Requests for Proposals: Mapping of Medical Oxygen Supply Chain Infrastructure and Vendor and Service Providers

Response to Vendor Queries, posted November 5, 2025

1. I wanted to check your plans in doing this same exercise in **Latin America and the Caribbean?**

Answer: As outlined in Section 3.1 of the RFP, the initial focus of this assignment is on Sub-Saharan Africa, where the majority of current GO2AL activities and partner investments are concentrated. However, the methodology and dashboard developed through this assignment are expected to be globally scalable. Expansion to other regions, including Latin America and the Caribbean (LAC), may be considered in future phases, depending on resource availability and partner demand.

At this stage, the successful vendor is expected to design a flexible framework that allows for subsequent regional expansion with minimal structural modification. LAC could be part of the "proof of scalability" if data or partners (e.g., PAHO) express interest.

2. **Budget and Desired Scale:** The scope of this 8-month assignment could be approached in several ways, from a light-touch desk review to a more in-depth, validated mapping. To ensure our proposed methodology aligns with your expectations for scale and cost-effectiveness, could you please provide an estimated budget range for this project?

Answer: As per CHAI's and GO2AL's procurement policies, budget ceilings are not disclosed at the RFP stage. Vendors are encouraged to propose a cost-effective approach aligned with the 8-month duration and outputs described in Section 3.
The budget should correspond to the proposed scale of effort, clearly distinguishing between a primarily desk-based methodology and one that includes limited in-country validation. Proposals will be evaluated on value for money and realism of scope (see Section 10: Evaluation Criteria).

The expected scale is "a moderate mapping with some targeted validation - not a large field-based data collection." Feel free to propose different scenarios for various options in terms of scope and budget.

3. **Priority Countries for Validation:** The RFP mentions an initial focus on Sub-Saharan Africa. From our experience, validating supplier information and equipment status often requires fieldwork. Are there specific priority countries or regions within

Sub-Saharan Africa where GO2AL requires a higher level of data validation (e.g., in-person fieldwork or direct stakeholder engagement) versus a primarily desk-based mapping approach?

Answer: Country prioritization will be finalized during the Inception Phase in consultation with GO2AL Working Group 2 and partner organizations (see Section 3.1).
Selection will be guided by transparent criteria such as:

- existing oxygen investments and data availability,
- strategic importance to GO2AL members, and
- potential for cross-partner alignment.

At present, countries with ongoing partner activities (e.g., Uganda, Senegal, South Africa, Ethiopia, and Kenya) are likely to be considered for higher-level validation.
The RFP foresees mainly desk-based work, complemented by targeted validation in one to three countries to test data collection and verification tools.

4. **Scope of Fieldwork:** Section 8 states the assignment is "primarily remote" but that "Limited travel… may be considered." Could you provide more clarity on the expected scale and proportion of this travel? For example, is the expectation for light-touch consultations in just one or two countries, or for more structured, in-depth fieldwork across a wider set of priority countries?

Answer: Section 8 indicates that the assignment is primarily remote, with potential for limited in-country travel if justified by the methodology and approved by CHAI/GO2AL. Fieldwork, if undertaken, would likely focus on a small number of countries (1-3) to conduct stakeholder consultations or to validate facility-level data where desk-based sources are incomplete.
The majority of data gathering and coordination is expected to occur virtually, leveraging partners' existing national networks.

Any travel must be budgeted separately and pre-approved.

5. **Dashboard/Tooling and Functionality:** Section 3.3 mentions "interoperability with GO2AL and CHAI data visualization tools."

To inform our technical proposal, could you specify which data visualization tools or platforms (e.g., PowerBI, Tableau, a specific open-source platform, etc.) are currently in use or preferred?

Answer: For this assignment, vendors may propose either a commercial or open-source platform provided it supports:

- interoperability with partner datasets,
- open publication options, and
- future handover without license barriers.

Preference will be given to solutions that can integrate or link with existing GO2AL dashboards (WG2/WG5) and UNICEF systems. Which data visualization tools and platforms are used for these systems will be discussed during the Inception Phase.

What level of functionality is envisioned for the final dashboard? Is the primary goal a static, publicly viewable visualization (like an embedded map), or a dynamic, interactive database that allows partners to log in and access analytical tools and/or provide data updates over time?

