



RFQ -25-005 Blood Collection Calibrated Drapes V2

4 June, 2025

Note: This document contains Jhpiego Business Confidential Information and shall not be distributed outside of your organization without the prior written consent of Jhpiego

JHPIEGO

Jhpiego (pronounced "ja-pie-go"), is an international non-profit health organization affiliated with the Johns Hopkins University.

We are a pioneering global health NGO with five decades of experience across 155 countries implementing solutions to address some of the most pressing health inequities worldwide—from maternal and newborn health and infectious diseases like malaria, HIV, COVID-19 and TB, to health systems strengthening and workforce development programs. We have empowered front-line health workers by designing and implementing effective, low-cost, hands-on solutions to strengthen the delivery of health care services. By putting evidence-based health innovations into everyday practice, Jhpiego works to break down barriers to high-quality health care for the world's most vulnerable populations.

Our focus is on supporting governments to introduce and scale up innovative health products, strengthening health systems, training and support for health care providers—including doctors, nurses, midwives and health educators working in limited-resource settings throughout Africa, Asia and Latin America.

Jhpiego's program management strategy recognizes the technical complexity and geographical, cultural, socio-economic and political diversity among our programs. We develop global program initiatives and technical interventions that can be adapted for country-specific applications. In support of this field-driven philosophy, Jhpiego uses a decentralized organizational structure that consists of a global "delivery system" designed to implement the entire portfolio of Jhpiego awards with assistance from key technical, programmatic and administrative staff.

We are well known in our industry for our science-backed, innovative approaches and our relentless expertise in scaling up solutions that work.

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INTRODUCTION

Through this Request for Quote (RFQ), Jhpiego seeks to achieve both near term and long-term goals. Success will be dependent on the bidder's ability to provide the goods that meet the requirements outlined in the Scope of Work.

Although Jhpiego is entering into this RFQ process with the intention of evaluating and selecting a vendor(s) for these opportunities, this document in no way commits Jhpiego to make any purchase or make any other legal commitment to enter into a business relationship with any bidder.

Jhpiego thanks you for participating in this RFQ process and we look forward to learning more about your organization.

BACKGROUND AND RATIONALE

Jhpiego is leading the Unitaaid-funded Accelerating Measurable Progress and Leveraging Investments for Postpartum Haemorrhage Impact (AMPLI-PPHI) project (August 2022–July 2026) in partnership with PATH and the International Federation of Gynaecology and Obstetrics (FIGO). This project aims to dramatically reduce maternal mortality and morbidity from Postpartum Haemorrhage (PPH).

Working hand in hand with governments from the Democratic Republic of the Congo, Guinea, India, Kenya, Nigeria, and Zambia, AMPLI-PPHI will support countries to ensure that the right PPH products are available at the right time, in the right place, for the right indication, and for the right patient across health systems, ultimately reducing maternal morbidity and mortality.

The use of calibrated drapes in hospital maternity rooms compliments this effort, by allowing objective measurement of blood loss during childbirth so the appropriate intervention may be implemented to save mothers' lives.

SCOPE OF WORK

This RFQ seeks to identify vendors for the procurement of blood collection calibrated drapes in Rwanda and for a partnership to promote the use of blood collection calibrated drapes in sub-Saharan Africa. The opportunity will be divided into two logical areas:

1. A near term opportunity for a defined quantity order for delivery in Rwanda
2. A partnership opportunity to promote the use of blood collection calibrated drapes at access pricing for sub-Saharan African countries.

Participation in (bidding on) both lots is not required but will be considered in the evaluation process. The decision for each will be made based on the best value to the project.

LOT 1: RWANDA

Through this RFQ, Jhpiego invites vendors to provide a bid for a single purchase of 156,256 calibrated drapes.

The Government of Rwanda has implemented laws and regulations to restrict plastic pollution, including the consumption of single-use plastic. As such, our preference is for biodegradable drapes but Jhpiego requests quotes for biodegradable (i.e. some biodegradable components or fully biodegradable) and non-biodegradable options, as the selection will be a collaborative effort with the Ministry of Health.

LOT 2: ACCESS PRICING

The AMPLI-PPHI project seeks to increase the availability of blood collection calibrated drapes at affordable prices in sub-Saharan African countries with high PPH burden. A critical part of the project is to collect and disseminate the supplier list to the national governments in sub-Saharan African countries that seek to implement blood collection calibrated drapes within the public healthcare sector. To that end, Jhpiego invites interested suppliers to submit a quote to offer a ceiling price that sets the maximum price that can be charged for calibrated drapes for eligible public sector or non-for-profit sector buyers in select sub-Saharan African countries. A successful bidder will be promoted as a project partner and receive a preferential listing in the supplier list that will be disseminated across sub-Saharan African countries.

