

BID SOLICITATION

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Grand Challenges Canada®
Grands Défis Canada

BOLD IDEAS WITH BIG IMPACT®

Bid Solicitation:

Public sector scaling support for maternal, newborn and child health innovators in low- and middle-income countries

Submission Deadline:

March 23, 2020 - 17:00 ET

RFP-VA-2020-02-03

Part 1: Introduction

1.1 Objective

Grand Challenges Canada is seeking proposals for an exciting opportunity to support the facilitation of a ten (10) month public sector scaling platform to support the maternal, newborn and child health innovations in low- and middle-income countries supported through **Grand Challenges Canada's Transition to Scale** program (a mix of non-profits and companies/social enterprises). The goal of the platform is to help innovators to successfully develop and/or implement public sector scaling strategies, and ultimately increase the impact of Grand Challenges Canada's investments with the purpose of saving and improving lives at scale.

Several innovations supported by Grand Challenges Canada have been adopted by local governments. We know that scale up achieved through public sector uptake requires a combination of savvy innovators, sufficiently mature innovations as well as demand by local governments for the innovation. **With this opportunity, we are looking to match our innovators with Venture Advisors that understand local public procurement systems, processes, and actors, and can support these innovations to adequately align with local government priorities.** Please also see *Venture Advisors to Facilitate Public Sector Scaling of Innovations (RFP: RFP-VA-2020-01-20)* through which we are sourcing support to better understand and test potential opportunities for Grand Challenges Canada to catalyse more systemic demand for matured innovations by local governments to improve maternal, newborn and child health, and sexual and reproductive health and rights.

Based on our experience to date, Grand Challenges Canada has learned that:

- (1) innovators who plan to scale their innovative health solutions via public sector uptake are often challenged to secure strong government buy-in, backed by financial commitment(s);
- (2) despite early promise of the impact of service or product innovations, securing public sector adoption often requires proof at increased scale with a greater (and sometimes unclear) evidence threshold;
- (3) innovators may not fully grasp the complexity of government bureaucracy amid competing interests, different stakeholders, and accountabilities within public systems;
- (4) innovators often struggle to develop and execute sophisticated government engagement strategies capable of withstanding expected or unexpected bureaucratic or political transitions. This may include lack of capacity to establish and maintain partnerships, hire appropriate staff, attract funding for government partnership activities, and develop internal systems;
- (5) innovators are eager to support each other and share resources and learning.

Accordingly, Grand Challenges Canada is intending to launch an up to ten (10) month public sector scaling platform focused on supporting innovators to successfully develop public sector scaling strategies, build and maintain key government partnerships, and ultimately increase the impact of Grand Challenges Canada's investments with the purpose of saving and improving lives at scale.

This program is to be provided by a firm or firms, along with their extended networks, and may include: one-on-one venture advisory services (business mentoring, coaching and/or advice); introductions to key networks and opportunities; interactive and/or digital platforms; facilitation of guest speakers; and, co-learning group meetings.

The objective of this Bid Solicitation is to select bidder(s) (each a “Bidder”) to enter into a contract with Grand Challenges Canada to provide the services described in the Statement of Work, as defined in Appendix A. Bids are expected to cover the scope of work for a specific geography/region, where bidders have deep expertise and experience, as outlined in Appendix D. Bidders that are able to address multiple geographies are also welcome. Appendix B defines the evaluation criteria that will be used during the selection process.

1.2 Period of Contract

The resulting contract will be in effect from approximately June 1, 2020 to March 31, 2021, with the option to renew for up to three additional 12-month terms, if so desired by Grand Challenges Canada.

1.3 About Grand Challenges Canada

Launched in 2010, Grand Challenges Canada is dedicated to supporting Bold Ideas with Big Impact®. Funded by the Government of Canada and other partners, Grand Challenges Canada funds innovators in low- and middle-income countries and Canada. The bold ideas Grand Challenges Canada supports integrate science and technology, social and business innovation – known as Integrated Innovation®. One of the largest impact-first investors in Canada, and with a feminist investment approach, Grand Challenges Canada has supported a pipeline of over 1,200 innovations in over 85 countries. Grand Challenges Canada estimates that these innovations have the potential to save up to 1.6 million lives and improve up to 51 million lives by 2030.

Our Transition to Scale investments aim to bridge the gap in funding between philanthropy and more market-rate capital. We invest in early-stage innovations or enterprises that can demonstrate improved health outcomes at a pilot level and have a clear, credible vision to long-term scale and sustainability. We support innovations with significant potential for improved outcomes in Reproductive, Maternal, Newborn and Child Health. We fund a wide range of innovations that align with this goal, including but not limited to, those within the following thematic areas:

Saving Lives at Birth: Improving health-seeking behaviors and outcomes through prevention and treatment approaches for pregnant women and newborns around the time of birth.

