



## REQUEST FOR PROPOSAL

**RFP No. ASLM/MADE/CONS/DEV/STR/07/31/26**

### **FOR CONSULTANCY FOR THE DEVELOPMENT OF A CONTINENTAL STRATEGY FOR ACCESS TO CLINICAL SAMPLES**

**CLOSING DATE: 21 AUGUST 2026**

**When responding to this RFP Mention the RFP No. in the subject line**

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#### **1.0 INTRODUCTION**

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The African Society for Laboratory Medicine (ASLM) is a Pan-African professional body, working to advocate for the critical role and needs of laboratory medicine and networks throughout Africa. For more information, please visit our website at <https://aslm.org>.

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#### **2.0 OBJECTIVE OF THE ASSIGNMENT | SCOPE OF WORK | EXPECTED DELIVERABLES**

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Africa is rapidly growing but faces major health challenges including epidemics of HIV, tuberculosis, and malaria, and new priorities such as Ebola and other global health security threats. Strengthened laboratory capacity and surveillance in Africa are critical to overcoming the burden of disease and ensuring a healthy future for the continent. ASLM addresses these challenges by working collaboratively with governments, local and international organizations, implementing partners, and the private sector.

ASLM is working within the Unitaids-funded PATH-led consortium on the Manufacturing to Accelerate Diagnostic Excellence (MADE) in Africa project, which forms part of Unitaids' Regional Manufacturing for Equitable Access portfolio. The project aims to fulfill the goals of existing efforts to strengthen Africa's diagnostic supply landscape by supporting the development and scaling availability of regionally manufactured affordable, high-quality diagnostics in alignment with existing regional and continental efforts. By developing regional

Physical Office Address: *Joseph Tito Street, Nega City Mall, Suite 800, P.O.Box 5487  
Kirkos Subcity, Kebele 08, Addis Ababa, Ethiopia (+251) 11-557-1021  
The Pivot, Block E, Third floor, Montecasino Boulevard, Fourways, 2055, Gauteng, South  
Africa (+271) 08-808-592 [info@aslm.org](mailto:info@aslm.org) [www.ASLM.org](http://www.ASLM.org)*

capacity, the MADE consortium aims to reduce import dependency, improve health outcomes, and build a more resilient and responsive diagnostic ecosystem across the continent.

### **Purpose of consultancy**

A major barrier to regional manufacturing is the limited availability and accessibility of well-characterized clinical samples in Africa to meet In Vitro Diagnostic Regulation (IVDR) performance evaluation requirements. The consultant will develop the overarching MADE project strategy to strengthen the end-to-end clinical sample acquisition ecosystem, covering sample identification, availability assessment, ethical and regulatory access, characterization, transport, storage, governance, and access to well characterised clinical samples for IVD performance evaluation, validation, and regulatory evidence generation by local manufacturers.

### **Expected Outputs & Deliverables**

The consultant will review relevant ASLM, Africa CDC and other key stakeholders' engagements with diagnostic evaluation entities and centers of excellence (COE) and identify opportunities to build on this work to develop a clear strategy for the MADE project.

### **Deliverables**

1. Inception report that confirms the consultancy objectives, scope, methodology, workplan, stakeholder engagement approach, analytical framework, and timeline for developing the continental clinical sample acquisition strategy.
2. Stakeholder engagement strategy for manufacturers, defining their clinical sample access needs, sample specifications, priority use cases, and requirements for diagnostic evaluation and regulatory evidence generation.
3. Stakeholder engagement strategy for centers of excellence, biobanks, diagnostic evaluation sites, clinical research organizations, Africa CDC, ASLM, technical partners, and other relevant entities to identify synergies, clarify roles, and define opportunities for collaboration or expansion aligned with MADE objectives.
4. Report on targeted stakeholder consultations to assess existing mechanisms, policies, practices, legal and regulatory requirements, and operational processes governing access to clinical samples for IVD performance evaluation across Africa.
5. A comprehensive, searchable database of centers of excellence, biobanks, clinical research organizations, diagnostic evaluation sites, and other relevant clinical sample repositories across Africa, including information on institutional capabilities, disease focus areas, available sample types, characterization capacity, governance structures, access

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requirements, ethical and regulatory considerations, storage and transport capacity, and contact details.

