

RFA #2019-036

Q&A CALL TRANSCRIPT

7 JANUARY 2020

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00:09:46.620 --> 00:09:57.540

Amanda BenDor: Hi everyone this is Amanda BenDor from PATH. Thanks for joining us today, we will get started in just a bit. Get some folks some time to log on. Thanks for joining.

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00:11:59.310 --> 00:12:10.920

Amanda BenDor: Hi everyone this is Amanda from Digital Square at PATH. We will just give it just one or two more minutes, couple of folks are joining from our side, and then we'll get started. Thank you all for taking the time to join today.

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00:12:55.980 --> 00:12:59.550

Amanda BenDor: I'd like to ask everyone to please mute your line. I can hear a little bit of feedback.

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00:13:00.840 --> 00:13:09.840

Amanda BenDor: Sounds like some typing. So, thank you all for joining today. Happy New Year. Welcome to 2020 I think it's going to be a really exciting year

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00:13:10.740 --> 00:13:22.440

Amanda BenDor: This webinar is to discuss a current RFA, that Digital Square released at the end of the year for a market analysis to inform to inform global digital guides. Can we go to the next slide please?

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00:13:23.370 --> 00:13:32.850

Amanda BenDor: So, we'll just do some quick welcome and introductions of folks on our side. And then we will talk a little bit about the timeline of the RFA, the scope of the work.

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00:13:33.780 --> 00:13:44.970

Amanda BenDor: And really want to give time for you all to ask questions. So, without any further ado, I'll just introduce myself. My name is Amanda BenDor I am the Partnerships and Community Manager for Digital Square

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00:13:45.540 --> 00:13:52.050

Amanda BenDor: I've worked with many folks in our ecosystem on global goods and also some of our other activities for Digital Square

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00:13:53.100 --> 00:13:54.930
Amanda BenDor: Tara, are you on the line.

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00:13:56.250 --> 00:13:57.000
Paris Jones: I am

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00:13:57.630 --> 00:13:59.130
Amanda BenDor: Hi, want to do a quick introduction?

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Paris Jones: Yeah, absolutely. My name is Tara Herrick. I'm a Senior Officer on the Market Dynamics team and I've been at PATH for nine years and I'm leading the technical work for this engagement.

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00:14:12.510 --> 00:14:17.520
Paris Jones: And we also have Claudia Harner-Jay and Paris Jones in the room.

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00:14:19.770 --> 00:14:26.370
Amanda BenDor: Great. You want to do quick intros? These are the folks who will be answering questions for you also just want to make sure everyone knows who the folks from PATH are

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00:14:26.850 --> 00:14:37.980
Paris Jones: Yes, thank you. Good morning, good afternoon, everyone. My name is Claudia Harner-Jay, I'm the Deputy Director of our Market Dynamics group here at PATH and I will be supporting this work under Tara's leadership.

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00:14:39.240 --> 00:14:48.510
Paris Jones: Hello, my name is Paris Jones. I'm the Project Administrator for Digital Square and I will be able to respond to your questions about contracting or operations.

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00:14:49.890 --> 00:14:57.450
Amanda BenDor: Great. Thank you so much all. And just to give a very brief high-level introduction to Digital Square. For those of you who are not aware

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00:14:58.200 --> 00:15:11.280
Amanda BenDor: We are a project that is housed at PATH, but really a partnership of over 40 partners in the digital health ecosystem. We have several main value propositions for Digital Square we align

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00:15:11.730 --> 00:15:22.560

Amanda BenDor: we support alignment and co-investment and promising investment opportunities for digital solutions. We support global goods, particularly promoting the development, adaption and reuse of those

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00:15:22.950 --> 00:15:28.650

Amanda BenDor: And we provide support to regional and country systems, particularly in strengthening regional and national capacity.

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00:15:29.100 --> 00:15:38.430

Amanda BenDor: This piece of work really aligns with the global goods activities and then also the alignment and coordination of investments in global goods.

