Request for Application #2022-047

Africa-Based Digital Health Entrepreneurs to Expand Tools for Community Health

I.   Summary of Deadlines

The expected schedule for this request for application (RFA) is outlined in the following table. Note that PATH reserves the right to modify this schedule as needed. All parties will be notified simultaneously of any changes through a modification posted to WizeHive.

Release of request for application	September 19, 2022
Submission of questions to Leah Ekbladh lekbladh@path.org and Parnika Shrivastava pshrivastava@path.org.	September 25, 2022, at 5:00 p.m. EDT
All questions and answers posted to WizeHive	September 27, 2022
Applications due	**October 10th, 2022, at 5:00 p.m. EDT**
Applicants notified of decision	By November 30, 2022

II.   Statement of Business

PATH is the leader in global health innovation. An international nonprofit organization, we save lives and improve health, especially among women and children. We accelerate innovation across five platforms—vaccines, drugs, diagnostics, devices, and system and service innovations—that harness our entrepreneurial insight, scientific and public health expertise, and passion for health equity. By mobilizing partners around the world, we take innovation to scale, working alongside countries primarily in Africa and Asia to tackle their greatest health needs. Together, we deliver measurable results that disrupt the cycle of poor health. Learn more at www.path.org.

Medic designs, deploys, and supports world-class, open source software to support health workers as they deliver quality, timely, equitable care for everyone, everywhere. Medic serves as technical steward and core contributor of the Community Health Toolkit (CHT), a leading open source platform for digital health and advanced community health systems. As stewards, our focus is to build and support the CHT as a global public good; partner with ministries of health (MOHs), non-governmental organizations (NGOs), and technical organizations to design, deploy, and scale digital health apps powered by the CHT; and advance research and development for precision global health. Learn more at www.medic.org. For applicants not familiar with the CHT, they can also join an optional webinar via Zoom on September 28, 2022, at 8:00 a.m. EDT. A recording will be posted on WizeHive.

If you are an entrepreneur who wants to support community health workers and provide services to MOHs, through this RFA we offer grants up to US$100,000 to support your ability to better serve MOHs, community health workers, and their beneficiaries.

III.   Project Background and Proposed Timeline

A.   Project Background

The Digital Health Ecosystem (DHE) project, funded by the Bayer Foundation with PATH and Medic as implementers, aims to create a sustainable entrepreneurial environment for digital health developers. By advancing the broad use of common open source platforms, the DHE project will aid local entrepreneurs and software developers by enabling faster and wider adoption of new tools, ensuring the sustainability of those tools, and making it easier to adapt the tools in response to health system needs.

Given a common need for digital health software in many resource-constrained settings, the potential of building on digital public goods allows the cost and effort to build local digital health tools to be focused on local adaptation and deployment, rather than rebuilding common components.

This will be the DHE project's first RFA and aims to support African digital health entrepreneurs to collectively build using a common open source platform—the CHT. The CHT is a human-centered, cost-effective, scalable digital solution that is designed specifically for community health workers. It is flexible enough to meet the needs of local health systems as well as national digital health programs. The CHT includes a collection of open source software frameworks and applications, with resources to help partners design and deploy digital tools for care teams with the support of an active community of collaborators. The CHT's modular tools work together as an integrated platform for infectious disease preparedness, surveillance, and response as well as routine community health services, and can be quickly configured for specific partner needs.

The Core Framework of the CHT supports extensive customization and makes it easier and faster to build more reliable, interoperable, and secure digital health apps rather than coding from scratch. Apps built using the Core Framework support localization, run offline-first, work with basic phones (via SMS), smartphones and tablets (via Android Apps), and computers, and integrate with complementary apps and health management information systems such as District Health Information Software 2 (DHIS2). While frontline teams use apps built on the CHT for doorstep care coordination, managers and decision-makers use tools for performance management of health workers, continuous program monitoring and evaluation, data-driven resource planning, and population health management.

