

Activity Scope #1

Description

About FHM Engage

As USAID's flagship private sector health project, Frontier Health Markets (FHM) Engage aims to improve the functioning of local health markets and support the effective engagement and inclusion of the private sector to advance voluntary family planning, maternal and child health, malaria, and HIV/AIDS outcomes. FHM Engage employs several key approaches, including a market development approach, adaptive learning, and working through regional and local actors to properly contextualize challenges and identify sustainable solutions to improve private sector health markets.

FHM Engage Global Results

FHM Engage is a global cooperative agreement with the objective of providing technical assistance supporting local actors to improve the ability of health markets to meet supply-side capacity gaps and consumer preferences. The program also seeks to contribute to the equitable provision of and access to high-quality family planning and other health services and products in mixed health systems. Anticipated results for the global program include an improved market environment for the delivery of health products and services in the public and private sectors and improved equitable access and uptake of quality consumer-driven health products and services, with an emphasis on family planning and maternal health products, services, and outcomes.

FHM Engage seeks to support the Ghana Ministry of Health (MoH) and USAID/Ghana to advance and accelerate improvements in Family Planning (FP), Maternal and Child Health (MCH), and Malaria outcomes by working with local partners for sustainable provision of quality health services, products, and information. Specifically, FHM Engage aims to support Ghana MoH and USAID/Ghana to achieve the following results in support of FP, MCH and Malaria:

Result 1: Improved market environment for greater local NGO, civil society, and private sector participation in the delivery of high-quality FP and other health products, services, and information.

Result 2: Improved equal access to, and uptake of, high-quality consumer-driven FP, Maternal and Child Health, Malaria, and other health products, services, and information, including Global Health Security outcomes.

FHM Engage Ghana

FHM Engage's work in Ghana builds off the success of the Health Systems Strengthening Accelerator ("Accelerator") which has strengthened Ghana's health system through cooperative engagement with the MoH and other local stakeholders. The Ghana program under FHM Engage focuses on a combination of health systems strengthening and private sector engagement components, which includes a new activity on strengthening the enabling environment for local manufacture of Reproductive, Maternal, Newborn, and Child health and Nutrition (RMNCH-N) and malaria commodities.

Ghana has implemented progressive pharmaceutical policies aimed at enhancing access to affordable and high-quality healthcare for its population. Ghana's National Drug Policy aims to ensure the availability, accessibility, affordability, and rational use of essential medicines to promote high-quality healthcare for all its citizens. The policy emphasizes the development and regulation of the pharmaceutical sector to guarantee the safety, efficacy, and quality of medicines through stringent standards and regulatory frameworks. Priorities include promoting local drug manufacturing to reduce dependency on imports, fostering research and development in pharmaceuticals, and enhancing distribution systems to reach underserved populations effectively. The policy also underscores the importance of collaboration between government agencies, private sector stakeholders, and international partners to achieve sustainable improvements in healthcare delivery and outcomes across Ghana. However, the industry still faces challenges in meeting local health product needs, including regulatory hurdles, infrastructure limitations, and funding constraints. In spite of a robust manufacturing sector, local firms supply only 30 percent of medicines sold in the private sector, and overall, the country imports 85 percent of its total healthcare consumption.

Scope of Work:

Chemonics seeks a firm or consultant to conduct a Pharmaceutical Manufacturing Assessment for the USAID Frontier Health Markets (FHM) Engage project in Ghana with an anticipated start date on or about January 20, 2025. The objective of this engagement is to provide strategic and technical expertise and leadership, to support the Chief of Party (COP), Ghana, in the implementation of activities pertaining to a local pharmaceutical manufacturing capacity assessment for RMNCH-N and malaria commodities.

The Ghana Pharmaceutical Manufacturing Assessment Consultant or Firm will lead the assessment of Ghana's pharmaceutical manufacturing sector to better understand and make recommendations against where strategic investment may help close the gap for critical RMNCH-N and malaria commodities. Under the supervision of the FHM Engage COP and any staff he or she designates, the consultant/firm will identify key barriers to and opportunities for local production, including limited access to business capital, regulatory and economic policy challenges, and gaps in technical expertise required to meet WHO pre-qualification and Good Manufacturing Practices (GMP) standards. The assessment will involve working closely with local pharmaceutical manufacturers, financial institutions, government agencies, and other key stakeholders, including USAID, to conduct in-depth assessments of local manufacturing capabilities, economic barriers, and local and regional market demand for these products. The consultant/firm will compare and use experiences from other low- and middle-income countries who have expanding pharmaceutical manufacturing industries and explore barriers and opportunities for Ghana in regional collaboration in pharmaceutical manufacturing. The consultant/firm will gather insights through primary and secondary data collection, policy evaluation, and market analysis to develop actionable recommendations that aim to enhance local production capacity and foster a sustainable local market for essential health commodities in Ghana. The consultant/firm will work in collaboration with the FHM Engage COP, Ghana country office staff, and the U.S.-based technical team.

