

Call for Expression of Interest (CEI)

Invitation to existing and potential local manufacturers and distributors of liquid oxygen in West and Central Africa to submit an expression of interest (“CEI”) for financial and technical support to improve access and affordability of liquid oxygen for medical use.

Release Date: 1 September 2025

Closing Date: 31 October 2025

Reference: CEI/CHAIGEM/LOX/001

Submission: gemprocurement@clintonhealthaccess.org

Disclaimer

This call for Expression of Interest (CEI) is issued by CHAI and Unitaid for planning and design purposes, in the context of their work within the Global Oxygen Alliance (GO₂AL). It should not be regarded as a Call for Proposals or Request for Tender. Any information submitted in response to this CEI is provided to CHAI and Unitaid on a voluntary basis. CHAI and Unitaid shall not be under any obligation to procure any of the services or products described in this document and the issuing of this CEI shall not be construed as a commitment by CHAI or Unitaid to engage in commercial or other business relations.

Both CHAI and/or Unitaid may use the information provided by respondents to the CEI to support strategic decisions and planning within its portfolio, or for its own internal purposes, including but not limited to, the design of future Calls for Proposals or other solicitations. Information received through this CEI could also be leveraged as input in a Request for Proposal (RFP) stage which may be issued in due course.

A. Introduction

Unitaid is a global health agency engaged in finding innovative solutions to prevent, diagnose, and treat diseases more quickly, affordably and effectively, in low- and middle-income countries (LMICs). Its work includes funding initiatives to address major diseases such as HIV/AIDS, malaria, and tuberculosis, as well as HIV co-infections and co-morbidities. Unitaid is now applying its expertise to address challenges in advancing access to therapies and diagnostics for the COVID-19 pandemic response, having served as a key member of the Access to COVID-19 Tools Accelerator (ACT-A) and leader of the ACT-A Oxygen Emergency Taskforce (Oxygen Taskforce), and as a founding member of the Global Oxygen Alliance (GO₂AL; <https://globaloxygenalliance.org/>). Leveraging the progress made during the pandemic in increasing access to oxygen, Unitaid is now exploring how to support countries prepare for future health emergencies.

The **Clinton Health Access Initiative, Inc. (CHAI)** is a global health organization committed to our mission of saving lives and reducing the burden of disease in low-and middle-income countries. We work at the invitation of governments to support them and the private sector to create and sustain high-quality health systems. CHAI was founded in 2002 in response to the HIV/AIDS epidemic with the goal of dramatically reducing the price of life-saving drugs and increasing access to these medicines in the countries with the highest burden of the disease. Over the following two decades, CHAI has

expanded its focus. Today, along with HIV, we work in conjunction with our partners to prevent and treat infectious diseases such as COVID-19, malaria, tuberculosis, and hepatitis. Our work has also expanded into cancer, diabetes, hypertension, and other non-communicable diseases, and we work to accelerate the rollout of lifesaving vaccines, reduce maternal and child mortality, combat chronic malnutrition, and increase access to assistive technology. We are investing in horizontal approaches to strengthen health systems through programs in human resources for health, digital health, and health financing.

The partners listed above when acting as or being represented as a group will be referred to as “the Partners”.

Since its launch at the World Health Assembly in 2023, Global Oxygen Alliance (GO₂AL; <https://globaloxygenalliance.org/>) members’ investments in oxygen have supported over 50 countries to increase access to pulse oximetry and medical oxygen. While GO₂AL celebrates this progress, the alliance recognizes that much more needs to be done to close the oxygen access gap in low-resource settings. The new Global Oxygen Strategic Framework and Investment Case, which was launched on the sidelines of the World Health Summit in October 2024, aims to accelerate these efforts, ensuring oxygen reaches even more people in need. As part of the efforts of GO₂AL, CHAI and Unitaaid are issuing this CEI to improve access and affordability of liquid medical oxygen in West and Central Africa.