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Amanda BenDor: So, if we could just go to the next slide. Can just briefly go over this RFA. So we released the RFA in December, one of the busiest months of our year

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Amanda BenDor: And, you know, today - we actually had an open for a webinar back in December. And then we opened up this one today knowing that the timing, you know, right at the

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00:16:03.810 --> 00:16:15.360

Amanda BenDor: End of the year before the holidays probably wasn't the best. So we're having this webinar today. The applications are due on January 20th, by 5pm Eastern Time. There's no flexibility. That's a very strict deadline.

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00:16:15.870 --> 00:16:24.300

Amanda BenDor: And then we are going to have a pretty quick turnaround in notifying applicants who are successful in this RFA

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00:16:24.870 --> 00:16:37.350

Amanda BenDor: For those of you who have participated in some of our other RFAs: this one is not on our open application platform. This is one that will be submitted without the open platform. This is directly submitted.

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00:16:38.040 --> 00:16:46.170

Amanda BenDor: So, I'm going to turn it over to Tara to talk a little bit more about the scope of work and then we'll go from there.

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00:16:49.260 --> 00:17:05.190

Paris Jones: Great, thank you. So can we advance to the next slide, please. Perfect. So we're really aiming to answer three questions as part of this scope of work, but we are seeking a firm to help us answer question two and three.

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00:17:06.000 --> 00:17:16.440

Paris Jones: I'm going to start with question one. And here we're aiming to understand product requirements and how they map to different Digital Health maturity segments.

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Paris Jones: And we've identified 12 product features that may vary by different market segments and we're aiming to get a better understanding of the different product requirements.

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00:17:29.850 --> 00:17:41.040

Paris Jones: And while this is not really part of the scope of work for a firm that we're selecting we do think it can be an important input or maybe provide important context.

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00:17:42.780 --> 00:17:54.030

Paris Jones: Question two is really looking to understand private sectors engagement and global digital health and this has a couple of different components. One is

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00:17:54.510 --> 00:17:59.760

Paris Jones: A secondary data review to understand how the private sector may contribute

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00:18:00.330 --> 00:18:10.230

Paris Jones: And then second is to do primary market research in the field and one update since we've launched the RF phase, we have selected countries.

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Paris Jones: We'll be working in India but focusing in on one state that has not yet been selected, Mozambique and Kenya. And the reasons those countries were selected is because they map to three different Digital Health maturity segments.

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Paris Jones: And it's important to note that the firm will be collaborating. We're really seeking a firm with expertise and information and technology and they will be collaborating with

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00:18:39.480 --> 00:18:42.720

Paris Jones: With public health market experts at PATH.

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00:18:44.460 --> 00:18:56.160

Paris Jones: Question three is understanding supply security specifically and we're seeking a firm that can provide an analytical framework. We're trying to understand

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00:18:56.520 --> 00:19:12.840

Paris Jones: Really the difference between the status quo of investing in hundreds of products versus a trade off in investing in a smaller number of select products. So, we're looking for an ROI analysis or similar analysis here.

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Paris Jones: And the team may be able if necessary, to leverage data from Digital Square when appropriate, and we do think that the analysis will consider risk.

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00:19:24.660 --> 00:19:30.750

Paris Jones: Okay, so questions, two, and three, just to summarize, is where we're seeking assistance from

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00:19:32.490 --> 00:19:33.990

Paris Jones: Can we go on to the next slide.

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00:19:36.630 --> 00:19:51.840

Paris Jones: And this slide highlights some work that PATH has done on market segmentation. We have a blog that has been recently been released on the analysis for this market segmentation.

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Paris Jones: This work is an important context for the project. And it also highlights how we selected the countries. So, we will be again focusing on three different Digital Health maturity levels.

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Paris Jones: For the countries that we selected. So, we encourage you to use this as a resource to help provide context for this particular project.

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00:20:19.110 --> 00:20:19.770

Paris Jones: Next slide.