Responsibilities:

Under the leadership of FHM Engage's Ghana COP and the Private Sector Engagement Program Officer, the Ghana Pharmaceutical Manufacturing Assessment Consultant/Firm will serve as the technical focal point for the pharmaceutical manufacturing assessment focused on RMNCH-N and malaria commodities.

General Responsibilities

- Lead and complete a technically and strategically detailed assessment of the local and regional pharmaceutical manufacturing space, placing priority on the development of actionable recommendations for future investment to increase local production of key RMNCH-N and malaria commodities (to be determined in consultation with FHM Engage and USAID).
- Consider key stakeholders' information and evidence requirements, such as but not limited to the U.S. International Development Finance Corporation (DFC), to inform investment and policy decisions regarding the expansion of Ghana's pharmaceutical manufacturing sector and prepare evidence-based analyses to inform and guide these deliberative processes.
- Conduct a rapid and thorough review of existing information on the pharmaceutical sector in Ghana, including manufacturing reports, case studies, previous project deliverables from USAID-funded and other relevant projects, and tools that focus on market barriers such as capital costs, regulatory challenges, and technical capacity for local manufacturers, in order to swiftly and maximally leverage existing information.
- Consult and collaborate with leading experts and local partners in regional pharmaceutical manufacturing and investments, including but not limited to Promoting the Quality of Medicines Plus (PQM+), MoH, pharmaceutical companies, and others.
- Ensure a manufacturer- and investor-centric perspective in the assessment, focusing the analyses on a set of prioritized manufacturers and product areas, which will be determined at the time of engagement start.
- Ensure project activities align with evidence-informed practices in pharmaceutical manufacturing and market development, addressing key challenges such as access to affordable business capital for facility upgrades, tariffs, national policies, and the need for technical expertise to meet WHO pre-qualification standards.
- Attend relevant project meetings and deliver status updates as requested.
- Collaborate with FHM Engage leadership, the Project Management Unit, the MERL team, and local and international implementation partners.
- Ensure the high-quality, on-time delivery of project deliverables.
- Work with the FHM Engage communications team to document and share key learnings on pharmaceutical manufacturing, for internal and external dissemination, including reports, conferences, and stakeholder events. Additionally, prepare clear, highly technical progress updates and communications for high-level stakeholders such as GoG, FDA, USAID Ghana, DFC, GFF, etc.

Task 1: Sizing the potential for local manufacturing of essential RMNCH-N and malaria commodities through secondary data analysis and review, key informant interviews, and other methods to be proposed by the consultant/firm, the consultant/firm will assess the current need and potential future capacity for a key subset of RMNCH-N and malaria commodities to be locally manufactured, including active pharmaceutical ingredient (API) sourcing, finished goods manufacturing, delivery device manufacturing, and price competitiveness/potential market size.

- The consultant/firm will use FHM Engage and other resources to determine the investment case and viability of local manufacture of priority RMNCH-N and malaria commodities from a market standpoint based on factors such as demand, current supply constraints, potential cost savings from local manufacture, and other determinants of market health in order to inform recommendations on priority commodities for increasing local manufacture.
- The consultant/firm will identify gaps and barriers in manufacturing capabilities – in both operating and capital expansion, local technical manufacturing expertise, and quality assurance – to meet national and international standards among leading pharmaceutical companies as well as support potential increased capacity through additional investment across product types.

- The consultant/firm will also build on existing knowledge around access to financing from banks, fiduciary organizations, and government (through contracts and general operating grants) for pharmaceutical manufacturers to assess sectoral knowledge among financial institutions and the amount (and cost) of working capital available to the sector.