In the proposal, the bidder should include:

- Product name
- Price per unit (as a ceiling price)
- Incoterms
- List of eligible countries (see the full list of priority countries in Annex 1)
- Applicable minimum order quantities

TECHNICAL SPECIFICATIONS

Single use – biodegradable and non-biodegradable options

- Sterile, disposable material
- Latex free
- Clearly marked measurements printed on drape, **markings** in milliliters (ml), ranging from **100 ml to at least 1000 ml**
 - Yellow line at 300 ml to indicate the threshold for caution.
 - Red line at 500 ml to alert health providers to significant blood loss requiring urgent attention.
 - Blood collection pouch should be approximately 30 cm (length) x 20 cm (width)
- Light blue or green color
- Packaging designed for easy opening and quick use in emergencies
- Adhesive edges or ropes to help them stay in place during monitoring
- Plastic drape size: Approximately 100 cm (length) x 80 cm (width) – large enough to cover the buttocks and perineal area, including larger body sizes.
- Ropes/Ties 50 cm each side, allowing secure attachment around the clients
- For biodegradable options: Can decompose in standard environmental conditions found in sub-tropical to semi-arid conditions.

Re-usable – biodegradable and non-biodegradable options

- Latex free
- Durable materials that can be cleaned using standard disinfection processes. Please share autoclavable options if available.
- Clearly marked measurements printed on drape, with a minimum of 100 ml/cc up to at least 1000 ml/cc.
- Packaging designed for easy opening and quick use in emergencies
- For biodegradable options: Can decompose in standard environmental conditions found in sub-tropical to semi-arid conditions.



SCHEDULE

The following is the planned schedule for this RFQ process. All dates are listed in the local time for Baltimore, MD, USA (EDT - UTC/GMT-5). We will update you if circumstances dictate a change to this schedule.

- Distribution of the RFQ: **3 June, 2025**
- Bidder Questions Due: **11 June, 2025**
- Answers to Questions Published: **13 June, 2025**
- Proposals Due: **20 June, 2025**

Note: Failure to comply with any of the above deadlines will be interpreted as your intention not to participate in this RFQ

CONTACT DETAILS

Please direct all questions and RFQ responses to the following primary contact. Include RFQ Number in the Subject line of the email:

Rwanda.Procurement@Jhpiego.org

NOTE: All questions and responses must be submitted **by email** following the instructions above.

LOCATIONS

This effort will be managed by teams in the following offices:

Jhpiego US
1615 Thames Street
Baltimore, MD 21231
USA

Jhpiego Rwanda
KG 5 Road, House Number 48
Gasabo District, Kacyiru Sector
Kigali - Rwanda

EVALUATION CRITERIA

Bids will be evaluated for both lots based on the following criteria:

- Company experience (previous experience as a supplier to governments, organizations and facilities in sub-Saharan Africa is preferred).
- Overall cost based on value for money
- Quality
- Ability to manage importation and transport until delivery to specified destination
- Fit-for-purpose product design

Applicable to Lot 1 only:

- Fulfillment lead time
- Minimum 5 years of experience in supplying blood collection calibrated drapes.
- Product Certificates, applicable marketing authorization or manufacture authorization, and credible documents proving that the company will obtain Rwanda import waiver in a timely manner.
- Company registration documents.

Applicable to Lot 2 only:

- Eligible country list (see Annex 1: Priority Countries)

References may be considered as an evaluation factor if you are selected as a finalist. The References will not be contacted unless Jhpiego informs you in advance.

DIRECTIONS FOR RESPONSE

All responses to this RFQ must be submitted through the Answer Sheet (save in "Excel Workbook" format). All calculated formulas should remain visible (i.e. unhidden and unlocked) so that Jhpiego can review if desired. If any vendors encounter issues with the software version template accompanying the RFQ document, please email the primary contact to discuss alternate versions.

If you have any questions related to completing the answer sheet, please email them to the primary contact for this RFQ.

Complete and submit the following components in your response:

ANSWER SHEET (EXCEL FILE)

Please complete the answer sheet in its entirety, including all tabs.

- General (1st tab) – Provide your company's contact information for this RFQ process and provide responses to the background and scope of work questions.
- Pricing (2nd tab)

VALID TECHNICAL REFERENCES (PDF FILE)

- Provide a copy of an applicable marketing authorization and product certification by the relevant authorities. It is mandatory to provide:
 - 1) Manufacture authorization,
 - 2) Blood collection calibrated drapes certificate of conformity, and
 - 3) Rwanda FDA certificate of Registration. (if bidding on Lot 1 and/or indicating that your company can support shipments/orders to Rwanda)
- Provide a copy of certificate of Quality. Also, note that provision of Quality Management System such as ISO standards (ISO/CE certificates of product) and description of your firm's approach to Quality Assurance is an added value.