Answer: The final dashboard should be a dynamic, publicly accessible platform, allowing users to:

- visualize supply-chain infrastructure (production, distribution, service capacity);
- filter and analyze by country, supplier type, and technology;
- view summary analytics (supply-demand balance, gaps); and
- download standardized datasets.

Login-based data entry or partner update functionality may be added later, but is not required in this initial phase. However, the dashboard is expected to be expanded in the future with data from additional countries and regions.

6. **Access to Partner Data:** The RFP (Sections 2 & 5) notes that this activity will be co-created with GO2AL partners and that success depends on their willingness to share data. To clarify the consultant's role, could you elaborate on the expected data collection process? Specifically:

Will the consultant be provided with centralized datasets from partners (e.g., lists of funded equipment installations, previously contracted suppliers)?

Answer: GO2AL partners (UNICEF, WHO, CHAI, PATH, etc.) will share existing datasets and dashboards where possible, subject to data-sharing agreements. Examples include:

- the UNICEF Oxygen Market Dashboard,
- PATH's Oxygen Needs Tracker,
- WHO's health-facility and PSA plant databases, and
- national datasets where available.

Or, will the consultant be expected to develop data collection tools, coordinate with individual GO2AL partners, and manage the primary data gathering and cleaning *from* these partners?

Answer: Yes, the consultant will be expected to develop standardized data collection and validation tools, conduct targeted partner outreach, and consolidate datasets into a unified structure (see Sections 3.2–3.4).
The GO2AL Secretariat and CHAI will facilitate introductions and data-sharing agreements, but the vendor manages the aggregation and cleaning process.

Data access may require NDAs so vendors must plan time for this.

7. **Avoiding Duplication:** Section 2 states the project will "build on prior investments and avoid duplication." To ensure our methodology aligns with this, are there specific existing oxygen mapping databases or dashboards (e.g., from WHO, UNICEF, or other GO2AL partners) that GO2AL considers foundational? Or is the vendor expected to conduct a landscape review from scratch as the first step?

Answer: There are a few core reference datasets from GO2AL member organizations to build upon. These include, but may not be limited to, the following:

- UNICEF Oxygen Market Dashboard (global suppliers, product categories, volumes);
- PATH's Oxygen Needs Tracker and CHAI's LMIC oxygen dashboards;
- WHO Biomedical Equipment and Facility Databases; and
- UNOPS and national energy/oxygen mapping projects (where applicable).

Nevertheless, the vendor is expected to conduct additional consultations to ensure all existing, relevant datasets are taken into account. The vendor is then expected to integrate and harmonize these rather than recreate them, conducting a landscape review in the Inception Phase to identify overlaps and data gaps (see Sections 3.2 and 4).

8. **Scope of Demand Estimates:** Sections 3.2 and 4.1 mention collecting information on oxygen demand and modeling the supply/demand gap. This could range from a simple collation of existing estimates to a complex new modeling exercise. Could you please clarify the expected scope and methodology for these demand estimates? For instance:

Is the consultant expected to generate *new* demand estimates from scratch?

Answer: No, new modeling is not expected in this phase. The vendor should collate, synthesize, and visualize existing demand estimates from WHO, PATH, CHAI, and other partners.

Or, is the expectation to collate and synthesize *existing* publicly available national or subnational estimates?

What level of granularity is expected for this demand analysis (e.g., national-level, or a more granular subnational-level mapping)?

Answer: Demand estimates should be presented at national level, with sub-national granularity where robust data exist (e.g., district or regional).
The focus is on aligning supply-chain capacity with known or modeled demand, identifying major gaps or mismatches.

9. **Sustainability and Long-Term Ownership:** Section 5 requires the vendor to describe a sustainability plan. To inform this, could you clarify which entity (e.g., CHAI, a specific GO2AL working group, or another partner) is envisioned to be the long-term "owner" of the public dashboard and database? This will help us define the handoff, training, and technical requirements for future updates.

Answer: The GO2AL Secretariat will serve as the long-term custodian of the global dashboard and database, in coordination with Working Groups 2 and 5.
The consultant will be responsible for developing a handover plan that includes:

- documentation of data structures and update procedures,
- training for GO2AL Secretariat staff, and
- recommendations for sustainable hosting and maintenance.