Request for Proposal (RFP): Development of Guidelines on Solarization and Energy Systems for Oxygen Infrastructure

RFP Release Date: June 25, 2025 Proposal Due Date: July 16, 2025 Contact Information: GEMProcurement@clintonhealthaccess.org

1. Overview

Title: Global Oxygen Alliance (GO2AL) - Guideline on Solarization and Energy Systems

Purpose

GO2AL is seeking a qualified vendor to develop clear, actionable **Guidelines on Solarization and Energy Systems for Oxygen Infrastructure**. GO2AL welcomes proposals from entities with relevant technical expertise and implementation capacity. Individual consultants with demonstrated qualifications may also be considered. Many low- and medium-income countries (LMICs) face unreliable power supply, which threatens the sustainability of life-saving oxygen systems. Solar and renewable energy integration presents a scalable solution, but the field lacks standardized, practical guidance for implementation across varied infrastructure settings. This initiative is led by GO2AL's <u>Working Group 2 (WG2)</u> who is responsible for strengthening innovative supply chains and market shaping, and will be developed in close coordination with other GO2AL working groups, particularly WG5 which focuses on Strategic Information.

Timeline

Activity	Duration
Assessment and analysis of at least four real	10 weeks (includes site visits)
cases	
Market study of specialized materials and	4 weeks (field information will be gathered
services to define framework for project	during site visits)
implementation - at least four representative	
locations	
Development and drafting of the guidelines	6 weeks
Total estimated period: 20 weeks	

Location: Remote/Home Based, with travel as noted. The vendor is expected to be available (for at least a 4-hour time frame) for meetings during the 9am-5pm CET Monday-Friday.

Background

The COVID-19 pandemic caused widespread oxygen shortages across Latin America, Asia, Africa, and the Middle East. As part of the pandemic response, the Access to Covid Tools Accelerator (ACT-A) partnership, launched by the World Health Organization, established the <u>ACT-A Oxygen Emergency Taskforce</u> in February 2021 to coordinate and advocate for increased access to oxygen supplies. As the world transitioned from the acute phase of the pandemic, the ACT-A-Oxygen Emergency Taskforce evolved into the <u>Global Oxygen Alliance</u> (GO2AL) - a multistakeholder collaborative launched in May 2023 with a mission to increase access to oxygen by harnessing partnerships to do more together than alone.

With this transition GO2AL will coordinate members to collaborate and co-create/co-implement activities to contribute to closing the global oxygen funding and access gap. This includes driving key objectives on investment consolidation and sustainability; procurement, supply chain and market shaping; country planning and implementation and advocacy and demand generation; with a focus in LMICs. In addition, GO2AL will take a more inclusive and planned approach which will emphasize the importance of assessing oxygen and oxygen systems needs at the country, regional, and global levels through key partner engagement, particularly with countries, civil society, and communities, to facilitate bottom-up planning and programming. Moreover, GO2AL will strongly position and advocate for sustainable oxygen systems as an essential building block for health system strengthening, universal health coverage, and pandemic preparedness and response.

GO2AL also recently commissioned and launched the <u>Global Oxygen Strategic Framework and Investment</u> <u>Case 2025-2030</u> as a resource to all stakeholders about how to strengthen oxygen systems in LMICs and to highlight why investing in oxygen can be extremely cost-effective – making it a "best-buy" for donors, especially for protecting children.

GO2AL is co-chaired by Unitaid and The Global Fund, and vice-chaired by the Pan America Health Organization and the Africa Center for Disease Control and Prevention. GO2AL is coordinated by Unitaid, WHO, and UNICEF.

Reliable and sustainable energy systems are critical for maintaining oxygen infrastructure, yet many LMICs face challenges in ensuring consistent energy supply. Solarization and other renewable energy sources offer a viable solution, but the oxygen landscape needs standardized guidance on how to appropriately integrate these energy sources with different oxygen generation technologies. The **Guidelines on Solarization and Energy Systems for Oxygen Infrastructure** activity is led by WG2 and will be developed in close coordination with other GO2AL working groups, particularly WG5.

This activity will develop clear, practical guidelines on the solarization of oxygen infrastructure, outlining key considerations, costs, components, and complexities. While solar is expected to be the most viable option in most contexts, the analysis will also include the evaluation of other potential renewable energy sources to ensure comprehensive guidance.

Although the primary focus will be on energy solutions for oxygen systems, the guidelines will consider how these solutions fit within the broader context of health facility energy planning. This alignment will help create linkages and synergies with other health infrastructure electrification efforts, ensuring coherence across interventions.

The guidelines will be designed to be accessible to both technical audiences and non-technical decisionmakers, including hospital administrators and government officials, to ensure that implementation and policy decisions are well-informed. The scope of this work is limited to energy solutions for oxygen infrastructure and will not cover broader health facility electrification. However, there may be parallels and direct correlation to facility infrastructure. Guidelines for integration and coordination of different power sources will be developed as part of this work.