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00:20:22.050 --> 00:20:28.950

Paris Jones: Perfect. So, the, the key goals of the analysis is to characterize the role of the private sector.

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Paris Jones: In digital health and then to develop a model or analytical framework to help assist the different Digital Health investment strategies, starting with goal one.

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00:20:39.870 --> 00:20:51.120

Paris Jones: We hope that the firm will identify health gaps in the three reference countries and then to determine the potential role that the private sector could play in filling those gaps.

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00:20:51.720 --> 00:21:03.150

Paris Jones: And for the second goal. Again, we look that the firm will be able to generate a simple model. We really wanted this to be a simple exercise and a model that we can leverage here at PATH

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00:21:04.110 --> 00:21:12.630

Paris Jones: To evaluate the tradeoffs between investing in a small number of select digital products as compared to the current state, which is very fragmented.

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00:21:13.530 --> 00:21:26.580

Paris Jones: We do anticipate that case studies could be helpful here, possibly, and to help inform our model inputs. And as mentioned Digital Square data may be appropriate as data inputs here.

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00:21:28.260 --> 00:21:29.370

Paris Jones: Okay, next slide.

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00:21:31.590 --> 00:21:40.290

Paris Jones: And now that's completes our presentation and we're happy to open it up for discussion and questions.

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00:21:50.370 --> 00:21:53.010

Cat: Oh, sorry. I had a quick question, but I can wait.

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00:21:53.580 --> 00:22:06.540

Amanda BenDor: I just wanted to let folks know this is the time for you to ask questions you can ask technical questions; you can also ask any operational questions that you might have. And Paris, please jump in too if you have any comments about submission to the RFA.

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00:22:10.080 --> 00:22:10.860

Amanda BenDor: All right, sorry.

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00:22:11.250 --> 00:22:12.600

Cat: No, no. By all means.

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00:22:12.870 --> 00:22:19.380

Cat: So very helpful in getting information about the specific countries because that was actually a question I was going to ask.

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00:22:19.740 --> 00:22:25.140

Cat: I just wanted to know, are you all particularly tied to those three countries or could we

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00:22:25.560 --> 00:22:39.060

Cat: propose a different set, knowing that you're taking the maturity level into context in the proposal? And also, are you tied to the number of three countries or are we able to, you know, kind of provide options?

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00:22:41.340 --> 00:22:49.290

Paris Jones: At this point, I think we are tied to three countries as a maximum. That's what we're scoped with our budget and I encourage Paris to

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00:22:50.550 --> 00:22:56.280

Paris Jones: Add more information here. I think we are also we've also gotten

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00:22:57.180 --> 00:23:14.700

Paris Jones: Approval for these countries already from our donors. So I do think we would like to stick with these countries, and if you had a particularly good reason to explore another country to be open to hearing that. But we've we've kind of already gotten to that state in the process.

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00:23:16.320 --> 00:23:33.150

Cat: That's great. That's super helpful to know. And then one more just for me and then let others. In terms of budget, I'm assuming that the 225 listed in the proposal is the max that we should not go over that and that includes travel. Correct. Yes, that's correct.

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00:23:39.930 --> 00:23:43.140

Paris Jones: And I'm sorry. Can you say your name, who was just speaking?

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00:23:43.590 --> 00:23:45.450

Cat: Sure. This is Cat Meurn from Vital Wave

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00:23:45.900 --> 00:23:46.770

Paris Jones: Great, thank you.

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00:23:47.040 --> 00:23:47.460

Yeah.

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00:23:55.020 --> 00:24:09.000

Amanda BenDor: Just wanted to make a comment. For those of you who will be submitting to the RFA to please look very carefully at the requirements and be sure to tick all those boxes. We don't want you to be disqualified for missing anything.

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00:24:11.850 --> 00:24:24.930

Paris Jones: Yes. On that note, Amanda, there is, in the additional attachments section, in section seven. There's a request for CVs and letters of commitment from a personnel and just be sure that

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00:24:25.680 --> 00:24:33.810

Paris Jones: You supply letters of commitment from your key personnel or overall like a letter stating that the staff, you're proposing will be available to do the work.

