Request for Proposal

Request for quotation (RFQ) number: RFP# 2026-064

For: To provide business analysis and enterprise architecture services to the Strengthening Health through Integrated Environmental and cLimate Data (SHIELD) project.

1. Summary of deadlines

Release of RFQ	Thursday 11th June 2026
Confirmation of interest due	Thursday 25th June 2026
Quotations due	**Friday 10th July 2026 5.00 PM UTC (17h00)**
Bidders notified of decision	Friday 24th July 2026

Note: PATH reserves the right to modify this schedule as needed. Any changes will be communicated to all parties simultaneously via email.

2. PATH statement of business

PATH is a global nonprofit dedicated to achieving health equity. With more than 40 years of experience forging multisector partnerships, and with expertise in science, economics, technology, advocacy, and dozens of other specialties, PATH develops and scales up innovative solutions to the world's most pressing health challenges. Visit www.path.org to learn more.

3. Purpose of the request for quotations

This Request for Proposals (RFP) seeks to procure a joint Business Analysis (BA) and Enterprise Architecture (EA) team for the SHIELD project. BA defines ***what is needed*** in terms of services, workflows, and functional and non-functional requirements, while EA defines ***how these needs are realized*** through system architecture, integration approaches, and technical and interoperability standards. Together, these disciplines will establish foundational requirements, processes, and design principles for the SHIELD Climate and Health Data Service.

The assignment will produce a procurement-ready architecture and requirements package to inform a subsequent technical RFQ for the design, development, and implementation of the platform. The selected team will work closely with the Ministry of Health (MOH), the Ministry of Natural Resources and Climate Change (MNRCC), and the PATH-led SHIELD consortium as an embedded extension of the core delivery team.

The EA function must be grounded in established enterprise architecture practices, including demonstrated experience applying The Open Group Architecture Framework (TOGAF) to ensure structured, standards-based architecture development, governance, and documentation.

The SHIELD Climate and Health Data Service is a national decision-support platform that integrates climate, environment and health data into harmonised, analysis-ready datasets to support early warning, risk assessment, resource allocation, and response planning. It strengthens decision-making by enabling cross-sector use of existing data without replacing or duplicating foundational systems. The platform emphasizes data quality, interoperability, and clear separation of raw data from analytical interpretation, enabling transparency, traceability, and responsible use of AI-enabled analytics.

- Deliverables: See Annex A Scope of Work.
- Timeline: Three months.

4. Quotation requirements, pricing, and costs

Please enter your costs in the table below. Costs should be itemized into components, and a detailed description of each component, along with the associated time and costs, should be included.

Line item no.	Component/Item [insert name]	Component/Item description	Delivery date	Unit cost [US$]	Total line item cost [US$]

				Total quotation price [US$]	

Note:

- Indicate associated services for delivery of the supply, as applicable. Include details such as user training, maintenance costs for at least 12 months, warranties, testing, cost of deliverables or commodities, shipping and freight, insurance, import taxes, payment terms (if not standard, such as payment after delivery), and any other associated costs.
- The supplier is expected to submit a profile of corporate qualifications, a summary of experience in similar or related work completed within the past 24 to 36 months, the number of years in business, annual revenue for the last three financial periods, clarification on the specific legal entity submitting the bid, and any other relevant justification for qualification.
- By submitting a quotation, the supplier agrees to allow PATH to carry out further due diligence responsibly and in compliance with relevant General Data Protection Regulation provisions.

5. Instructions for submission

A. PATH contacts

Technical/Program and Procurement email contact: malawiprocurement@path.org

B. Confirmation of interest

Please submit a statement acknowledging receipt of this solicitation and your intent to respond (or not) no later than Thursday 25th June 2026. Send the confirmation to the contacts listed in Section 5 A above.

C. Quotations due: **Friday 10th July 2026.**

Completed quotations must be submitted by email to the contacts listed in Section 5 A above. The subject line of the email should read: RFP# 2026-064 [Your Company Name].

D. Conclusion of process

Applicants will be notified of PATH's decision by Friday 24th July 2026. The final award is subject to the terms and conditions outlined in this solicitation, as well as the successful negotiation of all applicable terms and conditions related to this work.

6. Terms and conditions of the solicitation

A. Notice of nonbinding solicitation

PATH reserves the right to reject any or all bids received in response to this solicitation and is not obligated to accept any proposal.

B. Confidentiality

All information provided by PATH as part of this solicitation must be treated as confidential. Unauthorized disclosure of such information may result in PATH seeking appropriate remedies under applicable law.

Proposals, discussions, and all information received in response to this solicitation will remain strictly confidential except as otherwise noted.

