

Business Forecast Update as of September 12, 2023

PROVIDING BUSINESS OPPORTUNITIES FOR LOGISTICS COMPANIES TO DELIVER MEDICAL SUPPLIES

- **Who are we?**
 - USAID PASCO is a public health commodity distribution project that supports the national health system, implemented by Chemonics International and its subsidiary, Connexi.
 - We work alongside the Zambian government to deliver health commodities by using private sector transportation providers.

 - **Who is this forecast for?**
 - Professional transportation firms that have a fleet of good quality SUVs and five to 30-ton vehicles, along with qualified drivers, logistics, and administrative staff.

 - **What do we offer transportation firms as the USAID PASCO project?**
 - The opportunity for a steady stream of business from points of origin in Lusaka, Luanshya, Mansa, Mpika, and Mongu.
 - Long-term business continuity – with clearly outlined framework subcontracts of 1-2 years with clear pricing terms.
 - Payment terms that are commensurate with the commercial sector.
 - Business expansion and brand recognition in a public-private forum.

 - **What solicitations are on the horizon?**
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1. **Award Name:** Last Mile Distribution of Health Commodities (**Hub-level**)

Award Number: 465.001

Award Length: One year, with one option year.

Award Description: Provision of last mile third party logistics (3PL) distribution services of Zambia's Ministry of Health (MOH) health commodities between Zambia Medicines and Medical Supplies Agency (ZAMMSA) hubs in Luanshya, Mansa, Mpika, and Mongu to district health offices and health facilities serviced by the respective ZAMMSA hubs.

Award Type: Awards will be in the form of multiple Indefinite Quantity Subcontracts (IQSs) under which fixed pricing and terms will be established for the duration of the IQS. Under each IQS, Chemonics, at its discretion and in coordination with the ZAMMSA, anticipates issuing multiple firm-fixed price Purchase Orders (POs) to procure distribution services from a minimum of two vendors per hub.

Anticipated Solicitation Release Date: September 25, 2023

Anticipated Award Date: November 22, 2023

Total Estimated Ceiling Value of All Awards:

#	Zone / Lot	Total Estimated Ceiling Value (ZMW)
1	LUANSHYA HUB	2,448,000
2	MANSA HUB	3,456,000
3	MPIKA HUB	8,064,000
4	MONGU HUB	5,472,000
TOTAL		19,440,000

2. **Award Name:** Last Mile Distribution of Health Commodities (**Central-Level**)

Award Number: 465.002

Award Length: One year, with one option year.

Award Description: Provision of last mile third party logistics (3PL) distribution services of Zambia's Ministry of Health (MOH) health commodities between Zambia Medicines and Medical Supplies Agency (ZAMMSA) central warehouse in Lusaka to hubs, district health office, and health facilities throughout Zambia.

Award Type: Awards will be in the form of multiple Indefinite Quantity Subcontracts (IQSs) under which fixed pricing and terms will be established for the duration of the IQS. Under each IQS, Chemonics, at its discretion and in coordination with the ZAMMSA, anticipates issuing multiple firm fixed price Purchase Orders (POs) to procure distribution services from a minimum of two vendors.

Anticipated Solicitation Release Date: October 15, 2023

Anticipated Award Date: December 1, 2023

Total Estimated Ceiling Value of All Awards: ZMW 23,400,000