6. Final close-out report presenting the continental clinical sample acquisition strategy, validated searchable database aligned with user needs, stakeholder engagement findings, recommendations, and an implementation roadmap with prioritized actions, timelines, responsible parties, resource considerations, and proposed next steps for operationalizing access to well-characterized clinical samples for local IVD manufacturers.

#### **PERIOD OF PERFORMANCE AND OPTIONAL PERIODS:**

The initial term (or period of performance) of the consultancy shall be from the 1<sup>st</sup> September 2026 to 30 November 2026.

ASLM may exercise its right to extend the contract subject to need, performance of the consultant and availability of funding.

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### **3.0 MANDATORY REQUIREMENTS**

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- Company profile with Certificate of Incorporation, Tax Clearance and all other applicable licenses, permit, authorizations, affiliations and certifications required per applicable laws and regulations. The company profile should provide additional information such as Registration name and trading name if applicable, physical address, telephone, contact person, period in business, key personnel/management and line of business.
- Individual consultants can also participate, and the above requirements may not be applicable but should conform to in-country tax requirements.

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### **4.0 EVALUATION CRITERIA AND SUBMISSION REQUIREMENTS**

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ASLM will accept proposals from bidders that provide Best Value and satisfy the requirements stipulated in the solicitation. All submissions/proposals will be evaluated against the set

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Evaluation Criteria provided below. Each proposal should contain the items listed in the Submission Requirements column in the following table.

| Evaluation Criteria                            | Submission Requirements                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Weight      |
|------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|
| Past Performance & Qualifications              | <ul style="list-style-type: none"> <li>-Advanced degree in Laboratory Science, Pharmacy or Public Health, or business studies</li> <li>-At least 8 years of demonstrated experience conducting institutional capacity assessments, policy reviews or developing policy documents</li> <li>-Proven experience in policy analysis and technical report writing, specifically related to diagnostics or health system strengthening in Africa</li> <li>-Excellent organization and communication skills with experience and abilities in engaging with diverse stakeholders.</li> </ul> <p><b>Desirable</b></p> <ul style="list-style-type: none"> <li>-Experience working in IVD product development</li> <li>-Experience working in regulatory affairs</li> <li>-Experience working with continental or regional organizations.</li> </ul> | 40%         |
| 2.Technical Approach & Methodology & Timelines | <ul style="list-style-type: none"> <li>• Provide technical approach and methodology on how this consultancy will be performed including clear, realistic timelines.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 30%         |
| 3.Price                                        | <ul style="list-style-type: none"> <li>• Provide the consultancy fees for the work. A clear cost breakdown will be necessary.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 30%         |
| <b>Total</b>                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <b>100%</b> |

## 5.0 CONTRACT TYPE

For this procurement, ASLM will issue out a Firm Fixed Price Contract on its terms and conditions indicating the consultant's quoted firm fixed price, scope of work, deliverables, timelines duration of contract and other instructions.

## 6.0 SUBMISSION REQUIREMENTS

Completed proposals must be addressed to the Procurement Committee and send electronically on or before the closing date and time to [rfpsubmission@aslm.org](mailto:rfpsubmission@aslm.org) **ONLY**.

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## 7.0 PROPOSED TIMELINES

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| Date           | Activity                                                                                                                                                                                                                                                                                                                |
|----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 30 July 2026   | Release of RFP and publicly posted on ASLM website:                                                                                                                                                                                                                                                                     |
| 12 August 2026 | Deadline for submission of inquiries related to this RFP directed to Email to: <a href="mailto:JShonhe@aslm.org">JShonhe@aslm.org</a> , <a href="mailto:SMate@aslm.org">SMate@aslm.org</a> , <a href="mailto:LMupfumi@aslm.org">LMupfumi@aslm.org</a> and all questions must clearly identified with the solicitation # |
|                | Indicate the RFP number indicated at the top of this RFP (i.e. RFQ #) in your proposals.                                                                                                                                                                                                                                |
| 14 August 2026 | Response to all inquiries released and posted publicly on ASLM website                                                                                                                                                                                                                                                  |
| 21 August 2026 | Deadline for Proposal submission.                                                                                                                                                                                                                                                                                       |
| 27 August 2026 | Final decision announced and Bidders receive feedback                                                                                                                                                                                                                                                                   |
| 27 August 2026 | Contract confirmed & issued out.                                                                                                                                                                                                                                                                                        |

While ASLM is desirous of maintaining the proposed timelines, delays necessitated by unforeseen circumstances.