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00:24:36.780 --> 00:24:44.760

Amanda BenDor: Paris, we've gotten a question through the chat from Pam Bolton, she asked "the RFP refers to deep expertise and digital market analytics...."

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00:24:45.090 --> 00:24:58.230

Amanda BenDor: Is this the same as digital marketing analytics? Digital marketing analytics is the translation of customer behavior into actionable business data or do we mean deep expertise and digital markets and the ability to analyze them."

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00:25:00.030 --> 00:25:13.350

Amanda BenDor: She also says, by the way, "why do we ask for names when we have to anonymize ourselves." Do you, Tara, want to take the question about the deep market analytics expertise?

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00:25:14.040 --> 00:25:22.290

Paris Jones: Yeah, absolutely. And so, I think it's the second. Expertise in digital markets and the ability to analyze them.

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00:25:24.180 --> 00:25:24.510

Okay.

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00:25:25.830 --> 00:25:27.660

Paris Jones: And I'm happy to

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00:25:28.680 --> 00:25:32.640

Paris Jones: You know, expand on that, if you wanted to go deeper into that conversation.

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00:25:35.580 --> 00:25:52.110

Amanda BenDor: Pam, let us know in the chat or just, you know, feel free to speak. If you need some more clarity there. And then I think for, you know, in submitting names. If you have names in the organization to submit in response, I think that is always the best. It doesn't need to be anonymous

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00:25:53.250 --> 00:25:59.130

Amanda BenDor: This is not on you know the open application platform. It's coming directly to us. Okay, this is Pam.

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00:26:00.180 --> 00:26:07.560

Pam Bolton - TC4A: So the other question I had was related. I have to find where I wrote this down. You talked about matching the

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00:26:08.790 --> 00:26:12.690

Pam Bolton - TC4A: The implementer to other partners.

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00:26:18.060 --> 00:26:18.330

That

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00:26:20.430 --> 00:26:27.720

Pam Bolton - TC4A: I think you are planning to bring other expertise. Can you speak more to that? Do you know what I'm referring to in the RFA?

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00:26:33.360 --> 00:26:36.870

Amanda BenDor: This is Amanda I do not. Tara, are you following?

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00:26:38.940 --> 00:26:43.710

Paris Jones: Just one point of clarification that we wanted to make is that we do have

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00:26:45.030 --> 00:26:48.990

Paris Jones: This will be matched and paired with our Market Dynamics team.

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00:26:50.040 --> 00:27:03.420

Paris Jones: So, is what we have to offer is market dynamics expertise with public health knowledge and is what we're seeking a partner with market dynamics or market expertise

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00:27:04.380 --> 00:27:05.700
Paris Jones: In information or technology.

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00:27:06.120 --> 00:27:10.530
Paris Jones: So again, this is Claudia. I think working as partners so

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00:27:11.790 --> 00:27:12.150
Paris Jones: Our

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00:27:13.410 --> 00:27:30.990
Paris Jones: Market Dynamics folks, Tara and I on the line would be providing some guidance, doing check ins again with our digital health colleagues. But we have some angles and how we approach you know market dynamics shaping that I think will make make analysis, the most useful possible to PATH and then also

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00:27:35.940 --> 00:27:41.100
Paris Jones: The firm that we will be working with will not be operating in a complete vacuum.

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00:27:42.840 --> 00:27:44.130
Pam Bolton - TC4A: Okay, thank you.

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00:27:51.450 --> 00:28:02.670
Kim Couri - Resonance Global: Hi, everybody. Thank you so much for the explanation and presentation today. I wanted to ask a follow up question about the personnel that will be supporting the firm in this work and the collaboration between

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00:28:03.810 --> 00:28:15.570
Kim Couri - Resonance Global: The firm that is selected and those at PATH. And I'm curious if you could talk a little bit more about how that collaboration will work and what the availability will look like for staff, both in Seattle and abroad specifically for the LMICs that are

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00:28:15.570 --> 00:28:15.750
Selected.