B. Overview and Purpose

Oxygen is an essential component of treatment in preventing hypoxemia-related morbidity and mortality. Though the COVID-19 pandemic focused global attention on medical oxygen as one of the key products to manage severe COVID-19 patients, oxygen therapy is also critical to manage other common illnesses and procedures, including preterm birth, malnutrition, pneumonia, sepsis, severe malaria, and neonatal encephalopathy in children, and trauma, anaesthesia and emergency obstetric care in adults. Despite being an essential medicine with no alternative, and oxygen needs outstripping supply in LMICs, there is a lack of reliable access to medical oxygen in sub-Saharan Africa due to cost, logistical difficulties, and limited capacity (infrastructure and technical).

GO₂AL, including Unitaaid and CHAI is continuing to identify interventions to increase access to medical oxygen and improve supply security across sub-Saharan Africa. Building off the July 2022 CEI launched by MedAccess and Unitaaid which identified three suppliers in East Africa and continued on to the [East Africa Program on Oxygen Access \(EAPOA\)](#), **the purpose of this CEI is to identify opportunities to support local suppliers interested in increasing availability and affordability of medical oxygen for public procurers in West & Central Africa.**

This invitation is addressed to suppliers with existing and potential operations in West & Central Africa that are involved in the production, distribution, or delivery of liquid oxygen (preferred), gaseous oxygen (to be considered), or other industrial gases (to be considered) (‘Companies’), and interested in (one or a combination of):

- Scale-up of production capacity of liquid medical oxygen, with commitment to supply to public procurers at more affordable prices;
- Expanding distribution capabilities (through investments in bulk tanks, filling stations, cylinders, etc);
- Supporting geographic diversification from existing operations to other countries in West & Central Africa;

- Executing projects aimed at increasing availability and affordability of medical oxygen in West & Central Africa.

Companies are invited to submit further information (using the forms in the Appendix), indicating the capacity of medical oxygen that could be offered and the opportunities for sustainable, affordable pricing for the public medical sector if external support was provided, as well as information of the support they require, either single interventions or a combination. Available support would focus on various financial mechanisms including but not limited to:

- Debt financing, such as concessional loans for working capital or capital expenditure
- Volume and/or offtake guarantees
- Advanced purchase commitments
- Equity investments
- Other support to be considered. Companies should feel free to suggest

In addition to the above, it should be assumed that implementation support and technical assistance for the navigation of regulatory affairs would be available, together with the opportunity to participate in tenders.

C. Eligibility Criteria

Companies wishing to submit an CEI must fulfil each of the following criteria:

1. Are willing and able to expand production and/or distribution capabilities, and supply bulk liquid medical oxygen in domestic and/or regional markets, in West & Central Africa.
2. Are able to supply, or have capacity to start supplying, bulk liquid oxygen with purity levels acceptable for medical use¹ in West & Central Africa.
3. Have a relevant track record as 1) a manufacturer of high-purity oxygen operating Air Separation Unit(s) with liquid and/or gaseous output for medical or industrial use; OR 2) a merchant supplier / distributor of liquid oxygen for medical or industrial use.
4. Have a valid business trading license.
5. Meet the relevant quality assurance standards for their existing business activity.
6. Are willing to engage with Unitaïd, CHAI and GO₂AL partners to increase the availability and affordability of medical oxygen in domestic and/or regional markets, noting that technical and financial support could be made available to companies committing to these objectives.

Companies with existing LOX, gas production and/or distribution operations in the region (and possibly beyond) are encouraged to provide information in the attached forms for geographic diversification or regional scale-up, e.g. by expanding operations to serve multiple countries, leveraging cross-border distribution networks, or forming partnerships that enhance access across the West and Central Africa region.

D. Submission Instructions

i. Expression of Interest

1. All CEIs should be submitted in English and/or French and be signed by an authorized representative of the respondent.