C. Conflict of interest disclosure

Suppliers bidding on PATH business must disclose any actual or potential conflicts of interest to the procurement contact listed in the RFQ. Conflicts of interest may exist if a personal relationship with a PATH staff member constitutes a significant financial interest, a board membership, other employment, or ownership or rights in intellectual property that conflict with the supplier's obligations to PATH. Both suppliers and PATH are safeguarded when actual or perceived conflicts of interest are disclosed. When necessary, PATH will develop a management plan to mitigate potential risks associated with disclosed conflicts of interest. Contacting third parties involved in the project, the review panel, or any other party will be considered a conflict of interest and may result in disqualification of the proposal. All communications regarding this solicitation shall be directed to the appropriate parties at PATH listed in Section 5 A.

D. Acceptance

Acceptance of a proposal does not imply acceptance of its terms and conditions. PATH reserves the right to negotiate the final terms and conditions, as well as the substance of the RFQ finalists' proposals. Additionally, PATH may choose to accept partial components of a proposal if appropriate.

E. Proposal validity

Proposals submitted under this RFQ must remain valid for 90 days from the submission deadline. The validity period must also be explicitly stated in the proposal.

7. Annex A: Scope of work

General Objective

To provide business analysis and enterprise architecture services to the **Strengthening Health through Integrated Environmental and cLimate Data'(SHIELD)** project.

Background

Climate change and environmental degradation are already affecting health outcomes in Malawi. Floods, cyclones, heat stress, changing rainfall patterns, air, soil and water pollution are contributing to increased risks of cholera, malaria, diarrheal diseases, malnutrition, and other environmental and climate-sensitive conditions. While Malawi has strong institutions and systems generating climate and health data, these data are often produced and used separately. As a result, critical decisions related to preparedness, resource allocation, and early action are frequently made without a combined view of climate and health risk. The challenge is not always a lack of data, but how to bring existing data together in a way that supports timely, practical decision-making by the Ministry of Health (MOH), the Ministry of Natural Resources and Climate Change (MNRCC), and their partners.

This project responds to that gap. The Strengthening Health through Integrated Environmental and cLimate Data (SHIELD) project is funded by Wellcome and implemented by a PATH-led consortium in close collaboration with the MOH and MNRCC. SHIELD is a research project designed to strengthen how climate and health data are used together to support planning, preparedness, and resilience under Ministry leadership.

The Climate and Health Data Service is a national decision-support platform, not a new surveillance system or a replacement for existing systems. It integrates climate, health, environmental, and demographic data across time scales and geographies and transforms them into harmonized, analysis-ready datasets to support decision-making. These data enable users to generate insights, develop models, and support a range of use cases, such as early warning, risk assessment, resource allocation, and response planning, without duplicating foundational data processing. The Climate and Health Data Service maintain a clear separation between raw data and analytical interpretation, thereby enhancing transparency, traceability, trust, and adaptability as models and evidence evolve. This foundation is particularly important for the responsible use of AI tools, as high-quality, interoperable, and well-governed datasets are essential for developing reliable, explainable, and scalable AI-driven analytics and decision-support applications. It provides shared, reusable digital capabilities that can support multiple services, institutions, and programs, enabling cross-sector coordination, and long-term sustainability.

The SHIELD project is structured around three interconnected work packages to achieve this goal:

1. **Co-design and implement integrated climate and health data services.**
   This work package maps existing climate and health data systems, identifies gaps, and contributes to a shared national vision for integrated data services. Country teams jointly develop enterprise architecture and governance models and prioritise use cases. Local partners then build and iteratively refine initial platform capabilities.
2. **Strengthen leadership, coordination, and local innovation.**
   This work package focuses on strengthening multisectoral coordination and institutional capacity for climate and health data use. It includes engagement with technical working groups, targeted training and capacity strengthening, and support for coordinated use of data services across government and partner institutions.
3. **Plan for sustainability and scale.**
   This work package supports the long-term institutionalization and financing of climate and health data services. It includes development of costed roadmaps, investment cases, and support to governments to secure funding and embed services within national systems.

Period of performance

The proposed period of performance for conducting the activities is **three months**.

Indicative budget

The indicative budget envelope for this assignment is in **the range of USD 75,000 to USD 100,000.**

Purpose and scope

This request for quotations (RFQ) relates to Work Package 1, under which the SHIELD project will procure a joint Business Analysis (BA) and Enterprise Architecture (EA) team. BA defines ***what is needed*** in terms of services, workflows, and functional and non-functional requirements, while EA defines ***how these needs are realized*** through system architecture, integration approaches, and technical and interoperability standards. Together, these disciplines establish foundational requirements, processes, and design principles for the SHIELD climate and health data services platform.

The outputs of this assignment will form a procurement-ready blueprint for a subsequent technical request for proposal (RFP) to select a vendor responsible for designing, developing, and implementing the data services platform. The selected BA/EA team will work in close collaboration with the Ministry of Health (MOH) and the PATH-led SHIELD project team as an integrated extension of the core team.