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00:28:17.910 --> 00:28:23.760
Paris Jones: Yeah, absolutely. I'll start and then I'm happy to open it up to my team to add further

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00:28:25.410 --> 00:28:33.330
Paris Jones: Further input. And so the people that are participating in this webinar has been mentioned are all key [feedback]

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00:28:36.240 --> 00:28:38.550

Paris Jones: We also have a point of contact in India

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00:28:40.320 --> 00:28:42.330

Paris Jones: And staff member who is not [feedback]

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00:28:43.080 --> 00:28:43.680

Pam Bolton - TC4A: A will be

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00:28:46.680 --> 00:28:57.510

Amanda BenDor: Sorry, I just wanted to jump in. We've gotten a lot of feedback. If you could please go on mute if you're not speaking, you'll be helpful. Tara, you might want to repeat some of that I was having a hard time hearing

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00:28:58.290 --> 00:29:13.260

Paris Jones: Yeah, absolutely. I was just about to say the same thing that we're experiencing some feedback. So just to just to repeat, because it seems like the feedback has resolved, all the people on this webinar are key points of contact.

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00:29:14.430 --> 00:29:37.770

Paris Jones: So that's important to note, we also have a staff member that will be focusing on India specifically and a staff member that is going to be focusing on the two countries in Africa. We do expect, as you know, travel. The travel will be happening in collaboration with PATH personnel.

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00:29:39.060 --> 00:29:44.880

Paris Jones: So the travel will be a person that PATH

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00:29:46.470 --> 00:29:54.240

Paris Jones: has identified will be traveling to India, as well as the African countries in order to

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00:29:55.440 --> 00:29:56.190

Paris Jones: Complement

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00:29:57.300 --> 00:30:13.050

Paris Jones: The group with, the firm with, information and technology expertise. And so typically, you know, we kind of anticipating being possibly on a weekly or bi monthly basis for the work

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00:30:14.370 --> 00:30:21.690

Paris Jones: But that's a little bit of additional context. I welcome Amanda or Claudia or Paris to jump in with additional

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00:30:22.170 --> 00:30:32.490

Paris Jones: Information if needed. This is Claudia. I would just say, I think people can count on our support and responsiveness. So there's a lot going on for everyone, but

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00:30:33.000 --> 00:30:38.820

Paris Jones: It's in our best interest to make sure that this analysis is the strongest it can be so

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00:30:39.510 --> 00:30:52.440

Paris Jones: At least the work that Tara and I have done. And when we work with consultants in firms, we're very responsive and accessible and I'm sure I could say the same for our Digital Health colleagues, because again, we all have the same end goal in mind.

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00:30:53.940 --> 00:31:07.380

Amanda BenDor: Yeah, just speaking from, you know, the technical side, I think, as this is going on if there any questions, any engagement with the global goods team and technical team on Digital Square. We're certainly happy to to partner.

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00:31:10.680 --> 00:31:13.050

Pam Bolton - TC4A: So this is Pamela. And again, I

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00:31:15.000 --> 00:31:22.500

Pam Bolton - TC4A: Don't know how ask this, but, you know, we're a private sector player and we are very much proponents of private sector approaches and

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00:31:22.920 --> 00:31:35.700

Pam Bolton - TC4A: And tapping the market, to the extent to which you can work. We know that there are market failures and public health and digital health is definitely an area where there are market failures and we need to take different approaches. However,

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00:31:36.240 --> 00:31:43.800

Pam Bolton - TC4A: I think my question is, do you see this body of work as potentially being disruptive?

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00:31:45.060 --> 00:31:45.690

Pam Bolton - TC4A: Are you

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00:31:46.890 --> 00:31:50.640

Pam Bolton - TC4A: You know, are you kind of going into it with an open mind?

