

# Request for Application #2020-005

## DATIM and Maturity Model Support

### I. Summary of Deadlines

The expected schedule for this application is outlined in the following table. Note that PATH reserves the right to modify this schedule as needed. All parties will be notified simultaneously of any changes through a modification posted on [Digital Square's website](#).

Release of Request for Application	February 10, 2020
Submission of fact-finding questions	February 12, 2020 at 5pm EST
Response to all submitted fact-finding questions posted to <a href="#">Digital Square's website</a>	February 14, 2020
<b>Applications due</b>	<b>February 21, 2020 at 5pm EST</b>
Applicants notified of decision	February 27, 2020

### II. PATH Statement of Business

PATH is the leader in global health innovation. An international nonprofit organization, we save lives and improve health, especially among women and children. We accelerate innovation across five platforms—vaccines, drugs, diagnostics, devices, and system and service innovations—that harness our entrepreneurial insight, scientific and public health expertise, and passion for health equity. By mobilizing partners around the world, we take innovation to scale, working alongside countries primarily in Africa and Asia to tackle their greatest health needs. Together, we deliver measurable results that disrupt the cycle of poor health. Learn more at [www.path.org](http://www.path.org).

### III. Project Background

#### A. Project Background

Digital Square is a partnership of the world's leading digital health experts from 40+ organizations working together with countries to strengthen digital health systems. In pursuit of our Mission: **connect health leaders with the resources necessary for digital transformation**, Digital Square offers a new way to invest in digital health—providing a space where countries and members of the global community can gather to think big and do good, together. By convening government officials, technological innovators, donor and implementation partners, and others across borders and boundaries in the Digital Square, we

can grow possibility into reality by focusing on our common goal: **connecting the world for better health**. Digital Square works in three key ways:

- Co-investment: We coordinate investments in digital health to maximize the impact of every dollar spent.
- Global goods: We scale tools and technologies that can be adapted to different countries and contexts.
- Digital market readiness: We create digital market readiness by building capacity with governments, local technology developers, and health workers.

Digital Square and our donors are working with countries to strengthen Ministry of Health (MoH) information systems in order to effectively and sustainably monitor the progress toward human immunodeficiency virus (HIV)/acquired immunodeficiency syndrome (AIDS) epidemic control.

Through this RFA, PATH seeks partnership with at least one subrecipient who will support users of the Data for Accountability, Transparency, and Impact Monitoring (DATIM) system, the President's Emergency Plan for AIDS Relief (PEPFAR)-MOH Data Alignment Activity,<sup>1</sup> the Data Use Community (DUC),<sup>2</sup> and development and use of maturity model-based tools.

## B. Proposed Project Timeline

PATH anticipates that the subaward will be at minimum 12 months in term and end by June 30, 2021. As part of Digital Square's due diligence, we will conduct pre-award evaluations of all shortlisted candidates. We will use USAID's non-US organization pre-award survey (NUPAS) to support our review. In addition to project-specific deliverables based on individual scopes of work, PATH will require applicants to provide, at minimum, quarterly narrative and financial reports to support their work.

# IV. Scope of Work and Deliverables

## A. Scope of Work

The scope of work is broadly categorized into support for the following required activities: 1) DATIM and PEPFAR-MoH Data Alignment activities; and 2) DUC activities. Optional activities that will be considered for funding include: 3) Maturity model frameworks; and 4) Other responsibilities in support of activities 1-3.

The successful respondent will have a deep understanding of MoH systems, the need for reducing duplicative data entry and parallel reporting structures, and experience in management and mapping of organizational unit reporting hierarchies, which will build on the PEPFAR-MOH Data Alignment Activity.

The selected subrecipient(s) will work with a new community launched in 2019 by the Office of the U.S. Global AIDS Coordinator and Health Diplomacy (S/GAC) known as the DUC, to enable program and health information system (HIS) experts from countries and headquarters to collaborate in order to address data use challenges affecting program goals.

For 1) DATIM and PEPFAR-MoH Data Alignment activities, the subrecipient **shall**:

- Manage and provide technical support to DATIM users, which includes resolution of DATIM Tier II user tickets and organizational hierarchy change.
- Provide technical and capacity building support for the PEPFAR-MoH Data Alignment Activity.

---

<sup>1</sup> For the PEPFAR/MoH Data Alignment Activity Overview, please see <https://datim.zendesk.com/hc/en-us/articles/360035139192-1-PEPFAR-MoH-Data-Alignment-Activity-Overview>.

<sup>2</sup> For an overview of the Data Use Community, please see <https://ohie.org/duc/>.

- Coordinate and collaborate with the following groups: DATIM development and scrum teams, DATIM training and communications, DATIM support teams, the PEPFAR-MoH Data Alignment Activity core team, and DATIM product owners and data exchange team.