The EA function must be grounded in established enterprise architecture practices, including demonstrable experience applying The Open Group Architecture Framework (TOGAF) , a globally recognized methodology for enterprise architecture development, to guide architecture design, governance, and documentation.

Activities and deliverables

The scope is organised into four major activities:

Activity 1: Conduct discovery and current state analysis.

Objective: Establish a shared understanding of existing systems, workflows, stakeholders, and constraints across health, climate, information and communications technology (ICT), and related sectors.

Key stakeholders: Key stakeholders include, but are not limited to:

- Malawi University of Business and Applied Sciences (MUBAS), research partner.
- Stockholm Environment Institute (SEI), research partner, Ministry of Health (MOH), Malawi, and its relevant departments, including the
  - Department of Public Health (Ministry of Health, Malawi)
  - Digital Health Division (DHD)
- Public Health Institute of Malawi (PHIM).
- Department of Disaster Management Affairs (DODMA), under the Office of the President and Cabinet.
- Department of Climate Change and Meteorological Services (DCCMS), under the Ministry of Natural Resources and Climate Change.
- Additional ministries, agencies, and partners involved in generating, managing, or using climate and health data (e.g., national statistical offices, research institutions, and development partners).

Activities	Deliverables
Business Analysis (BA)	
- Work with the PATH-led SHIELD team to engage stakeholders across sectors through appropriate information gathering activities e.g. interviews, workshops, and co-design sessions. - Elicit initial business, user, and operational requirements, including how climate and health data are currently accessed, analysed, and used in decision-making. - Identify priority decision-making contexts and workflows (e.g., disease surveillance, outbreak response, or emergency preparedness planning). - Document current ("as-is") processes, including data flows, reporting structures, and decision points. This includes	**-D1.1**: Stakeholder engagement plan developed in coordination with the PATH-led SHIELD team. **-D1.2**: Summary of stakeholder consultations and key findings. **-D1.3**: "As-is" business process maps (BA), including key workflows and data flows across sectors.

identification of key pain points, inefficiencies, and barriers to effective data use across institutions.	
Enterprise Architecture **(EA)**	
- Map the existing system landscape across relevant sectors, including health information systems, climate and meteorological platforms, and related data systems (i.e. environmental and demographic). This includes the identification of current applications, data sources, and system integrations (e.g., linkages between health reporting systems and climate data platforms). - Document technology, infrastructure, and interoperability constraints (e.g., lack of data exchange standards, fragmented systems, or limited system integration). -Assess alignment with existing national strategies, standards, and platforms (e.g., digital health architecture, interoperability frameworks). -Identify opportunities to leverage or build upon existing systems rather than duplicate them.	**-D1.4**: Current state system landscape architecture (EA), including key systems, data flows, and integration points. **-D1.5**: Summary of technical and interoperability constraints and opportunities.

Activity 2: Define and prioritise requirements.

Objective: Define, structure, validate, and prioritise functional and non-functional requirements for the SHIELD platform.

Activities	Deliverables
Business Analysis (BA)	
-Consolidate elicited requirements from stakeholder engagement and discovery activities. This includes structuring the requirements into clear functional and non-functional categories (e.g., data ingestion, analytics, user interfaces, reporting, performance, and security). -Refine and document requirements across **1 to 2 selected priority use cases** (e.g., integrating climate data into disease surveillance, early warning systems, or emergency response workflows).	**-D2.1**: Validated requirements catalogue (Excel format), consisting of a structured, prioritised, and stakeholder-validated inventory of all high-level functional and non-functional requirements.

-Validate requirements with stakeholders through structured review sessions and feedback loops. Then, resolve inconsistencies, overlaps, or gaps identified during validation. -Prioritise requirements using an agreed methodology (e.g., MoSCoW or equivalent), considering feasibility, impact, and alignment with national priorities.	
Enterprise Architecture **(EA)**	
-Translate validated requirements into architectural implications across data, application, and technology domains. -Identify gaps in existing systems, data flows, and infrastructure relative to the defined requirements. -Assess current and future capabilities across systems, processes, and institutions (i.e., capability gap analysis). -Define high-level architectural principles (e.g., modularity, interoperability, scalability, and reuse of existing systems). -Define key technical, policy, and operational constraints that will shape system design. -Align requirements and architectural considerations with relevant governance structures, national strategies, and interoperability frameworks.	-**D2.2**: Capability gap analysis, assessing differences between current and target capabilities across systems, processes, and institutions, and identifying gaps that must be addressed to enable the SHIELD platform. -**D2.3**: Architectural principles and constraints document, outlining agreed design principles and key constraints to guide system architecture development and ensure alignment across stakeholders.