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## 8.0 ASLM TERMS AND CONDITIONS

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The following are the terms and conditions of ASLM and any exceptions to these should be noted in writing at submission:

8.1. This RFP is not an offer to enter into agreement with any party, but rather a request to receive proposals from companies interested in providing the goods or services outlined in this RFP.

8.2. The specifications prescribed are not in any way limited to any specific tenderer as they are based on generally achievable requirements and thus, participation in this solicitation is open to all legal vendors that are registered and comply with the laws of doing business in

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the applicable country(ies) where services will be rendered. The necessary legal, commercial, technical and financial requirements should be satisfied.

8.3. ASLM does not bind itself to accept the lowest tender price and reserves the right to reject all submissions, in whole or in part, enter into negotiations with any party, and/or award multiple contracts.

8.4. ASLM reserves the right (but is not under obligation to do so) to enter into discussions with one or more respondents in order to obtain clarifications or additional details, to suggest service delivery refinements in the proposal or other aspects of the proposal, or to negotiate the cost quotation.

8.5. All quotations **MUST** be typed, on company official letterhead with full contact details including physical address, contact phone, email. Submissions **MUST** be received on or before the **closing date and time** and all bids received after the closing date and time may not be considered.

8.6. ASLM shall NOT be responsible for any costs involved in the preparation and submission of bids or proposals. All costs to be borne by the bidder and this is irrespective of the outcome.

8.7. Bid validity of quotation/proposals shall be 90 days.

8.8. Unless otherwise specified in the final contract, full payment will be made by ASLM to the Vendor within 30 days of receipt of invoice from the Vendor and either delivery of goods or completion of required deliverable.

8.9 ASLM provides an equal opportunity for any vendor/supplier to participate irrespective of race, colour, religion, sex, or national origin and will receive equal treatment.

8.10. By participating, preparation and submitting this quotation or proposal, you represent that none from your organization has any conflict of interests.

8.11. To the maximum extent practical and possible, ASLM will strive to ensure that the finances provided in this procurement do not support organisations, companies and individuals associated with acts of terrorism, prostitution and drug trafficking.

8.12. ASLM reserves the right to delay, amend, reissue, or cancel all or part of this RFP at any time but feedback will be provided to the vendors who participated. Additionally, ASLM will be under no obligation to reveal, or discuss with any bidder how a quotation/proposal was assessed, or to provide any other information relative to the selection process. Respondents whose quotations are not selected will be notified in writing and shall have no claim whatsoever for any kind of compensation.

8.13. ASLM reserves the right to waive or permit cure of non-material variances in the bid proposal if, in the judgment of ASLM, it is in ASLM's best interest to do so. Non-material variances include minor informalities that do not affect responsiveness; that are merely a matter of form or format; that do not change the relative standing or otherwise prejudice

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other vendors; that do not change the meaning or scope of the RFP; or that do not reflect a material change in the services. In the event ASLM waives or permits cure of nonmaterial variances, such waiver or cure will not modify the RFP requirements or excuse the vendor from full compliance with RFP specifications or other contract requirements if the vendor is awarded the contract. The determination of materiality is in the sole discretion of ASLM.

8.14. Failure to provide any of the above specifications and requirements may be considered non-responsive and disqualify the bidder from final selection.

8.15. As part of its commitment to engrain a culture of honesty and integrity in all its business processes, unethical conduct such as undisclosed conflict of interests, bribes and kickbacks and other corrupt activities are strictly prohibited and denounced. No employees at ASLM are allowed to use their position to pursue personal and unethical gain. In the same vein, bidders or potential suppliers and contractors are proscribed from offering bribes aimed at influencing the process and the outcome(s). ASLM implore vendors to embrace this culture in their interactions with us. Violation of this ethical principle and requirement will result in the supplier or service provider disqualified and ASLM will not solicit or accept bids in the future from the same. Should you experience or suspect unethical behaviour by an ASLM employee, please reach out to via email: [ASLM@tips-offs.com](mailto:ASLM@tips-offs.com) or through the website: <http://www.tip-offs.com/>.

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