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00:31:52.260 --> 00:32:04.140

Pam Bolton - TC4A: You feel like you need confirmation for the kind of the current body of consensus around global public goods? Can you speak more to your motivations and aspirations?

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00:32:05.550 --> 00:32:14.160

Amanda BenDor: This is Amanda. I can jump in, I personally think disruptive is very good. We don't - validation is really important. But we really want to understand

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00:32:15.240 --> 00:32:19.500

Amanda BenDor: [feedback] Like it. And so if there is anything that's

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00:32:21.030 --> 00:32:32.670

Amanda BenDor: You know disruptive in the sense that, you know, this is something that the way it's been going and this doesn't really work well and this is why. We think that I think as much as we can get out of those studies, the better.

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00:32:33.870 --> 00:32:36.570

Paris Jones: And to add a little bit more there.

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00:32:37.920 --> 00:32:47.070

Paris Jones: That, you know, part of this is trying to understand the role of the private sector. And so right now we need to better understand that and articulate that

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00:32:47.580 --> 00:33:00.630

Paris Jones: It may be different by different Digital Health maturity segments and we acknowledge that. And so, you know, I think that analysis or question two and question three kind of go hand in hand. Also,

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00:33:01.320 --> 00:33:08.340

Paris Jones: Is trying to kind of really knock that out and understand that better and provide some different analogs and frameworks

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00:33:08.730 --> 00:33:28.320

Paris Jones: For that. So any of the work that we generate in this will be grounded in, you know, transparency in stating what our assumptions are, and inputs are for the analysis and I could see, at least for question three, potentially having some different scenarios there also.

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00:33:28.350 --> 00:33:40.200

Pam Bolton - TC4A: Thank you. I mean, I think the different countries. Also, I mean, some of this is quite country specific and if you compare India with either of the African countries, you will have different answers to the questions.

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00:33:41.790 --> 00:33:42.330

Paris Jones: Yeah.

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00:33:43.380 --> 00:33:57.960

Paris Jones: And that's by design. Also, and it just to mention about the state. There was a previous question on if we have flexibility in terms of the geographies. I think with the state selection in India we do have some flexibility there. That has not been selected so

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00:33:58.410 --> 00:34:04.710

Paris Jones: But, yes, we definitely acknowledge that those are three very different regions and that is intentional.

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00:34:11.700 --> 00:34:23.640

Cat: I have one more question. This is Cat again. I'm just interested to know if there's any context for the end of the project being in May. Is there an internal deadline or anything that's driving the timeline?

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00:34:26.310 --> 00:34:29.550

Now we can get a little bit flexible on that point, but we

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00:34:31.770 --> 00:34:37.350

Paris Jones: We can be little bit flexible on that point. We think the conversations that we have with whoever is the

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00:34:38.520 --> 00:34:41.400

Paris Jones: Selected firm will

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00:34:43.080 --> 00:34:44.910

Paris Jones: Have an impact on the timeline.

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00:34:46.620 --> 00:34:47.640

Cat: Great, thank you.

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00:34:49.140 --> 00:35:00.990

Kim Couri - Resonance Global: Just to add to that question as well. Is that the same for the February travel? Or is the expectation that the travel will take place in February, due to the schedules of the path employees who will be traveling alongside the team?

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00:35:01.320 --> 00:35:06.870

Paris Jones: Now that's the same. So depending on how quickly we are able to bring the firm on board and

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00:35:07.920 --> 00:35:11.880

Paris Jones: Organize schedules that will affect the timeline as well.

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00:35:13.800 --> 00:35:21.600

Paris Jones: And just to add to that. Right now, we have organized ourselves on the PATH side to be able to sort of work in parallel between

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00:35:22.650 --> 00:35:28.140

Paris Jones: The travel. So Africa kind of happening with

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00:35:30.480 --> 00:35:38.640

Paris Jones: You know, one particular person on the PATH side and India, being a separate person and that does not necessarily mean that the firm has to propose it that way but

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00:35:39.120 --> 00:35:49.080

Paris Jones: That is kind of how we are thinking about that is that there is an option to do those travel engagements, depending on timelines, also in parallel.