For 2) DUC activities, the subrecipient **shall**:

- Support for DUC community members by providing technical assistance to country teams in using facility reconciliation (e.g. GOFR), facility registry management tools, and terminology services for indicator metadata management.
- Provide DUC community support and strengthening activities that foster peer-to-peer collaboration.

For 3) Maturity Model Framework activities, the subrecipient **may**:

- Work with PEPFAR and Digital Health & Interoperability Working Group stakeholders on the iterations of and integration of existing HIS maturity models into a cohesive framework.
- Support for DUC activities and management of technical assistance to country teams in using maturity model-based tools. The work may also involve alignment of maturity model-based tools to create a resource package for countries.

## B. Deliverables

- At minimum, quarterly narrative and financial reports shall be provided by the subrecipient and must include:
  - Documentation of resolved DATIM user problems to facilitate quarterly DATIM data entry/import.
  - Documentation of completed PEPFAR support activities.
- Conducted monthly/bi-monthly meetings of the DUC and completed work plan deliverables, to be defined based on country needs identified by the community.
- Completed PEPFAR-MoH Data Alignment activities for 2020.
- (Optional) Drafted data systems and data use maturity model tool and documentation on activities to support its use.
- Other deliverables and activities as prioritized by the PEPFAR health information systems Team Lead.

## V. Application Requirements - Cost

The magnitude of the requirement for this application is up to \$350,000 USD. This dollar figure is just an estimate provided for informational purposes to the offerors and is not binding.

The applicant should provide a detailed explanation of costing and describe the reasonableness of each proposed cost in the budget narrative.

Digital Square will evaluate the quoted prices and hourly rates. No analysis will be performed on quotes determined as non-responsive or if the technical quote is determined to be technically unacceptable. The price/business evaluation will be conducted in accordance with the quoted utility-based solution and proposed labor categories, their rates and Evaluation Matrix. Digital Square will conduct an analysis to determine if all quoted prices are reasonable. This evaluation is conducted with the expectation of adequate price competition and will rely heavily on market forces to determine whether proposed prices are fair and reasonable. The comparison of proposed prices in response to this solicitation is the preferred and intended price analysis technique.

Digital Square will also compare the proposed prices to historical prices paid for the same or similar services and the independent government cost estimate. Other techniques and procedures may be used to ensure quoted prices are fair and reasonable. A cost realism analysis will be performed to determine whether the quoted Level of Effort is realistic for the work to be performed, reflects a clear understanding of the requirements and is consistent with the unique methods of performance set forth in the company's technical quote.

#### Required Elements

The Cost Application must include a budget narrative, detailing the cost and cost basis applied in generating the application. The Cost Application must also include a detailed budget that is itemized along the cost categories defined below. This detailed budget should be submitted in an unlocked Excel spreadsheet and must include the following information:

- Personnel at minimum the budget should detail:
  - All proposed staff/positions with daily rates.
  - Total number of days in total level of effort according to key staff.
- Itemization of all other costs (e.g., agency costs, service tax, administrative costs, supplies, etc.).
- Estimated schedule of other anticipated expenses (travel, subrecipient resources, supplies, outside resources, etc.).
- Details of all subcontracting out of work, this includes proposed consultants as well as proposed subrecipient.

The Cost Application shall begin with a summary budget detailing costs in the following categories:

Description	Total Cost (USD)
Personnel	
Fringe Benefits	
Travel	
Equipment	
Supplies	
Other Direct Costs	
Contractual	
Consultants	
<b>Total Direct Costs</b>	

Indirect Costs	
<b>Total Project Costs</b>	

#### Special Note on Indirect Costs

Indirect costs are overhead expenses incurred as a result of the project but not easily identified with the project's activities. These are administrative expenses that are related to overall general operations and are shared among projects and/or functions. Examples include executive oversight, existing facilities costs, accounting, grants management, legal expenses, utilities, and technology support.

If your organization includes indirect costs in the budget, you must provide a Negotiated Indirect Cost Rate Agreement with the US Government or three years of audited financials to PATH to validate the use of this rate.

## VI. Application Requirements – Technical

Provide a narrative on your technical approach to accomplish the Scope of Work identified in Section IV, including:

- Description of technical approach, which includes:
  - Problem statement and solution approach.
  - A brief description of how your solution will scale to growing needs of users across the globe.
  - Identification of key outputs, deliverables and measures to support the success and undertaking of the activities and approach.
- Estimated timeline to meet the deliverables.
- Identification of major internal and external resources.
- Profile of relevant qualifications.
- Profile of relevant experience and examples of related work.
- Staffing plan accompanied by Curriculum Vitae (CV) for key technical positions.
- Number of years in business.

#### Annual revenue

Please provide the organizations annual revenue. If your company has more than one location, please indicate these qualifications for the site that is responding.