The CHT is currently being used in 16 countries, including in grant funds to support the ability to better serve community health workers and their beneficiaries. These grant funds will go toward:

- Adapting and rolling out the CHT toolkit alongside your current service offerings.
- Supporting you in your digital/technical and organizational capacity strengthening goals.
- Connecting you to a global community of practitioners using the CHT to expand available offerings for your business.
- Expanding your current product offering by leveraging the CHT, specifically for entrepreneurs located and/or supporting work in Kenya and/or Uganda; or entrepreneurs with demonstrable relationships with the MOH in their country of work.
- Developing their organizational capacity according to their priorities, including initiatives that unlock new grant funding opportunities from bilateral, multilateral, and private philanthropic donors.
- Supporting national MOHs and country-specific coalitions working to scale nationally approved community health information systems built on the CHT.
- Gaining exposure to local government buyers of digital tools, as well as other purchasers in the global health community.

Successful applicants will be afforded:

- Access to grant funding to develop, deploy and implement tools built on the CHT.
- Participation in existing developer communities for co-learning and collaboration.
- Insights on existing CHT features and open source Core Framework code, and ready access to sample use-case and case study application code that is available for adaptation and could save time and resources in local development.

- Structured open learning and training resources, as well as support in adapting the CHT's open source code.
- Increased visibility in the global development sector.
- Additional operational and business development skills as determined by a collaborative organizational development assessment.

B.   Proposed Project Timeline

PATH anticipates that the implementation period for two to six grantees of US$25,000 to $100,000 will be up to 12 months with possible extension contingent upon availability of funds and satisfactory performance. For more information about the grant solicitation process and timing, please see Annex A.

IV.   Scope of Work and Deliverables

A.   Scope of Work

Through this RFA, the DHE project seeks partnership with subrecipient(s) that: 1) have a strong case for and interest in for working with the CHT; 2) are either based or are working in countries where the CHT is already in use (Uganda and Kenya), or have ongoing MOH relationships in the country of work; and 3) have the potential to support MOHs with deployment of technological tools; 4) have developed a digital health application, product, service or tool to support community health workers.

The applicant shall:

1. Demonstrate how they will align with and support the overarching digital health ecosystem in the country of implementation. Describe their approach or intentions with working with the MOH, other implementers, and other tools and systems.
2. Identify one or more strategies by which their application, product, service, tool, or approach, when coupled with the CHT, will alleviate challenges faced by community health workers in one or both of the aforementioned countries. Their proposed solution should indicate how it can benefit from working with the CHT and have a direct application to community health needs.
3. Describe how they will work closely with Medic to integrate their technology with CHT's Core Framework, ensuring compliance with the World Health Organization (WHO) SMART Guidelines and interoperability with other technologies used in the country of implementation. This includes appropriate staffing and technical expertise.
4. Describe the interest and willingness to work with PATH around assessment and improvement of organizational capacities.
5. Describe the extent of benefits and beneficiaries especially in marginalized groups.
6. Describe how they will comply with all relevant digital governance laws, regulations, and best practices.

B.   Deliverables

The applicant will agree to provide the following deliverables:

- Quarterly and end of project narrative and financial reports.
- Organizational development plan based on assessment at project outset.
- Tested and refined financial sustainability/business model.
- Completion of the CHT onboarding training module.
- Organizational plan for achieving the CHT accreditation.
- Prototype application documented and demonstrating proposed intervention(s).
- Impact targets related to uptake of the CHT in target areas.

V.   Eligibility

Please refer to below eligibility criteria for submitting response to this DHE project RFA:

1. Documented legal registration in Africa and bank account in the country of registration (and ability to provide documentation).

2. Work experience in either Kenya and/or Uganda; or ability to describe an ongoing relationship with the MOH in the country of work.
3. Technical experts as well as finance and operational experts on staff.
4. Willingness to engage in dialogue with other stakeholders such as the MOH and consider business to government agreements.
5. Adherence to and agreement with the terms of host country data sharing and ownership rules and regulations. Additionally, the data ownership and source code for the project interventions shall eventually reside with the host country government.
6. Upon request, willingness to provide a demonstration of offerings prior to November 30, 2022.
7. Support documentation from the MOH of the host country.