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00:35:51.300 --> 00:35:54.630

Kim Couri - Resonance Global: Yeah, that's great. That's very in line with things we were thinking. So thank you.

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00:35:55.620 --> 00:35:56.190

Maybe

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00:35:57.600 --> 00:36:09.330

Pam Bolton - TC4A: With respect to the stakeholders and interviewees, is there, obviously, the kinds of results will depend a lot on the selection criteria in the selection of interviewees

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00:36:10.410 --> 00:36:11.640

Pam Bolton - TC4A: And key informants.

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00:36:13.830 --> 00:36:16.830

Pam Bolton - TC4A: Is there more that you can say on your thinking around that?

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00:36:18.930 --> 00:36:22.470

Paris Jones: Yeah, absolutely. And I look again PATH [feedback]

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00:36:22.800 --> 00:36:26.190

Paris Jones: Here, but I do think we wanted a talk with variety of different stakeholders

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00:36:27.210 --> 00:36:45.930

Paris Jones: Including people in the health sector and possibly government officials, private sector. So really a pretty wide variety of different individuals, but that's often what we do at PATH, we engage both at the government. So that could be, for example, Ministry of Health.

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00:36:47.040 --> 00:36:48.690

Paris Jones: As well as private sector.

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00:36:49.950 --> 00:36:52.500

Paris Jones: Other NGOs in the area would also be of interest.

158

00:36:56.880 --> 00:36:58.320

Paris Jones: [feedback] I'm clearly want to work

159

00:36:59.640 --> 00:37:03.000

Paris Jones: With the firm in order to identify those different stakeholders, ensuring [feedback]

160

00:37:05.310 --> 00:37:06.060

Paris Jones: Leveraging

161

00:37:07.740 --> 00:37:10.200

Paris Jones: Both our country office when applicable.

162

00:37:11.220 --> 00:37:12.630

Paris Jones: As well as we have a country office in Kenya and [feedback]

163

00:37:16.350 --> 00:37:17.280

Paris Jones: That might be a resource. [feedback]

164

00:37:21.120 --> 00:37:22.770

Paris Jones: That would be doing in collaboration

165

00:37:25.020 --> 00:37:31.260

Amanda BenDor: We're still getting some of that feedback, so please mute your line if you're not talking. Does anyone need anything repeated?

166

00:37:34.620 --> 00:37:42.060

Kim Couri - Resonance Global: No, that's all right. Thank you. I think just to clarify, it was that there's the country offices in Kenya and India, but not Mozambique. Was that right?

167

00:37:44.910 --> 00:37:49.740

Paris Jones: Yes, that's true. So we have offices there that can help. And we also have contacts.

168

00:37:51.750 --> 00:38:04.560

Paris Jones: Some contacts in Mozambique. So we'll be working in collaboration for those stakeholders, for the stakeholder types we anticipate being a mix of both private sector and public sector and government

169

00:38:07.380 --> 00:38:21.390

Kim Couri - Resonance Global: That's great. And then will you also be collaborating with the firm to identify additional stakeholders that are not PATH contacts with that, if the firm has other contacts to be able to collaborate in putting together a list of stakeholders for those conversations

170

00:38:21.720 --> 00:38:22.080

Paris Jones: Yeah.

171

00:38:22.200 --> 00:38:24.240

Kim Couri - Resonance Global: Apologize if you missed that it was very hard to hear.

172

00:38:25.080 --> 00:38:38.550

Paris Jones: Yeah no, apologies for that. Absolutely, that is the idea that it would be a collaborative effort where the firm would provide ideas and PATH would also have ideas. We would work together on that.

173

00:38:39.810 --> 00:38:40.590

Great, thank you.

174

00:39:11.490 --> 00:39:18.330

Paris Jones: Are there any other questions? We're happy to stay on the line if there are.