Activity 3: Define the future-state

Objective: Define the future ("to-be") service workflows and EA for the integrated SHIELD platform.

Activities	**Deliverables**
Business Analysis (BA)	
-Design future-state data workflows and processes that reflect how climate, health, environmental and demographic data will be integrated and used to support priority decision-making use cases. -Define end-to-end workflows for agreed key processes (e.g., early warning, disease surveillance, planning, and response), including data flows, user interactions, and decision points. -Identify opportunities for process optimisation, including streamlining data access, reducing duplication, and improving timeliness and usability of data. -Ensure that proposed workflows are aligned with user needs, institutional roles, and real-world operational constraints.	-**D3.1**: "To-be" process maps, illustrating future-state workflows, data flows, and decision points across priority use cases.

Enterprise architecture (**EA**)	
-Develop a future-state enterprise architecture model that reflects the integrated SHIELD platform and its role within the broader national ecosystem. -Define a **minimum viable architecture** across key layers, including data, application, and technology domains. -Design an interoperability approach across systems, including how climate and health data will be exchanged, integrated, and made accessible. -Define integration patterns and architecture building blocks (e.g., data ingestion pipelines, APIs, integration layers, or shared services). -Ensure alignment of the future-state architecture with national digital health strategies, existing platforms, and interoperability standards. -Identify opportunities to leverage and extend existing systems and infrastructure where appropriate.	-**D3.2**: Future-state enterprise architecture model, describing the target architecture across data, application, and technology layers. -**D3.3**: High-level integration architecture diagrams, illustrating system interactions, data flows, and integration approaches.

Activity 4: Produce requirements specification and architecture blueprint

Objective: Translate validated requirements and future-state designs into developer-ready specifications and architecture artefacts.

Activities	Deliverables
Business Analysis (BA)	
-Develop structured functional and non-functional specifications aligned with validated requirements (e.g., data ingestion, analytics, reporting, performance, and security requirements). -Consolidate and synthesise outputs from prior phases (e.g., user personas, journey maps, and process maps) into a coherent requirements framework. -Produce 1 to 2 structured use cases and/or user stories that clearly describe system functionality from the perspective of different user groups (e.g., national planners, district health officers, or analysts). -Ensure that requirements are clearly documented, traceable, and suitable for use by downstream technical vendors.	-**D4.1**: Structured requirements specification document (BA), incorporating deliverables from prior phases (e.g., user personas, process maps, and prioritized requirements).
Enterprise architecture (EA)	
-Develop conceptual and logical architecture views that describe the overall structure and key components of the platform. -Define system components and integration architecture, including how data, applications, and services interact across the system.	-D4.2: EA blueprint, including: • Application architecture. • Technology architecture.

-Ensure alignment with relevant interoperability standards, national frameworks, and existing platforms. -Produce architecture diagrams and blueprints that clearly communicate system design, integration approaches, and data flows. -Provide inputs to a high-level implementation roadmap, including sequencing considerations, dependencies, and key design decisions to guide development.	Architecture artefacts (diagrams and models). • Inputs to a high-level implementation roadmap.

8. Annex B. Bidder's proposal format

The proposal is expected to include the following and **must not exceed 10 pages** (not including annexes) and must demonstrate your organizational experience and capability to successfully deliver the services described in this Scope of Work. The response should clearly highlight relevant technical expertise, contextual experience, and the ability to work collaboratively with diverse stakeholders.

Evaluation criteria	Maximum pages	Proposal outline
Background and experience	Maximum 2 pages	**1. Technical and sectoral expertise** Briefly describe the organization's expertise and track record in: • Digital health, climate information systems, or public sector digital transformation • Enterprise architecture and digital ecosystem design • Experience in low-resource or LMIC contexts • Experience in structured requirements gathering and stakeholder consultations 2. **Relevant project experience** Summarize two (2) comparable projects completed within the past three (3) years. For each project, provide the client, country/context, timeframe, objectives and scope, key activities, methodologies used, and key results or outcomes achieved. **Experience working in Malawi is strongly preferred**. Bidders should highlight any prior engagement with relevant Malawian stakeholders, such as the Ministry of Health, Department of Climate Change and Meteorological Services, or other government institutions, as well as collaboration with local partners, international organizations, or digital health initiatives operating in Malawi. Demonstrated familiarity with the local policy environment,

		institutional landscape, and digital health ecosystem will be considered an asset**.**
Expert personnel	Maximum 1 page not including CVs	○ Describe the personnel you intend to use for implementation of the scope, clearly stating the role of each expert. ○ Attach a CV/resume (no more than 3 pages) for each expert.
Methodology / Approach and workplan	Maximum 7 pages	○ Explain how you intend to implement this scope. ○ Describe potential risks and plan to overcome them. ○ Provide a high-level workplan with activities and timeline consistent with the activities and deliverables outlined above.