Task 2: Assessment of policy and regulatory barriers to expanding local manufacturing of RMNCH-N and malaria products

- The consultant/firm will, through a review of existing policies, assess current economic, policy, and regulatory barriers and facilitators such as those that may favor imports and thereby inhibit local economic development, regulatory processes, regulatory harmonization, health systems integration, public-private partnerships, market access, and supply chain optimization.
- The consultant/firm will also assess private sector manufacturer readiness to improve our understanding of how the policy environment shapes manufacturing decisions and the overall manufacturing landscape for key health products.
- The consultant/firm will review policies, guidelines, and regulations related to government contracting, international trade, and API imports, as well as formal pharmaceutical industrial plans and incentives such as tax breaks, free trade zones, and pharmaceutical industrial parks, including necessary infrastructure.
- The assessment will include prioritized recommendations for further policy and regulatory priorities and modalities for change.

Task 3: Recommend opportunities for expanding local manufacturing of RMNCH-N and malaria commodities

- Under the supervision of the COP, the consultant/firm will support FHM Engage to work with the MoH and other stakeholders to co-create recommendations based on the findings from Task 1 and Task 2, as well as on their own expertise, for expanding local RMNCH-N and malaria product manufacturing.
- Based on this vision, the consultant/firm will assess and prioritize opportunities for unlocking increased capacity in local manufacturing in Ghana, including in the enabling environment, support to the private sector, private sector engagement, and market demand, specifically around which individual commodity markets could be served by the potential expansion of local pharmaceutical manufacturing and what those benefits could be in terms of cost savings and health outcomes.

Deliverables:

Concrete, actionable recommendations for high-impact investment opportunities that will increase the capacity of Ghana's pharmaceutical sector to manufacture select RMNCH-N and malaria commodities locally. These recommendations will be based on the development of an in-depth, targeted assessment of Ghana's pharmaceutical sector's current and potential capacity and rationale for the manufacturing of key RMNCH-N and malaria commodities in pursuit of a healthy market, focusing on the three identified barriers: 1) capital access and the cost thereof; 2) tariffs and policies in support or otherwise of local pharmaceutical manufacturing; and 3) technical assistance and human capital development for WHO prequalification and good manufacturing practices manufacturing; with associated recommendations. The final deliverable will be in the form of a report and accompanying PowerPoint presentation. The Consultant/Firm will be expected to engage with and report results to senior U.S. and Ghanaian government officials as part of completing this deliverable.

Application instructions:

For Consultant Applicants: Please send a cover letter, a full detailed Curriculum Vitae or Resume, names and contact information of three professional references, and responses to the questions provided below under the “selection criteria” section to pmu-gha-fhmengage@chemonics.com by December 20th, 2024. Please include “Ghana Pharma Manufacturing Consultant” in the subject line.

For Firms Applicants: Please submit an EOI to pmu-gha-fhmengage@chemonics.com by responding to the questions provided below under the “selection criteria” section. Please include “Ghana Pharma Manufacturing Firm” in the subject line.

No telephone inquiries, please. Chemonics will contact the finalists.

Expected Timeline: January 2025-June 2025

Estimate Budget Range: \$15,000 - \$30,000

**This is an initial estimate and is subject to change.*

Eligibility Requirements

Please verify you meet the below eligibility criteria by checking the box.

Eligibility for Firms

<input type="checkbox"/>	Availability to begin work in January 2025 and support the implementation of the project through October 2025, at minimum
<input type="checkbox"/>	Minimum of ten years of relevant experience in pharmaceutical manufacturing, market development, or health product development, ideally within Sub-Saharan Africa, with experience in addressing capital costs, regulatory barriers, and technical expertise for local manufacturing.
<input type="checkbox"/>	Expertise in producing sophisticated market dynamics analyses including a knowledge of available data sources, comfort working with these data, and the ability to combine demand, supply, and supply chain factors to develop a market strategy.
<input type="checkbox"/>	Ability to translate global or regional best practices and lessons learned from local manufacturing to the Ghanaian context. Demonstrated knowledge of the Ghanaian pharmaceutical manufacturing sector preferred.
<input type="checkbox"/>	Expertise and demonstrated technical leadership in pharmaceutical manufacturing, market development, private sector engagement, and regulatory processes, including WHO pre-qualification and GMP standards.
<input type="checkbox"/>	Expertise in providing technical assistance and strategic guidance for local pharmaceutical manufacturers and industry stakeholders.
<input type="checkbox"/>	Established relationships and experience in working with key constituencies such as manufacturers, Ghana FDA, PQM+, DFC is essential. Experience working with USAID programs and knowledge of USAID policies and regulations related to local pharmaceutical manufacturing preferred.
<input type="checkbox"/>	Significant experience in client-facing roles and comfort with high-level external engagement.
<input type="checkbox"/>	Willingness and ability to be flexible and adapt to the changing needs of the project, when needed.
<input type="checkbox"/>	Experience with data reporting, monitoring, evaluation, and learning processes preferred.

