

RESPONSES TO QUESTIONS FOR CLARIFICATION ON RFQ2026-064

1. Request for Quotation (RFQ) or Request for Proposal (RFP)?

These procurement terms have been used interchangeably but may entail different implications in terms of the expected response (quotation only/financial proposal versus full technical and financial proposal). Kindly confirm what constitutes a contractually acceptable response to this solicitation.

Response:

This is a **Request for Quotation (RFQ)**. The RFQ requires both a **technical proposal** and a **financial quotation**.

The financial quotation should follow the template and instructions provided in **Section 4: Quotation Requirements, Pricing and Costs (page 3)**.

The technical proposal should follow the format described in **Section 8, Annex B: Bidder's Proposal Format (page 10)**. The table in Annex B specifies the required contents of the technical proposal, which must not exceed **10 pages**, excluding annexes.

2. Does baseline information for the SHIELD project already exist to provide context on the health system, climate-sensitive disease burden, and climate risks? Will this be made available to the successful bidder?

Response:

Yes. Relevant baseline information is available and will be shared with the successful bidder where appropriate to support delivery of the assignment. However, bidders are expected to demonstrate an understanding of digital health, enterprise architecture, and climate and health systems, in the context of Malawi. Prior experience in these domains will be considered an advantage.

3. We assume the SHIELD Project will focus on specific climate-sensitive public health conditions (e.g., malaria, cholera, diarrheal diseases, malnutrition) rather than all health conditions. If so, which tracer conditions should respondents focus on?

Response: The SHIELD platform is intended to serve as a **shared digital infrastructure** capable of supporting a broad range of climate and health use cases, rather than being designed around a limited set of diseases or programmes. A key component of the assignment is to engage with government stakeholders and the SHIELD project research team to identify and prioritize use cases. However, the platform architecture and requirements should be sufficiently flexible to support future use cases beyond those initially identified.

4. Is the solicitation geography-sensitive (e.g., focused on disaster-prone districts or climate hotspots), or geography-neutral? Clarity on this is important for determining the scope of stakeholder engagement.

Response:

The assignment is **Malawi-specific** and is intended to support the Ministry of Health's national SHIELD platform. The business architecture and enterprise architecture should therefore be developed from a national perspective, while taking into account that the platform will support data and users across districts and programmes.

The objective is not to design a solution for specific geographic areas or climate hotspots, but rather a national platform that can support multiple climate and health use cases across Malawi.

5. What decision-making level(s) within the health system is the integrated data platform intended to support?

Response:

The primary users of the SHIELD platform are expected to be at the **national and district levels**, where the platform will support analysis, planning, and decision-making. The platform is not intended for routine use at the facility level.

6. Has PATH previously engaged a consultant or organization to perform Business Analysis, Enterprise Architecture, digital health architecture, or related work for the SHIELD project?

Response:

No. This assignment represents the initial Business Analysis and Enterprise Architecture engagement for the SHIELD platform.

7. If so, who is the incumbent or previous service provider?

Response:

Not applicable.

8. Is the incumbent vendor allowed to participate in this RFQ?

Response:

Not applicable, as there is no incumbent service provider.

9. Can PATH share the current limitations and challenges in the existing climate and health data ecosystem that should be prioritized during the assessment?

Response:

Identifying and documenting the current-state challenges is a core component of the assignment. Bidders should describe the methodology they will use to undertake this assessment as part of their technical proposal.

10. Can PATH provide an inventory of the existing health, climate, environmental, and demographic data systems that should be considered during the current-state assessment?

Response:

Relevant background information and documentation will be shared with the successful bidder where appropriate. However, developing a comprehensive inventory of the existing systems landscape forms part of the assignment.

6. Does PATH have any preferred technology stack, platforms, or architectural standards that bidders should consider while developing the future-state architecture?

Response:

No. One of the objectives of the assignment is to assess the current environment and recommend appropriate technologies and architectural approaches through engagement with Ministry of Health stakeholders and technical specialists.

7. Does PATH have a preferred cloud platform (e.g., AWS, Azure, Google Cloud) or hosting environment for the future solution?

Response:

No. Recommendations regarding hosting environments and cloud platforms are expected to form part of the architecture assessment and should be informed through stakeholder engagement and technical analysis.

8. Are there any preferred databases, integration platforms, API standards, or analytics tools that should be considered?

Response:

No. The selected bidder is expected to assess the existing environment and recommend appropriate technologies while taking into account existing Ministry of Health standards and constraints.

9. Are bidders expected to recommend the most appropriate technologies, or should the architecture align with existing technology standards and platforms already in use by the participating agencies?

Response:

Both. Bidders are expected to recommend appropriate technologies while taking into account the existing technology landscape, standards, investments, and interoperability approaches within the Malawi Ministry of Health.

10. Which existing systems are considered mandatory for integration?

Response:

Identifying the systems requiring integration is part of the Business Analysis and Enterprise Architecture activities and will be determined through stakeholder engagement.

11. Are there existing architecture standards, interoperability frameworks, or documentation that the selected team should follow?

