



REQUEST FOR PROPOSALS (RFP)

Distributor for East Coast Fever (ECF-ITM) Vaccine in Northern Region Malawi

Deadline for Receipt of Proposals: 23rd April 2021

Submission of Proposals to: info@cttbd.org

1. BACKGROUND

East Coast Fever disease, locally known as *Chigodola cha ng'ombe*, is a cattle disease that is confined to the Northern and Central Regions of Malawi. This animal disease decimates cattle population and dwindles incomes for the lives of families and communities that rely on cattle rearing as a source of livelihood and is also endemic in East, Central and Southern Africa killing over a million cattle annually.

The Centre for Ticks and Tick-Borne Diseases (CTTBD), an organization under the auspices of the African Union, domiciled in Lilongwe, Malawi produces the Muguga Cocktail vaccine for immunizing cattle against East Coast Fever disease that covers Kenya, Tanzania, Uganda, Burundi, Rwanda and Malawi.

CTTBD, therefore, is inviting applications to interested parties to take up the role of a Distributor or Local Responsible Person (LRP) who will represent CTTBD in the Northern Region of Malawi in terms of distribution of the vaccine and offer technical backup.

2. OBJECTIVES

- The main objective of this proposal is to support the commercial and sustainable distribution of the vaccine in Northern part of Malawi to fulfil a regulatory requirement.
- CTTBD is seeking partnership with a LRP to handle efficient distribution and uptake of the vaccine.

3. TERMS OF REFERENCE

3a) Potential candidates should submit a proposal indicating:

- I. Willingness to commercially market the vaccine in the Northern Region of Malawi
- II. The potential market size readily covered available
- III. Marketing Strategy being used (or planned) to deliver services on a long term and sustainable way to cattle farmers especially small-scale livestock farmers.
- IV. Capacity to order, and provide necessary logistics to make the vaccine available to the vaccinators and/or end users.

- V. Capacity to provide a suitable cold chain facility to store the vaccine (in Liquid Nitrogen) and the accompanying diluent (at -20 °C: Freezer condition)
- VI. Current commercial coverage (Whole Northern Region, or specific areas)
- VII. Training capacities (creation of awareness to farmers, training of vaccinators, farmers, etc)
- VIII. Previous experience in marketing the ECF-ITM vaccine in Malawi
- IX. Complete Company Profile (History, Importer/distributor, which Veterinary Animal Health company(s) you are already representing in Malawi, Business Plan, Strategic Plan etc.)
- X. Annex of Organisational Chart

3b) Potential Commercial Entities:

- I. Must be registered with the PMRA as importer and/or distributor of veterinary vaccines and pharmaceutical products in Malawi or any registered pharmaceutical dealer with experience in veterinary vaccines who intends to be registered by PMPB as a wholesaler.
- II. Must have at least 5 years' experience in commercial veterinary vaccines and pharmaceuticals importation and distribution in Malawi, ideally also in all remote areas of the country.
- III. Must have liquid nitrogen generation and/or easy access to liquid nitrogen and liquid nitrogen bulk storage facility with necessary equipment for storage of vaccine and diluent

3c) For an institution should submit a proposal indicating:

The link between such an Institution and the Malawi Veterinary Services

4. TIME FRAMES

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Only the selected candidate/Entity will be contacted by 30th April 2021. If not contacted by this date, regard your application as unsuccessful.

5. EVALUATION OF THE PROPOSAL PROCESS

All proposals received will be evaluated on the based on the criteria highlighted indicated in **3a** and **3b**.

6. DETAILS OF THE PROPOSAL

- Commercial entities must submit their declaration of interest with reference to Sections **3a** and **3b**.
- For institutions, submit declaration of interest with reference to section **3c**.
- Include a detailed Company Profile, and contact details

CONTACT DETAILS:

If you have any questions, please contact info@cttbd.org OR call +265 999 743 057