Saving Brains: Improving child development, with an emphasis on the first 1000 days, through early learning and nurturing care, better health and nutrition, and protection from maltreatment.

Menstrual, Sexual & Reproductive Health & Rights: Promotion and access to full range of services and information for women and adolescent girls including contraception, family planning, and sexuality education.

Sanitation: Ensuring availability and sustainable management of sanitation services through container-based toilet enterprises and, end-to-end sanitation solutions, and other approaches.

For more information, please see: www.grandchallenges.ca including our Annual Report under ‘Who We Are’.

1.3 Language

- Grand Challenges Canada supports innovative ideas, hereinafter referred to as innovations. Innovations are implemented by enterprises with various organization

structures (i.e., for-profit and non-profit social enterprises, non-governmental organization, or academic institutions). “Innovators” refers to the individuals; acting on behalf of these organizations, to implement innovations funded by Grand Challenges Canada.

- “Online platform” refers to online tool(s) to enable innovators to access the services outlined in Appendix A. Grand Challenges Canada is agnostic to which online tools are proposed, as long as proposals outlined how the proposed online tool(s) will be leveraged to provide the services outlined in Appendix A.

Part 2: Standard Instructions, Clauses and Conditions

2.1 Submission of Proposal

- a. Grand Challenges Canada requests that each Bidder submit a proposal (“Bid”) by email only, to the email address outlined in Paragraph 2.2, as early as possible, but **no later than 5pm Eastern time on March 23, 2020** (the “Closing Date”).
- b. The Bid must include the Bidder’s name, a contact name, address, telephone and fax numbers, and email address.
- c. Grand Challenges Canada requests that each Bid contain a covering letter signed by the Bidder or by an authorized representative of the Bidder. The covering letter should reference the RFP Reference Number, which is included on the cover page of this Bid Solicitation. The Bidder’s signature indicates acceptance of the terms and conditions set out and/or referenced herein. The signatory must have authority to commit the organization by making such the Bid. A contract will not be awarded until a signed covering letter from the Bidder is received by Grand Challenges Canada. If the Bidder fails to provide a signed covering letter when requested to do so by Grand Challenges Canada, then the Bidder shall be disqualified from the bidding process and be declared non-compliant. The covering letter shall not be counted towards the Bid page limit.
- d. It is the Bidder's responsibility to:
 - i. Obtain clarification of the requirements contained in the Bid Solicitation, if necessary, prior to submitting a Bid **on or before 5 pm Eastern time on March 23, 2020**;
 - ii. Prepare its Bid in accordance with the instructions contained in this Bid Solicitation;
 - iii. Submit by the Closing Date;
 - iv. Send its Bid only to the Contracting Authority named in Paragraph 2.2 below;
 - v. Provide a contact name, address, telephone number and email address in its Bid, as indicated in 1b above; and
 - vi. Provide a comprehensible and sufficiently detailed Bid, including all requested pricing details that will permit a complete evaluation, in accordance with the criteria set out in this Bid Solicitation.
- e. Bids will remain **open for acceptance** for a period of not less than twenty-one (21) calendar days from the Closing Date of the Bid Solicitation. Upon notification to the responsive Bidders, Grand Challenges Canada reserves the right in its sole discretion to extend the bid validity period at any time for up to fourteen (14) calendar days.
- f. Bids and/or amendments thereto will only be accepted by Grand Challenges Canada if they are received at the email address indicated below in Paragraph 2.2, on or before the Closing Date specified herein.
- g. Bids received on or before the stipulated Closing Date will become the property of Grand Challenges Canada and will not be returned.
- h. All information within this Bid Solicitation is to be held in confidence.

- i. Grand Challenges Canada will regard and preserve as confidential and proprietary to the disclosing party all information, written, oral or computer-based, to which it has access as part of this Bid Solicitation, except with prior approval of the Bidder.
- j. Except as specifically provided otherwise in this Bid Solicitation, Grand Challenges Canada will evaluate a Bidder's Bid only on the documentation provided as part of its bid. Grand Challenges Canada will not evaluate information not submitted with the Bid, such as references to website addresses where additional information can be found, or technical manuals or brochures not submitted with the Bid.