VI. Application Requirements: Technical

Provide a narrative on your technical approach to accomplish objective(s) identified in the scope of work identified in section IV, including:

- Description of technical approach, including:
  o Problem statement.
  o Solution description and approach.
  o Narrative of proposed results/deliverables and a deliverables table.
  o How your solution will accomplish the scope of work.
  o How your solution will scale to growing needs of users across the globe.
  o Potential obstacles and plans to overcome them.
- National work plan for your chosen workstream(s), aligned to the subtasks in this application with illustrative timeline to meet deliverables
  o This work plan should include illustrative results and describe specific interventions to achieve those results. The illustrative work plan should describe specific interventions (activities) planned for the relevant tasks and should include a timeline providing target dates for achievement of milestones and illustrative results.
- Registration and past performance information sheets demonstrating:
  o Legal documentation of registration in Africa.
  o Working/office locations registration in the country of proposed implementation.
  o Profile of relevant experience and examples of related work.
  o Applicants may provide any information on awards or certifications.
- Staffing plan accompanied by curriculum vitae (CV) for key technical positions. Applicants must include a staffing plan in accordance with the Cost Application personnel requirements, including specific position titles and the approximate level of must for each position.

VII. Application Requirements: Cost

The estimated size of award for this application will be between US$25,000 and $100,000 (depending on applicant's project proposal) for up to six awards (number of awards dependent on number of qualified applicants and funding).

The price/business evaluation will be conducted in accordance with the proposed solution and labor. The DHE project will conduct an analysis to determine if all quoted prices are reasonable. This evaluation is conducted with the expectation of adequate price competition and will rely heavily on market forces to determine whether proposed prices are fair and reasonable. The comparison of proposed prices in response to this solicitation is the preferred and intended price analysis technique.

The DHE project will also compare the proposed prices to historical prices paid for the same or similar services. Other techniques and procedures may be used to ensure quoted prices are fair and reasonable. A cost realism analysis will be performed to determine whether the quoted Level of Effort is realistic for the work to be performed, reflects a clear understanding of the requirements and is consistent with the unique methods of performance set forth in the company's technical quote.

A. Required Elements

The cost application must include a budget narrative, detailing the cost and cost basis applied in generating the application and describe the reasonableness of each proposed cost. The cost application must also include a detailed budget that is itemized along the cost categories defined below. This detailed budget should be submitted in an unlocked Excel spreadsheet and must include the following information:

- Personnel. At minimum the budget should detail:
    - All proposed staff/positions with daily rates.
    - Total number of days in total level of effort according to key staff.
- Itemization of all other costs (e.g., agency costs, service tax, administrative costs, supplies, etc.).
- Estimated schedule of other anticipated expenses (travel, sub-awardee resources, supplies, outside resources, etc.).
- Details of all subcontracting out of work, this includes proposed consultants as well as proposed sub-awardees.

The cost application must be broken up by the following categories:

Description	Total cost (USD)
Personnel	
Fringe Benefits	
Travel	
Equipment	
Supplies	
Other Direct Costs	
Contractual	
Consultants	
Total Direct Costs	
Indirect Costs	
Total Project Costs	

B. Special Note on Indirect Costs

Indirect costs are overhead expenses incurred as a result of the project but not easily identified with the project's activities. These are administrative expenses that are related to overall general operations and are shared among projects and/or functions. Examples include executive oversight, existing facilities costs, accounting, grants management, legal expenses, utilities, and technology support.

If your organization includes indirect costs in the budget, you must provide a Negotiated Indirect Cost Rate Agreement with the US Government or three years of audited financials to PATH to validate the use of this rate.

VIII.   Application Evaluation Criteria

The DHE project steering committee, composed of the Bayer Foundation, other donors, PATH, Medic, and independent industry experts, will review applications against the following criteria. The committee's review will inform the DHE project's final selection of successful applicants.

