115052046710&rtpof=true&sd=true) template is enclosed separately and forms an integral part of this Request for Application (RFA) Document.Applications have to be submitted through the online portal.

# \*\* END OF ANNEXURE – 1: APPLICATION FORM \*\*

**ANNEXURE – 2: VERIFICATION AND ASSESSMENT PERFORMA**

The [**Due Diligence Performa**](https://docs.google.com/document/d/1m8Q_q1D4O55xoemv59bVdaDUSWXcUwV_/edit?usp=drive_link&ouid=105371269115052046710&rtpof=true&sd=true) is enclosed separately and forms an integral part of this Request for Application (RFA) Document.

# \*\* END OF ANNEXURE – 2: VERIFICATION AND ASSESSMENTPERFORMA \*\*

**ANNEXURE – 3: RECOVERABLE GRANT AGREEMENT FORMAT**

The [**Recoverable Grant Agreement Format**](https://docs.google.com/document/d/15066by3LJYM35SpkZXZnfiDF-khXkgP-/edit?usp=drive_link&ouid=105371269115052046710&rtpof=true&sd=true) is enclosed separately and forms an integral part of this Request for Application (RFA) Document.

# \*\* END OF ANNEXURE – 3: RECOVERABLE GRANT AGREEMENT FORMAT \*\*