Response:

Yes. Relevant documentation and interoperability guidance will be made available to the successful bidder where appropriate. However, reviewing the existing documentation, identifying any applicable standards and frameworks, and assessing their relevance and maturity within the Malawi Ministry of Health ecosystem form part of the assignment. The resulting Enterprise Architecture should build on and align with these existing artefacts where appropriate.

12. Are there preferred methodologies for stakeholder engagement, requirements prioritization, or architecture development?

Response:

Bidders should describe the methodologies they propose to use. The Enterprise Architecture approach should align with TOGAF principles, and the proposed methodology should support the activities and deliverables described in the RFQ.

13. Are there specific collaboration tools or platforms that PATH expects the selected team to use?

Response:

Yes. Details will be shared with the successful bidder. Collaboration is expected to make use of PATH's standard platforms, including the Microsoft Office Suite (e.g., SharePoint, Teams) and the Google Workspace suite.

14. Are existing data exchange mechanisms (APIs, data warehouses, integration platforms, ETL pipelines, etc.) currently available?

Response:

Assessing the existing integration mechanisms and data exchange capabilities forms part of the current-state assessment.

15. Is prior experience working in Malawi mandatory, or will it be considered only as a preferred qualification?

Response:

Prior experience working in Malawi is highly desirable but is not mandatory. Demonstrated experience in digital health, climate and health, health information systems, and data integration in similar contexts will be considered an advantage.

16. Who will be responsible for reviewing and approving the Business Analysis and Enterprise Architecture deliverables?

Response:

Deliverables will be reviewed and approved by the PATH digital health technical lead in consultation with relevant project subject matter experts, as appropriate.

17. Does PATH have a preferred approach or framework for capability gap analysis and future-state architecture development?

Response:

Yes. The Enterprise Architecture work should align with the TOGAF framework, as specified in the RFQ.

18. Can PATH provide the expected data sources and existing systems that should be considered during the current-state system landscape assessment and integration analysis?

Response:

Relevant background information will be shared with the successful bidder where appropriate. However, identifying and documenting the system landscape forms part of the assignment.

19. What types of structured and unstructured data sources currently exist?

Response:

Relevant background information will be shared with the successful bidder where appropriate. Assessing available data sources and their characteristics is also part of the assignment.

20. Will real-time integration be required, or is batch integration acceptable?

Response:

Determining the appropriate integration approaches, including where real-time or batch integration is appropriate, forms part of the assessment and recommendations.

21. Will role-based access control requirements be defined during this engagement?

Response:

Yes. Security, user roles, and access control requirements are expected to be identified and documented as part of the Business Analysis and Enterprise Architecture activities.

22. Are identity management and Single Sign-On expected architectural considerations?

Response:

Yes. Identity and access management considerations, including Single Sign-On where appropriate, should be considered as part of the architecture assessment and recommendations.

23. Is remote delivery acceptable, or are any on-site activities expected during the three-month engagement period?

Response:

The assignment is expected to include in-country activities to support stakeholder engagement, requirements gathering, workshops, and validation. A hybrid approach is acceptable, but bidders should budget for the required travel.

24. Do you accept offshore resources?

Response:

Yes. Offshore resources may be included as part of the proposed team. However, bidders should ensure that the team includes sufficient in-country engagement to successfully deliver the stakeholder consultation, requirements gathering, and validation activities described in the RFQ.

25. Can PATH clarify the anticipated AI-enabled analytics use cases referenced in the RFQ?

Response:

The scope of this assignment is focused on the Business Analysis and Enterprise Architecture for the SHIELD platform rather than the design of specific AI-enabled analytics use cases. Future analytical capabilities may be identified during stakeholder engagement but are not prescribed as part of this assignment.

26. Will the selected Business Analysis/Enterprise Architecture vendor be eligible to participate in the subsequent implementation procurement?

Response:

Yes. Participation in this engagement does not preclude the successful bidder from participating in any future implementation procurement, subject to PATH's procurement policies and any applicable conflict-of-interest requirements.

27. Does PATH anticipate awarding the implementation contract to a single vendor or multiple vendors?

Response:

PATH currently anticipates procuring the implementation through a single contract. Bidders may propose a consortium where appropriate.

28. Will implementation procurement be released immediately following completion of this engagement?

Response:

Subject to project approvals and funding, implementation procurement is anticipated to commence shortly following completion of this assignment.

29. Should travel expenses be included within the indicative budget, or will they be reimbursed separately?

Response:

All anticipated travel costs should be included within the financial quotation.

30. Does PATH have any minimum resource or staffing requirements that bidders should propose?

Response:

No specific team composition is prescribed. However, the proposed team's qualifications, experience, and overall capability to deliver the assignment will form an important part of the evaluation.

31. If a proposed resource becomes unavailable before project commencement, may the bidder substitute another resource with similar qualifications and experience?

Response:

Yes. Resource substitutions are permitted, provided that the replacement resource demonstrates qualifications, experience, and expertise that are equivalent to or better than those proposed in the original submission and are acceptable to PATH.