¹ In accordance with the International Pharmacopoeia
<https://digicollections.net/phint/2020/index.html#p/home>

2. A complete CEI will include the Company's submission (as detailed in the Appendix) and all relevant annexes requested therein.
3. CEIs should be submitted via e-mail with the subject line "Expression of Interest Liquid Oxygen", to gempurchasement@clintonhealthaccess.org
4. Following CEI submissions, the Partners may contact Companies individually, with requests for further information or clarification.

ii. Timeline

- **CEI Released:** 1 September 2025
- **Information Session:** 29 September 2025. Link for the call will be provided a day before for those interested in attending the session, please share your interest to the email address: gempurchasement@clintonhealthaccess.org. A recording of the information session will be available at in the folder where the this draft and other supplemental documents can be found.
- **Questions Deadline for Manufacturers (via email):** Any queries or requests for clarification regarding this CEI must be submitted via email to gempurchasement@clintonhealthaccess.org, quoting CEI/CHAIGEM/LOX/001 in the subject line, by 19 September 2025. All responses to queries will be provided through the CEI solicitation channels and posted to the folder where this draft and other supplementation documents can be found.
- **Q&A Response Document Released:** 26 September 2025 by email to all those who submitted questions and those registered for the information session scheduled for 29 September 2025. We can also provide the response document to interested parties who contact us via email at gempurchasement@clintonhealthaccess.org
- **Submission Due:** Completed submissions must be submitted by 31 October 2025, via email to gempurchasement@clintonhealthaccess.org, quoting CEI/CHAIGEM/LOX/001 in the subject line. If your submission exceeds the size limitation and cannot be sent by email, please request an upload link by emailing gempurchasement@clintonhealthaccess.org with the subject line "Requesting upload link."

iii. Costs of preparing documents

All costs associated with preparing and submitting an CEI will be borne by the Company.

iv. Confidentiality

Information submitted by Companies in response to this CEI will be received by the Partners and promptly shared in full with other relevant parties that may be invited to be part of this initiative. The Information will be used by the Partners as described in the section headed "Disclaimer", above.

Any confidential information submitted in the CEI should be clearly marked as such by the Company on the completed form. The Partners will take all reasonable measures to maintain the confidentiality of information marked confidential. Information marked Confidential will not be shared with other entities or individuals outside the Partners, including their GO₂AL partners, without the Company's written authorization.

Nevertheless, this confidentiality commitment shall not apply if the information concerned, or any part of it: (a) was known to the Partners prior to any disclosure by the Company; or (b) was in the public domain at the time of disclosure by the Company; or (c) becomes part of the public domain through no fault of the Partners; or (d) becomes available to the Partners from a third party who is not in breach of any legal obligation of confidentiality to the Company.

Information not marked as confidential may be shared with GO₂AL partners or individuals outside the Partners without the respondent's written authorization, provided it has first been anonymized and/or aggregated by the Partners, to deter identification of individual companies (e.g., used without specifying individual Company or Organization names, product names, geographical location).

If processing the CEI involves the recording and processing of personal data (such as name, address), such data will be processed by the Partners in accordance with any applicable law and/or policies.

Information relating to the assessment of the CEI shall not be disclosed to entities or individuals not officially concerned with this process.

vi. Clarifications regarding process

This CEI invites Companies to indicate an interest in engaging with the Partners and GO₂AL members, to increase the availability and affordability of medical oxygen for domestic and/or regional markets in the regions of West and Central Africa. It is anticipated that submissions received will enable the Partners to issue a formal Request for Proposals, under which technical and financial support will be awarded to Companies committing to the objectives of the work of GO₂AL. It is underlined that this CEI does not constitute an RFP and will not lead to a selection process or the award of funding and/or technical support. In addition, nothing in this CEI commits the Partners or their partners to subsequently launch an RFP or provide subsequent financial or technical support.

Appendix: Manufacturer Submissions

See appendices A, B, and C attached.