## VII. Additional Attachments

1. Illustrative Work Plan. An illustrative work plan should be included in the Annex. The illustrative work plan should describe specific interventions (activities) planned for the relevant tasks and should include a timeline providing target dates for achievement of milestones and illustrative results.
2. CVs for all proposed Key Personnel. A complete and current CV must be submitted for each key personnel position detailing the requisite qualifications and experience of the individual.
3. Staffing Plan. Offerors shall include a staffing plan, including specific position titles and the approximate level of participation for each position (percentage of Full Time Equivalent and time period).
4. Past Performance Information Sheets.

## VIII. Application Evaluation Criteria

The following is a list of significant criteria against which applications will be assessed.

1. Technical Approach that conforms to all of the components listed in Section VI above (**40 points**)
  - Description of technical approach.
  - Estimated timeline to meet the deliverables.
  - Identification of major internal and external resources.
  - Profile of relevant qualifications.
  - Profile of relevant experience and examples of related work.
  - Staffing plan accompanied by Curriculum Vitae (CV) for key technical positions.
  - Number of years in business.
2. Experience - to be validated by past performance references (**15 points**).
3. Experience with DATIM MOH Alignment activities with country HIS to be validated by past performance references (**15 points**).
4. Costs - as detailed in Section V (**30 points**).

Note: PATH reserves the right to include additional criteria.

## IX. Instructions and Deadlines for Responding

### A. PATH Contacts

Program Contact: Kelly Fallt; [kfallt@path.org](mailto:kfallt@path.org)

Procurement Contact: Jessica Nguyen; [jenguyen@path.org](mailto:jenguyen@path.org)

Technical Lead Contact: Carl Leitner; [cleitner@path.org](mailto:cleitner@path.org)

### B. Applications Due: **February 21, 2020 at 5pm EST**

Completed applications should be submitted by email to the contacts listed above. The subject line of the email should read: "RFA # 2020-005 - (Applicant name)"

We advise that you send files in commonly recognized MS formats. We will not accept responsibility for resolving technical transmission problems with applications. A hard copy of the application should not be sent. Your application should only include information specific to accomplishing the scope of work. Additional information submitted outside of the application requirements will be reviewed at PATH's discretion only. Elaborate materials, artwork or other information not directly related to the scope of work are not suggested.

### C. Fact-finding questions

Questions on this solicitation will be accepted via email to the contacts listed above through February 12, 2020 at 5pm EST. Responses to all submitted fact-finding questions will be posted to [Digital Square's website](#) on February 14, 2020. Please note that responses will not be confidential except in cases where proprietary information is involved. Inquiries after this date cannot be accommodated.

### D. Conclusion of process

Applicants will be notified of the decision by February 27, 2020. Final award is subject to the terms and conditions included in this solicitation, as well as successful final negotiations of all applicable terms and conditions affecting this work.

## X. Terms and Conditions of the Solicitation

### A. Notice of non-binding solicitation

PATH reserves the right to reject any and all bids received in response to this solicitation and is in no way bound to accept any application. The applications submitted through this RFA process are the responsibility of the submitter and do not necessarily reflect the views of the United States Agency for International Development (USAID), the United States Government, or PATH.

### B. Confidentiality

All information provided by PATH as part of this solicitation must be treated as confidential. In the event that any information is inappropriately released, PATH will seek appropriate remedies as allowed. Applications, discussions, and all information received in response to this solicitation will be held as strictly confidential, except as otherwise noted.

### C. Conflict of interest disclosure

Suppliers bidding on PATH business must disclose, to the procurement contact listed in the RFA, any actual or potential conflicts of interest. Conflicts of interest could be present if; there is a personal relationship with a PATH staff member that constitutes a significant financial interest, board memberships, other employment, and ownership or rights in intellectual property that may be in conflict with the supplier's obligations to PATH. Suppliers and PATH are protected when actual or perceived conflicts of interest are disclosed. When necessary, PATH will create a management plan that provides mitigation of potential risks presented by the disclosed conflict of interest.

### D. Communication

All communications regarding this solicitation shall be directed to appropriate parties at PATH indicated in Section VIII. A. Contacting third parties involved in the project, the review panel, or any other party may be considered a conflict of interest and could result in disqualification of the application.

### E. Acceptance

Acceptance of an application does not imply acceptance of its terms and conditions. PATH reserves the option to negotiate on the final terms and conditions. We additionally reserve the right to negotiate the substance of the finalists' applications, as well as the option of accepting partial components of an application if appropriate.

### F. Right to final negotiations

PATH reserves the option to negotiate on the final costs and final scope of work, and also reserves the option to limit or include third parties at PATH's sole and full discretion in such negotiations.

### G. Third-party limitations

PATH does not represent, warrant, or act as an agent for any third party as a result of this solicitation. This solicitation does not authorize any third party to bind or commit PATH in any way without our express written consent.

### H. Application Validity

Applications submitted under this request shall be valid for 90 days from the date the application is due. The validity period shall be stated in the application submitted to PATH.