- Provide a copy of the certificate of Analysis or Certified quality testing reports on the products such as calibration, dimensions, tensile strength, sterility validation report, microbial and/or bacterial penetration, biodegradability, warranty and shelf-life documentation, etc.
- For Rwandan companies provide a copy of your: (i) RDB registration certificate matching the field, (ii) RDB Non-bankruptcy Certificate, (iii) Valid VAT certificate, (ii) Valid Tax clearance certificate, and (iii) Valid RSSB Certificate. Non-Rwandan companies provide equivalent statutory documents applicable in their respective jurisdictions.
- Provide a copy of product certificate of origin, the product label and instruction for use, storage, and disposal.
- Product Data sheet and/or product catalogue that includes a description of each type of blood collection calibrated drapes along with images and Prices.
- Specify the delivery time.
- Submit Samples:
 - Bidders are asked to provide Jhpiego with 1 sample per type of drape included in their submission, with the priority being single-use biodegradable drapes
 - The samples should be sent to Jhpiego Rwanda at the address below via DHL. Bidders must clearly mark the RFQ# in the attention field and include their company name/ contact info within the shipment to ensure proper tracking.

Jhpiego Rwanda
Attn: RFQ-25-005
KG 5 Road, House Number 48
Gasabo District, Kacyiru Sector
Kigali - Rwanda

- Samples must be received by the [closing date](#).

Direct all responses to the primary contact (see "Contact Details" section) via e-mail by the time indicated (EST - UTC/GMT-5) on the day indicated in the schedule.

Under no circumstance should any bidder attempt to circumvent this RFQ process by contacting Jhpiego directly, submitting any proposals, offering discounts outside of the parameters of this process. Please submit all proposals and ask all questions according to the timelines provided and through the channels designated in this document and any other tender documents that may follow. Please direct all questions, information, or concerns to the designated primary contact only.

Questions to the designated primary contact are entirely welcome. However, any violation of these directions will be considered an attempt to gain an unfair advantage over the other competitors, and will result in disqualification of the violating bidder. Any disqualified bidders will be removed from the process and any further submissions by that bidder will not be accepted.

Jhpiego reserves the right to reject any and all proposals and bears no responsibility for any costs of preparing any proposal.

QUESTIONS FROM BIDDERS

In the interest of fairness and completeness of answers, all questions from all bidders will be aggregated, answered and sent to all bidders on the date and time indicated in the schedule. Please submit your questions to the email identified above by the day they are due (see "Schedule" section) and include RFQ number in the subject line. Jhpiego will not respond to questions submitted by other means. Jhpiego will respond to all bidders simultaneously, including all bidders' questions and their corresponding responses.

PROPOSAL VALIDITY

Vendor shall submit a proposal that is valid for **90** days after the proposal due date per the "Schedule" section above.

TAXES AND CUSTOMS

LOT 1: RWANDA

For Bidders Registered with the Rwanda Tax Administration:

If selected for this procurement, it is mandatory to issue an Electronic Billing Machine (EBM) invoice in accordance with Rwandan tax regulations.

For Non-Rwandan Bidders or Bidders Not Registered with the Rwanda Tax Administration:

In compliance with Rwanda Tax Law, Jhpiego will withhold 15% of the total invoice amount as a withholding tax.

LOT 2: ACCESS PRICING

Customs Duties and Other Taxes:

All bidders are solely responsible for the payment of any applicable customs duties, tariffs, and taxes. Jhpiego shall not bear any responsibility or liability for customs charges or tax obligations incurred by the supplier.

AWARD OF CONTRACT

LOT 1: RWANDA

The firm(s) that, in the opinion of Jhpiego and Unitaid, submitted the proposal providing the best value based on the evaluation criteria will be issued a contract/purchase order.

LOT 2: ACCESS PRICING

The firm(s) that, in the opinion of Jhpiego and Unitaid, have submitted the proposal providing the best value based on the evaluation criteria will be promoted as a project partner with Access Pricing for blood collection calibrated drapes and preferentially placed on the supplier list with Access Pricing that will be disseminated to the governments throughout sub-Saharan Africa.

CONTRACT TERMS

Any resulting agreement will be conditional upon the vendor's acceptance of the Johns Hopkins University Terms and Conditions and must be approved by Jhpiego's Executive Office. Jhpiego's standard payment terms are Net 30. It is anticipated that any resulting contract will include fixed rates as proposed as part of this RFQ.

ANNEX 1: PRIORITY COUNTRIES

Bidders are encouraged to consider making Access Pricing accessible to all sub-Saharan African countries. However, the following countries should be prioritized.

- Benin
- Burkina Faso
- Cameroon
- Congo Brazzaville
- Cote d'Ivoire
- Democratic Republic of Congo
- Guinea
- Kenya
- Madagascar
- Mali
- Nigeria
- Rwanda
- South Africa
- Tanzania
- Uganda
- Zambia