1. Technical approach that conforms to all of the components listed in Section VI above (**40 points**).
   - Description of technical approach.
   - Proposed results (deliverables).
   - Timeline to meet the deliverables.
   - Profile of relevant experience and examples of related work.
   - Staffing plan accompanied by CVs for key technical positions.
   - Number of years in business.
2. Experience with the following (to be validated by past experience description in technical approach) (**30 points**).
   - Working with community health workers, community members, or other supports to community health work and related systems.
   - Interoperability frameworks and standards, including Open Health Information Exchange (OpenHIE), Fast Healthcare Interoperability Resources (FHIR), and WHO SMART Guidelines.
   - Alignment with the digital health ecosystem and digital governance laws and regulations in the country of implementation.
   - Working with MOH, other implementers, and/or other tools and systems.
3. Costs (as detailed in Section VI) (**30 points**).

Note: PATH reserves the right to include additional criteria.

IX.   Instructions and Deadlines for Responding

A.   PATH Contacts
Program contact: Parnika Shrivastava pshrivastava@path.org.

Technical lead contact: Leah Ekbladh lekbladh@path.org.

WizeHive platform contact: Maria Soc msoc@path.org.

B.   Applications Due: October 7, 2022
All applications should be entered into the WizeHive platform. Any questions related to the platform should be addressed to Maria Soc: msoc@path.org. The process for submission is as follows:

- Navigate to the submission portal and click "Sign Up" or "Log In."
- Once logged in, click "Create a Profile to Get Started." This step must be completed before you can proceed with the application.
- Click the "Get Started" box (marked with a "+").
- You can now access and edit the two required forms.
- All forms can be saved in draft prior to submission.
- Once both required forms are completed, the "Submit" button will be green and clickable. Once submitted, forms cannot be edited.

C.   Conclusion of Process
Applicants will be notified of the decision by November 30, 2022. Final award is subject to the terms and conditions included in this solicitation, as well as successful final negotiations of all applicable terms and conditions affecting this work.

X.   Terms and Conditions of the Solicitation

A.   Notice of non-binding solicitation

PATH reserves the right to reject any and all bids received in response to this solicitation and is in no way bound to accept any application. The applications submitted through this RFA process are the responsibility of the submitter and do not necessarily reflect the views of the funders or PATH.

B.   Confidentiality

All information provided by PATH as part of this solicitation must be treated as confidential. In the event that any information is inappropriately released, PATH will seek appropriate remedies as allowed. Applications, discussions, and all information received in response to this solicitation will be held as strictly confidential, except as otherwise noted.

C.   Conflict of interest disclosure

Suppliers bidding on PATH business must disclose along with the application, any actual or potential conflicts of interest. Conflicts of interest could be present if there is a personal relationship with a PATH staff member that constitutes a significant financial interest, board memberships, other employment, and ownership or rights in intellectual property that may be in conflict with the supplier's obligations to PATH. Suppliers and PATH are protected when actual or perceived conflicts of interest are disclosed. When necessary, PATH will create a management plan that provides mitigation of potential risks presented by the disclosed conflict of interest.

D.   Communication

All communications regarding this solicitation shall be directed to appropriate parties at PATH indicated in Section IX. A. Contacting third parties involved in the project, the review panel, or any other party may be considered a conflict of interest and could result in disqualification of the application.

E.   Acceptance

Acceptance of an application does not imply acceptance of its terms and conditions. PATH reserves the option to negotiate on the final terms and conditions. We additionally reserve the right to negotiate the substance of the finalists' applications, as well as the option of accepting partial components of an application if appropriate.

F.   Right to final negotiations

PATH reserves the option to negotiate on the final costs and final scope of work, and also reserves the option to limit or include third parties at PATH's sole and full discretion in such negotiations.