175

00:39:21.540 --> 00:39:35.280

Kim Couri - Resonance Global: I have one more logistical question about the submission process. For the staff that will be required to have the letters of commitment, you briefly mentioned that there could be one general letter of commitment before but that the folks should be identified.

176

00:39:36.480 --> 00:39:48.450

Kim Couri - Resonance Global: Would you prefer to have the key personnel from the core team be considered the ones who are contributing the most time or the ones who are the most senior advisors, providing guidance? How do you see kind of identifying the key personnel?

177

00:39:49.950 --> 00:39:56.220

Paris Jones: I would imagine the key personnel would be the most instrumental in the success of the work that you're going to be doing.

178

00:39:56.670 --> 00:40:06.960

Paris Jones: So whomever those people will be please identify them and have them provide letters, a letter, either a singular letter of commitment, or individual letters a commitment, stating that they will be available to you.

179

00:40:08.310 --> 00:40:13.440

Kim Couri - Resonance Global: Perfect. And then for the past performance information sheet. Is that a similar format to USAID?

180

00:40:13.890 --> 00:40:19.980

Paris Jones: Yes, you can provide any format you would like. And you can provide it in the USAID format too. That's fine. Excellent.

181

00:40:25.500 --> 00:40:25.950

Thank you.

182

00:40:34.440 --> 00:40:37.350

Pam Bolton - TC4A: Maybe another question from Pam here.

183

00:40:37.710 --> 00:40:38.790

Pam Bolton - TC4A: You have a

184

00:40:39.990 --> 00:40:45.960

Pam Bolton - TC4A: Number of years in business among the criteria. How heavily, are you emphasizing that because

185

00:40:47.940 --> 00:40:49.170

Pam Bolton - TC4A: We are young company.

186

00:40:51.810 --> 00:41:03.000

Paris Jones: And we would just like to know how long the organization has been working and and kind of cross reference that with your past performance to see

187

00:41:05.040 --> 00:41:06.120

Your successes.

188

00:41:08.400 --> 00:41:12.630

Paris Jones: So it's a data point, not necessarily the most important one, but certainly something that we are looking at.

189

00:41:16.800 --> 00:41:17.520

Great, thank you.

190

00:41:44.490 --> 00:41:53.160

Pam Bolton - TC4A: Maybe one last question. I mean, throughout there's reference to private sector. But as we know, private sector, it means many different things.

191

00:41:53.820 --> 00:42:11.490

Pam Bolton - TC4A: From small independent pharmacist to large corporations working in in these markets, do you, I take it you're taking a fairly expansive definition or do you want to provide more nuance on that?

192

00:42:13.680 --> 00:42:23.430

Paris Jones: That's a great question. I think, to start, we would like to be expansive, you know, but

193

00:42:25.530 --> 00:42:43.800

Paris Jones: You know, we're really aiming to kind of see where the private sectors role is in filling, what their role is in this market and how they can kind of fill gaps that may exist. So I think that the definition is open for interpretation.

194

00:42:45.180 --> 00:42:52.410

Paris Jones: On the size of that organization. And will be nuanced like you just said, and nuanced by country. I could imagine.

195

00:42:56.160 --> 00:42:56.880

Pam Bolton - TC4A: Okay, yeah.

196

00:43:10.470 --> 00:43:24.840

Paris Jones: Oh, great. I'm kind of pausing slowly because every once in a while someone jumps in, but if there are no additional questions. We would like to thank you for your time. And I think we can close

197

00:43:27.060 --> 00:43:32.670

Amanda BenDor: Yes, and we will make the Q&A from this webinar available on our Wiki.

198

00:43:34.920 --> 00:43:36.300

Pam Bolton - TC4A: Okay, that's great. Thank you.

199

00:43:36.780 --> 00:43:38.610

Kim Couri - Resonance Global: Great, thank you so much for your time today.

200

00:43:39.330 --> 00:43:40.230

Amanda BenDor: Thanks, everyone.

201

00:43:43.620 --> 00:43:43.980

Paris Jones: Bye.