Eligibility for Consultants

<input type="checkbox"/>	Availability to begin work in January 2025 and support the implementation of the project through October 2025, at minimum
<input type="checkbox"/>	Bachelor's degree required; master's degree in public health, Business, Economics, pharmacy or a related field preferred (for consultant applicants only)
<input type="checkbox"/>	Minimum of ten years of relevant experience in pharmaceutical manufacturing, market development, or health product development, ideally within Sub-Saharan Africa, with experience in addressing capital costs, regulatory barriers, and technical expertise for local manufacturing.
<input type="checkbox"/>	Expertise in producing sophisticated market dynamics analyses including a knowledge of available data sources, comfort working with these data, and the ability to combine demand, supply, and supply chain factors to develop a market strategy.
<input type="checkbox"/>	Ability to translate global or regional best practices and lessons learned from local manufacturing to the Ghanaian context. Demonstrated knowledge of the Ghanaian pharmaceutical manufacturing sector preferred.
<input type="checkbox"/>	Expertise and demonstrated technical leadership in pharmaceutical manufacturing, market development, private sector engagement, and regulatory processes, including WHO pre-qualification and GMP standards.
<input type="checkbox"/>	Expertise in providing technical assistance and strategic guidance for local pharmaceutical manufacturers and industry stakeholders.
<input type="checkbox"/>	Established relationships and experience in working with key constituencies such as manufacturers, Ghana FDA, PQM+, DFC is essential. Experience working with USAID programs and knowledge of USAID policies and regulations related to local pharmaceutical manufacturing preferred.
<input type="checkbox"/>	Significant experience in client-facing roles and comfort with high-level external engagement.
<input type="checkbox"/>	Willingness and ability to be flexible and adapt to the changing needs of the project, when needed.
<input type="checkbox"/>	Ability to work within a highly matrixed and remote work environment. Excellent interpersonal skills, and the ability to develop and maintain effective working relationships with clients, colleagues, partners, technical experts, and relevant project stakeholders
<input type="checkbox"/>	Proficiency in English required.
<input type="checkbox"/>	Experience with data reporting, monitoring, evaluation, and learning processes preferred.

Selection Criteria

Applications will be scored based on responses to the below criteria. For short-answer responses, please provide a brief description (one paragraph) in response in the box below the prompt.

Describe your experience implementing FP, MCH, Malaria or GHS outcomes in Ghana. Please briefly provide success metrics of qualitative examples. (16.5 points)

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Describe you/your organization's experience facilitating or being a participant of capacity building efforts in one or more of the following areas: financial management, HR, program management, monitoring & evaluation, compliance and operations. **(16.5 points)**

...

Describe you/your organization's experience receiving US Government funding as a prime, sub-awardee, or consultant. What was the scope of work, budget, and timeframe? **(16.5 points)**

...

Describe you/your organization's capacity to coach and/or mentor organizations and any successes, particularly for similar scopes of work. **(16.5 points)**

...

Describe you/your organization's experience with stakeholder engagement and collaboration with health and investment stakeholders, such as ministries of health, financial institutions, and pharmaceutical manufacturers. Include examples of successful collaborations and how stakeholder input has informed evaluation outcomes. **(16.5 points)**

...

Describe you/your organization's approach to ensuring high-quality, timely deliverables and clear communication and progress reporting to high-level stakeholders, including U.S. government agencies, local governments, and regulatory agencies. Provide examples of your project management successes for similar multi-stakeholder projects. **(16.5 points)**

...

Chemonics may prioritize partners with the ability to achieve economies of scale supporting multiple scopes of work to ease administrative burden provided it does not interfere with technical delivery and value.

Disclaimer: FHM Engage and Chemonics employees may not ask for, and applicants are prohibited from offering, any money, fee, commission, credit, gift, gratuity, thing of value, or compensation to obtain or reward improper favourable treatment regarding this solicitation. Any improper request from a project employee should be reported to the FHM Engage Ghana chief of party or BusinessConduct@chemonics.com.

Chemonics is an equal opportunity employer and does not discriminate in its selection and employment practices on the basis of race, color, religion, sex, national origin, political affiliation, sexual orientation, gender identity, marital status, disability, genetic information, age, membership in an employee organization, or other non-merit factors.

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