2.2 Contracting Authority

Grand Challenges Canada
661 University Avenue, Suite 1720
MaRS Centre, West Tower
Toronto, Ontario, M5G 1M1

Attention: Adetunji Eleso, Investment Manager
Email: adetunji.eleso@grandchallenges.ca

***Email is preferred for all communications. ***

***Bids and amendments will only be accepted by email. ***

3.1 Late Bids

- a. The Bidder has sole responsibility for the timely receipt of a Bid by Grand Challenges Canada by the Closing Date and cannot transfer this responsibility to Grand Challenges Canada.
- b. Grand Challenges Canada will return Bids delivered after the stipulated Bid Solicitation Closing Date unless they qualify as a delayed bid.
- c. A Bid received after the Closing Date but before the contract award date may be considered by Grand Challenges Canada in its sole discretion, provided the delay can be proven by the Bidder to have been due solely to a delay in delivery that can be attributed to incorrect handling by Grand Challenges Canada (a "delayed bid").
- d. Misrouting, traffic volume, weather disturbances, labour disputes or any other causes for the late delivery of Bids are not acceptable reasons for the Bid to be accepted by Grand Challenges Canada after the Closing Date.

4.1 Legal Capacity

- a. The Bidder must have the legal capacity to contract. If the Bidder is a sole proprietorship, a partnership or a corporate body, the Bidder must provide, if requested by the Contracting Authority, a statement and any requested supporting documentation indicating the laws

under which it is registered or incorporated, together with the registered or corporate name and place of business. This also applies to Bidders submitting a Bid as a joint venture.

5.1 Rights of Grand Challenges Canada

- a. Notwithstanding anything else in this Bid Solicitation, Grand Challenges Canada reserves the right, in its sole discretion, to:
 - i. Reject any or all Bids received in response to the Bid Solicitation;
 - ii. Enter into negotiations with Bidders on any or all aspects of their Bids;
 - iii. Accept any Bid in whole or in part without negotiations;
 - iv. During the evaluation, members of the evaluation team may, at their discretion, submit questions to or conduct interviews with Bidders, at Bidder cost, upon forty-eight (48) hours' notice, to seek clarification and/or verify any or all information provided by the Bidder with respect to this Bid Solicitation;
 - v. To award one or more contracts, if applicable;
 - vi. Not to accept any deviations from the stated terms and conditions;
 - vii. Conduct a survey of Bidders' facilities and/or examine their technical, managerial and financial capabilities to determine if they are adequate to meet the requirements of the Bid Solicitation;
 - viii. Contact any or all references supplied by Bidders to verify and validate any information submitted in their Bid, if applicable;
 - ix. Correct any mathematical errors in the extended pricing of financial bids by using unit pricing and the quantities stated in the Bid Solicitation;
 - x. Verify any information provided by Bidders through independent research, use of any government resources or by contacting third parties deemed reliable by Grand Challenges Canada;
 - xi. Incorporate all or any portion of the Statement of Work, Bid Solicitation and the successful Bid in any resulting contract;
 - xii. Cancel the Bid Solicitation at any time without liability to Grand Challenges Canada;
 - xiii. Reissue the Bid Solicitation without liability to Grand Challenges Canada;
 - xiv. Extend the Bid Solicitation deadline without liability to Grand Challenges Canada;
 - xv. If no compliant Bids are received and the requirement is not substantially modified, re-tender the requirement by inviting only the Bidders who bid to re-submit Bids within a period designated by Grand Challenges Canada;
 - xvi. Contract with vendors outside of the Bid Solicitation process; and
 - xvii. Not to award a contract in part or at all.

- b. Bidders will have the number of days specified in the request by Grand Challenges Canada to comply with any request related to any of the above items. Failure to comply with the request may result in the Bid being declared non-responsive and disqualified from consideration.

6.1 Communications – Solicitation Period

- a. To ensure the integrity of the competitive bid process, all enquiries and other communications regarding the bid solicitation must be directed, by email, only to the Contracting Authority identified in the Bid Solicitation **on or before 5pm Eastern time on**

March 16, 2020. Failure to comply can, for that reason alone, result in the disqualification of the Bid.

- b. To ensure consistency and quality of information provided to Bidders, significant enquiries received and the replies to such enquiries will be provided to all Bidders, without revealing the sources of the enquiries on the Grand Challenges Canada website on March 9, 2020.

7.1 Costs

- a. No payment will be made for costs incurred in the preparation and submission of a Bid in response to the Bid Solicitation. Costs associated with preparing and submitting a Bid, as well as any other costs incurred by the Bidder associated with the evaluation of the Bid, are the sole responsibility of the Bidder.
- b. No costs incurred relating to the work outlined in Appendix A: Statement of Work (“Work”) before the receipt of a signed contract or specified written authorization from Grand Challenges Canada can be charged to any resulting contract. In addition, the successful Bidder is not to perform Work in excess of or outside the scope of any resulting contract based on verbal or written requests or instructions from any Grand Challenges Canada personnel other than those persons specified by Grand Challenges Canada in the final contract.