2. Duties and Deliverables

The selected consultant or firm will:

- Conduct assessment and analysis of at least four real-world case studies, including site visits to representative health facilities in various LMICs contexts such as but not necessarily limited to West, East, Central, and Southern Africa.
- Perform a market study on specialized materials and services to inform the implementation framework.
- Draft and finalize the guidelines, ensuring accessibility to both technical audiences and nontechnical stakeholders (e.g., hospital administrators, policymakers).
- Align the guidelines with GO2AL's strategic goals and coordinate with relevant working groups (WG2, WG5, <u>WG1</u>).

Key content areas to cover:

- Solar system integration with various oxygen generation technologies
- Evaluation of other renewable energy sources (e.g., wind, hydro, hybrid systems)
- Implementation frameworks and cost analysis
- Best practices for procurement, quality assurance, and operations & maintenance
- Integration within broader facility energy planning
- Sustainability planning, local capacity building, and financing pathways

Additional Requirements

- To ensure usefulness, the guidelines will be developed with input from a range of stakeholders.
- The guidelines will be designed to be adaptable to different country contexts, with clear, scalable recommendations.
- The guidelines will include a structured preliminary evaluation roadmap to assess key feasibility factors such as access to utility power, price and quality of electricity, availability and cost of diesel, access to local suppliers and installers, and the suitability of land or roof surfaces for solar installations.
- Where appropriate, the guidelines will also reference how oxygen energy systems can align with or complement broader energy strategies at the facility or regional level. This integrated approach may support coordinated investments and increase the sustainability of energy infrastructure for both oxygen and other critical health services.
- Investment in local capacity building should be prioritized to support long-term system operation, maintenance, and adaptation, ensuring that energy solutions remain functional.

Deliverables:

- Draft Guidelines submitted for review by WG2 and GO2AL stakeholders
- **Final Guidelines** developed in coordination with WG2, reflecting feedback from consultations, and professionally formatted for public dissemination
- Executive Summary concise, accessible summary for non-technical audiences
- Implementation Framework including decision-making tools and templates
- **Presentation/Workshop Materials** to support launch and stakeholder engagement

The contractor is responsible for producing the first, second and final drafts of the document in word, copy edited as per GO2AL/UN formatting guidelines. In addition, once the final word document is approved by leadership, the contractor will ensure the graphic design of the document (potentially with a designer or

design company), including ensuring that all design elements follow GO2AL design guidelines and cobranding has been planned in coordination with GO2AL leadership and hosting organisations.

3. Qualifications, experience, skills and languages

- Proven experience in designing or advising on renewable energy systems in LMICs, preferably in health infrastructure.
- Demonstrated capacity to develop technical or operational guidelines and toolkits.
- Track record of conducting field-based assessments in LMICs and in particular Sub-Saharan Africa.
- Familiarity with medical oxygen systems and/or health facility infrastructure is strongly preferred.
- Ability to synthesize technical and policy content for diverse audiences (e.g., ministries, hospital admins, engineers).
- Experience coordinating multi-stakeholder projects or consultations.
- Fluency in English; knowledge of French or Portuguese is an asset.

4. Reporting requirements

The incumbent will work under the direction of the GO2AL's WG2 co-leads and focal point.

5. Travel

Expected travel to at least four sites for week-long visits, with locations selected to provide representation from relevant LMICs contexts and in particular the four main sub-Saharan African regions – West, East, Central, and Southern Africa – while prioritizing a range of infrastructure contexts.

6. Submission Requirements

Interested candidates must submit their proposal containing the following documents to <u>GEMProcurement@clintonhealthaccess.org</u> by 5PM CET, July 16, 2025.

- Technical proposal (max 6 pages), including:
 - Understanding of the assignment
 - Methodology and work plan
 - Experience with energy systems in LMICs and guideline development
- Financial proposal, itemized by key activities
- CVs of key personnel
- Examples of similar past work (links or attachments)

7. Evaluation Criteria

Overall Response: 10%

Completeness of response and overall concord between RFP requirements and proposal (the understanding of the assignment by the proposer and the alignment of the proposal with the RFP).

Overall Experience of Company/Consultant and Key Personnel: 40%

Institutional experience (years, demonstrated experience in this field).

Bidders are to provide work samples of two (2) past projects that are relevant to this project including:

- focus, size, scope and duration of the projects and their outcomes,
- work plan and milestones,

- overall structure of the delivered report, and

- preferably a sample chapter of the delivered report cleaned from any confidential and commercially sensitive information that should not be publicly disclosed.

The work samples must demonstrate evidence of bidder's capacity to:

- generate useful, accurate insights and to expose clear results in line with the project objectives,

- produce a well-written, well-structured and compelling report,

- communicate issues and information effectively. The capacity to define a problem statement, identify key findings, and recommends solutions,

- provide value-added information to facilitate decision-making,

- meet established milestones and completion dates.

Expertise/experience in working with development institutions on similar projects: 10%

Proposed Methodology and Approach: 10%

Availability and proposed timeline: 10%

Budget and cost-effectiveness: 20%

- Respondents will be evaluated on the cost effectiveness of their proposed budget.

The GO2AL evaluation team may request relevant bidders to make a short presentation of their proposal.