

Call for Proposals on Private Sector Ideas to Address the Covid-19 Vaccine Distribution

BACKGROUND

A successful immunization program requires robust and complete supply chain and logistics systems that ensure the uninterrupted availability of effective vaccines all the way from the point of manufacture to the point of use. Vaccine supply chain and logistics systems must provide for effective temperature-controlled storage, handling, transportation and distribution, stock management, and tracking while minimizing wastage or missed opportunities for vaccination.

The logistics of Covid-19 vaccine distribution have already become a challenge for developed nations. Distribution is particularly difficult in developing countries, some of which are unable to properly handle the logistics needs for existing vaccinations, let alone the significant surge in capacity that the Covid-19 vaccine has necessitated. Effective, secure distribution and administration of the Covid-19 vaccine will require upgrades in logistics capacity worldwide. Specifically, governments and agencies in charge of distributing the vaccine will need to procure the logistics infrastructure, equipment, systems and services needed to: (i) keep the vaccines at the temperature required to maintain their effectiveness; (ii) track and trace vaccine shipments and stockpiles along the supply chain; and (iii) allocate vaccine supply across delivery locations in the most efficient way given demand, transportation capacity and resource constraints at the point of administration.

Governments in charge of vaccine procurement and distribution may have already sorted out transportation up to the point of entry into the country, but plans regarding domestic roll out may not have been fully defined; or innovative equipment, systems and services drawing on private sector capacity and expertise may not have been appropriately considered. At the same time, private companies may already be offering innovative solutions that could be deployed in emerging markets, where they are needed the most.

When it comes to private sector participation, an important factor that is often overlooked is the need to ensure that investments are financially viable by ensuring that they can be amortized over time. It is important to consider private sector solutions where the infrastructure, equipment and systems investments made can be allocated to the long-term management of all vaccine logistics or redeployed for other uses beyond Covid-19 vaccine distribution in a flexible manner. For example, private sector investments in cold chain logistics should also be planned to serve the overall demand for cold chain services from the pharmaceutical and perishable food industries; and the equipment

used should have the capacity to be redeployed to different geographic locations. Another important challenge is the need to meet any additional cooling requirements in an environmentally sustainable manner.

IFC wants to support the mobilization of private sector capital and expertise to facilitate the in-country storage and distribution of the Covid-19 vaccine and to support technically and financially the deployment of these private sector solutions in World Bank Group (WBG) client countries. In-country storage and distribution encompass all supply chain-related infrastructure and services from the point of entry in the country to the point of actual administration. The ideas should be proofed concepts requiring financial assistance to scale.

OBJECTIVE

Identify private sector solutions to the Covid-19 vaccine logistics challenge that require additional investment and/or advisory support to be successfully scaled up or deployed in emerging markets (WBG member countries).

The call for proposals seeks to source ideas for developing and structuring private sector solutions in two types of projects:

- i. Scaling up logistics infrastructure and equipment; and
- ii. Developing technological solutions such as tracking and tracing or logistics management solutions that support the effective and safe distribution of vaccines.

SCOPE OF THE PROPOSALS

The solutions submitted should be proven concepts associated with **investments in the provision of logistics infrastructure, equipment or services** to support the **transportation, storage and delivery** of the Covid-19 vaccine or the **deployment of innovative, technological solutions that support the safe and efficient distribution** of the Covid-19 vaccine in **WBG client countries**. The proposals should address the **in-country distribution challenge** of the Covid-19 vaccine, from the **point of entry in the country to the point of administration**.

All activities should **complement, rather than overlap or duplicate, existing vaccine distribution efforts**. Since the ultimate responsibility of the vaccine distribution is with national governments, the proposals should address **how the proposed idea corresponds to the broad strategy** of applicable governments and agencies.

The investments required to scale up or implement the submitted ideas need to add up to **at least US\$ 20 million** for consideration in this call for proposals.

All such proposals will be reviewed at IFC's entire discretion keeping in view the following key considerations:

- i. Relevance of idea to the objective to the call for proposals
- ii. Application of the idea to a [WBG member country](#)
- iii. Development impact
- iv. Line of sight to an investment consistent with the conditions above
- v. Company implementation capacity, such as size and financial strength
- vi. Compatibility with [IFC investment criteria](#)

- vii. Compatibility with IFC internal policies, procedures and guidance regarding integrity, conflicts of interest and other matters.

SHORTLISTING PROCESS

All submitted proposals will be **reviewed against the above-mentioned considerations and shortlisted for further discussions, evaluation and development with the proponents.** Depending on the status, submitted ideas could be considered for financing or early-stage project development/ advisory following IFC requirements for the evaluation of these forms of support and subject to additional due diligence that will require submission of more detailed information as per IFC's policies.

Shortlisting of your idea will not generate a right or obligation for IFC to provide financing or any other form of support. **IFC reserves the right to reject submitted proposals at any time or cancel the process. IFC may opt not to proceed to a second stage of evaluation of the shortlisted ideas.** In this second stage, all shortlisted proposals will be subject to additional due diligence (as per IFC's internal policies, procedures and guidelines). This due diligence will require submission of more detailed information. Final support of shortlisted proposals is subject to IFC's internal approval.

All proposals should be submitted on or **before 15 May 2021**, using the form available for download at www.ifc.org/vaccine-logistics. Submitted proposals will be reviewed on a rolling basis and proponents of those selected for further discussions and development will be contacted directly by IFC, after which project-specific timelines will be defined among all project partners.

DISCLAIMER AND CONFIDENTIALITY PROVISIONS

SUBMISSION LICENSE

Each participant retains title and full ownership in and to their submission. Participants expressly reserve all intellectual property rights not expressly granted herein. By participating in this Call for Proposals, each participant hereby irrevocably grants to IFC a limited, non-exclusive, royalty-free, worldwide, license and right to use the submission to the extent necessary to administer the Call for Proposals.

All the information and materials included in the submissions under this Call for Proposals will be subject to the [Access to Information Policy](#). The contact information included in the submissions may be used by IFC and its advisors and consultants to communicate with participants regarding their specific proposal or the Call for Proposals generally. For more information on privacy at IFC, please visit www.ifc.org/privacy.

DISCLAIMER

Nothing in this call for proposals shall constitute a commitment or an obligation by IFC to provide financing or support to the participants. Acceptance or selection of a proposal does not automatically qualify for IFC collaboration or co-development funding or financing. Any collaboration or investment decision is at IFC's entire discretion and subject to IFC's due diligence and approvals.

Neither IFC, nor its respective directors, employees, agents, advisors, consultants will be liable for any loss, cost, damage, claim or liability that the participant or any other party might suffer or incur in connection with, or arising out of the call for proposals or any transaction contemplated therein.

Proposals will be received through an email address that is operated by an external service provider. IFC does not represent or warrant that the email service will be uninterrupted, free of malicious code, unauthorized access or error-free.