Request for Proposal (RFP): Mapping of Medical Oxygen Supply Chain Infrastructure and Vendor and Service Providers

RFP Release Date: October 14, 2025
Proposal Due Date: November 04, 2025
Contact Information: GEMProcurement@clintonhealthaccess.org

1. Overview

Title: Global Oxygen Alliance (GO2AL) - Mapping of Medical Oxygen Supply Chain Infrastructure and Service Providers

Purpose

The Global Oxygen Alliance (GO2AL), is seeking proposals from qualified vendors to conduct a comprehensive mapping of medical oxygen production and storage infrastructure and relevant vendors and service providers. This activity will build a clear understanding of the medical oxygen landscape, identify gaps, and create accessible tools to support evidence-based decision-making and investments in low- and middle-income countries (LMICs).

Timeline

Activity	Duration
1. Inception report	1 month
2. Initial data collection	3 months
3. Dashboard and proof-of-concept	2 months
4. Expanded data collection	5 months
5. Dashboard/database refinement	5 months
Total estimated period: 8 months	

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

2. Background

Technologies for the generation and storage of medical oxygen are varied and each result in different operational consequences. The appropriate mix of technologies is highly context-specific and also influenced by the operational model and value chain.

Medical oxygen technologies require regular maintenance. Like the technologies themselves, the models of maintenance are varied. Facilities may maintain equipment and procure spare parts independently, coordinate semi-independently through shared maintenance arrangements, or outsource some or all maintenance activities to third-party service providers.

Regardless of the particular configuration, the supply and market infrastructure must be known to be properly managed. To improve access to oxygen and to advocate for and direct future investments, a clear understanding of the medical oxygen landscape (including production and storage facilities and available service providers) is required.

Access to medical oxygen in LMICs remains limited due to fragmented supply chains, insufficient data on production and storage infrastructure, and weak maintenance ecosystems. To close gaps, GO2AL is commissioning this activity under its Working Group 2 (WG2), focused on innovative supply chains and market shaping, with coordination across other working groups such as its Strategic Information Working Group 5. The activity will generate a global dashboard and service provider database to guide investments and connect local expertise with demand.

This activity will be implemented as a co-created initiative with GO2AL members and partners, ensuring that outputs are considered GO2AL public goods. The project will build on prior investments and avoid duplication, with an emphasis on strengthening south-south learning and local ecosystem development. Partnerships with local institutions for data collection and validation are encouraged.

3. Activities and deliverables

The selected vendor will implement the following activities and deliverables over approximately eight months, in close coordination with GO2AL and CHAI.

1: Inception and Work Planning (Month 1)

- Submit an Inception Report and Project Plan, including proposed methodology, work plan, and country prioritization (initial focus on Sub-Saharan Africa, scalable globally).
- Identify key data sources and partner stakeholders to engage during the mapping.
- Define data governance and data-sharing protocols in coordination with GO2AL partners.

Deliverable:

- Inception Report and Work Plan (approved by GO2AL/CHAI)

2: Initial Data Collection and Mapping (Months 2–3)

- Aggregate and validate existing data on oxygen production and storage infrastructure, including PSA plants, cylinder filling stations, and bulk facilities.
- Collect available information on oxygen demand and consumption forecasts where feasible.
- Coordinate with GO2AL partners and working groups to ensure alignment with existing datasets.

Deliverables:

- Data Collection Summary (priority geographies)
- Dataset template for infrastructure and service provider mapping

3: Dashboard and Database Design (Months 4–5)

- Develop a proof-of-concept dashboard and accompany public database, integrating validated data from the initial phase.
- Ensure interoperability with GO2AL and CHAI data visualization tools (open-source or web-based preferred).
- Include user documentation and simple analytics (e.g., capacity gaps, demand vs. supply overview).

Deliverable:

- Prototype Dashboard and Database (for GO2AL partner testing)

4: Expanded Data Collection and Refinement (Months 6–7)

- Expand data collection to additional LMICs using the refined tools.
- Conduct data validation workshops or consultations (virtual).
- Improve dashboard and database based on feedback from partners.

Deliverables:

- Updated Dataset and Finalized Dashboard/Database
- Summary of stakeholder validation process

5: Finalization and Recommendations (Month 8)

- Consolidate all data, finalize the dashboard and database.
- Develop Recommendations Report outlining methods to address data gaps, sustain updates, and ensure long-term data stewardship.
- Present findings to GO2AL Working Groups and partners.

Deliverables:

- Final Dashboard and Database (publicly accessible)
- Recommendations Report and Knowledge Transfer Session

4. Outputs

- Mapping of Existing Oxygen Infrastructure in Select Geographies: A public dashboard of existing oxygen production and storage infrastructure as informed by a summary analysis of available data by geography. Modeling includes existing capacity, approximated demand, and resulting gap.
    - Where data is incomplete, develop recommendations to gather additional detail.
    - Where data is unavailable, develop recommendations for data collection.
- Database of Service Providers: A public database of available service providers, their capabilities, geographic reach, and partnership experience.

The mapping dashboard and related gap analyses serve as decision-support tools for GO2AL's market shaping investment decisions by highlighting areas of greatest need.

The database of service providers supports GO2AL's local and regional ecosystem development by connecting local expertise with new or ongoing investments in maintenance, repair, or engineering of oxygen infrastructure.

5. Risks and Sustainability Considerations

The success of this activity depends on partners' willingness to share publishable data on oxygen infrastructure and service providers. It assumes funding for writing, editing, and design. The outputs will provide a point-in-time assessment and must be designed to allow for future updates. Vendors should describe how their approach will ensure sustainability of data collection and system updates beyond the project period.

6. Qualifications, experience, skills and languages

- Proven experience in supply chain mapping, health systems, or medical oxygen ecosystems in LMICs.
- Strong expertise in data collection, validation, dashboard, and database development.
- Demonstrated capacity to coordinate multi-stakeholder projects in global health.
- Experience synthesizing technical information for both technical and non-technical audiences.
- Fluency in English; knowledge of French or Portuguese is an asset.

7. Reporting requirements

The vendor will report to WG2 co-leads and focal points, with regular coordination calls and updates shared with CHAI as the hosting organization.

8. Travel

This assignment is expected to be primarily remote. Limited travel for partner consultations or workshops may be considered depending on feasibility and need.

9. Submission Requirements

Interested candidates must submit their proposal containing the following documents to GEMProcurement@clintonhealthaccess.org by **5PM CET, November 04, 2025**:

- Technical proposal (max 6 pages), including methodology, workplan, and relevant experience.
- Financial proposal, itemized by activity.
- CVs of key personnel.
- Examples of similar work.
- References from past clients or partners.

10. Evaluation Criteria

- Overall Response: 10%
  Completeness of response and overall concord between RFP requirements and proposal.
- Overall Experience of Vendor and Key Personnel: 25%
  Relevant institutional and staff experience; work samples from past supply chain or global health mapping projects.
- Expertise/experience in working with development institutions on similar projects: 10%
- Proposed Methodology and Approach: 25%
- Availability and proposed timeline: 10%
- Budget and cost-effectiveness: 20%

Relevant institutional and staff experience in health system infrastructure mapping, medical oxygen ecosystems, or related supply chain analysis in LMICs will be considered highly valuable.

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

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Issued by the Clinton Health Access Initiative (CHAI) on behalf of the Global Oxygen Alliance (GO2AL).