G.   Third-party limitations

PATH does not represent, warrant, or act as an agent for any third party as a result of this solicitation. This solicitation does not authorize any third party to bind or commit PATH in any way without our express written consent.

H.   Application validity

Applications submitted under this request shall be valid for 90 days from the date the application is due. The validity period shall be stated in the application submitted to PATH.

Annex A: Grant Solicitation Process

The DHE project will pursue competitive grant solicitation processes that will determine the selection of successful applicant(s). The process after selection follows below.

Pre-subaward

The DHE project will assign a technical and operational manager to successful applicant(s). At this time, the DHE project will begin two workstreams: technical and operational.

Technical

The technical manager will work with the selected applicant(s) to validate the scope of work for the subagreement. For successful applicants, the DHE project requires quarterly and final narrative and financial reporting and a monthly technical call. This will be reflected in the deliverable schedule in the scope of work.

Operational

The PATH project administrator will work with the selected applicant(s) to obtain necessary information for contracting depending on the funding type.

Subaward Intake Form

This online form requests information related to contacts, billing, tax information, and financial reporting. It also provides information about PATH's indirect cost acceptance policy and space to respond to feedback that the evaluation committee would like addressed prior to the finalization of the subaward.

Subrecipient Financial Risk Assessment

The subrecipient must first complete the financial questionnaire and return it to PATH electronically. PATH project administrators will then score the questionnaire and determine areas in need of capacity building to ensure the subrecipient's success. This process helps the DHE project to deploy the additional resources required when granting a subagreement to a particular organization. An organization classified as high risk can still be granted a subagreement but will require higher levels of support and capacity building.

Budget

The PATH project administrator will work with the successful applicants to obtain a revised budget and request additional cost-basis validation, as needed.

Negotiate Terms of the Subaward

PATH's Office of Grants and Contracts will prepare a draft subaward tailored to the inputs provided through the documents above. The PATH project administrator will share a draft subaward for the successful applicant's technical and organizational review. The successful applicant should review all terms and conditions to ensure its ability to comply. The successful applicant should comment directly in the draft to indicate areas where the terms may conflict with the successful applicant's internal policies and procedures or their ability to comply, in order to facilitate further discussion with the technical or operational teams as appropriate.

Facilitate Signature of the Subaward

Upon resolution of all comments in the draft subaward, the PATH project administrator will share the draft with the Office of Grants and Contracts to prepare a final subaward for signature. PATH's practice is that our partners initiate the signature process. This may be through paper or electronic signature.

- **Paper:** The project administrator will share a copy of the subaward with the successful applicant. The successful applicant will facilitate organizational signature and return to the project administrator, who will facilitate PATH countersignature and will return a fully executed copy to the successful applicant as available.
- **Electronic:** The Office of Grants and Contracts will share a copy of the subaward through DocuSign with the designated successful applicant and PATH signatories.

Implementation and Management

The DHE project will host a kickoff meeting to bring together the technical and operational workstreams from PATH and the successful applicant to discuss the subaward and thus ensure clarity on the terms and conditions. The DHE project will maintain two integrated workstreams throughout subaward implementation, although the level of engagement will vary by context.

Technical

The PATH technical manager will provide relationship and implementation management through regular touch points with successful applicants, as defined in the subaward. The technical manager will receive all technical workstream deliverables and will be responsible for reviewing technical deliverables for accuracy and completion and financial deliverables for congruity with technical deliverables.

Operational

The PATH project administrator will receive all operational workstream deliverables and will be responsible for reviewing financial deliverables for accuracy and processing payments. The project administrator will also respond to contractual questions and provide guidance related to the application of PATH and funder terms and conditions.

Closeout

Subaward closeout is a process employed to certify compliance with all terms and conditions of the subaward at the conclusion of the project. Terms and conditions include: the submission of all required deliverables to PATH, no outstanding programmatic or financial issues pending, the successful applicant received all payments according to each specified deliverable from PATH under the subaward, and there are no further obligations by either party with respect to the subaward. PATH employs this process by issuing a final amendment that validates the above.