8.1 Governing Law

This Bid Solicitation and any resulting contract for services shall be governed by and construed in accordance with the laws of the Province of Ontario and the federal laws of Canada applicable therein. Each Bidder agrees that any and all disputes, actions or proceedings relating to this Bid Solicitation whether as to interpretation, validity, performance or otherwise, shall be subject to the exclusive jurisdiction of the courts of the Province of Ontario and each Bidder and Grand Challenges Canada irrevocably attorn to the jurisdiction of the courts of such province.

Part 3: Bid Preparation Instructions and Evaluation Procedures

3.1 Format of Bid

All Bids should include the following two clearly identified sections:

Section 1: Technical Bid

In its technical bid, the Bidder must demonstrate its understanding of the requirements described in Appendix A of the Bid Solicitation, as well as demonstrate how the Bidder will meet the requirements of the Evaluation Criteria and Basis of Selection, as described in Appendix B. The technical bid **must not exceed 10 pages in total**, including appendices.

Section 2: Financial Bid

The Bidder must submit its financial bid in accordance with the **basis of fees**, as indicated in Appendix C. The total amount of any taxes (e.g., the Harmonized Sales Tax (HST), Goods and Services Tax (GST), etc.) is to be shown separately, if applicable.

3.2 Evaluation Procedures

- a. Bids will be assessed against all mandatory and rated requirements identified herein and evaluated in accordance with the evaluation criteria specified in Appendix B.
- b. Any firm currently providing audit services to Grand Challenges Canada cannot be considered for this Bid Solicitation, due to the need for independence and perception of independence.

Appendix A: Statement of Work

1. OVERVIEW

Grand Challenges Canada is seeking proposals for an exciting opportunity to support the facilitation of an ten (10) month public scaling platform to support the maternal, newborn and child health innovations in low- and middle-income countries supported through Grand Challenges Canada's Transition to Scale program (a mix of non-profits and companies/social enterprises). The goal of the platform is to support innovators seeking public sector adoption or procurement to ultimately increase the social impact and financial sustainability of their interventions.

2. SCOPE OF WORK

The platform will support cohorts of regionally/geographically based health innovators (non-profits and companies/social enterprises) who have achieved proof of concept and are working towards transitioning their innovations to scale in one or more of the following ways:

- Public procurement of a medical product or device;
- Uptake of a product/service by government and/or integration of a product/service within existing government systems;
- Direct implementation with government permission/approval;
- Technical support role based on government adoption of a technology or system; and
- Lobbying/advocacy to influence the way government approaches or implements health policy, allocates resources, and/or structures regulations.

Innovations will be at various stages of transitioning to scale (e.g., some will be further validating proof of concept data, while others may be reproducing their model in multiple regions with varying levels of government support). These innovators will all be working to support **reproductive, maternal, newborn and child health** (See Appendix D for details).

The work may be undertaken in part or in full by the selected Bidder(s) based on their qualifications, experience and capacity. Grand Challenges Canada retains the right to ask the selected Bidder(s) to work with Grand Challenges Canada appointed experts and innovators where capacity gaps exist, so as to build a team with sufficient expertise to maximize the success of the platform.

The Bidder(s) will be working with the innovators to develop (and in some instances implement) government engagement strategies that may include:

- Scaling to other countries / jurisdictions where they have little or less familiarity;
- Developing risk frameworks and mitigating strategies for dealing with governments
- Developing strategic partnerships for scale, such as multilateral funders g and
- Developing advocacy campaigns

Focus areas for Grand Challenges Canada innovators as they develop and implement plans with the support of the selected platform team should include the following:

- a. Communication:
 - Using appropriate contextual language when interacting with government officials
 - Aligning and/or embedding innovations/scaling plans within national and international agendas (and strategically leveraging one to influence the other);
 - Understanding government incentive structures and influence mechanisms; and
 - Working top-down and bottom-up to build and/or reinforce favourable policy structures.
- b. Engagement:
 - Involving and engaging multiple levels of bureaucratic and, where appropriate, political stakeholders;
 - Identifying and securing appropriate government financial commitments (e.g. full uptake, partial cost-sharing, in-kind, etc.);
 - Building resilience across bureaucratic and political transitions and disruptions;
 - Ensuring government has “skin in the game”;
 - Complement and/or mitigate risks in government uptake by coordinating with NGOs and private sector
- c. Implementation:
 - Integrating government engagement within different implementation strategies (partnership, licensing, open sourcing or shifting from implementer to “technical partner”);
 - Working with and/or alongside government on planning, logistics, and implementation; and
 - Predicting, mitigating, managing, and/or avoiding common pitfalls involved in public scaling approaches.

Facilitation (up to 10 months)

In collaboration with the innovators and Grand Challenges Canada, the selected Bidder(s) will develop the activities of the public scaling platform to meet the expressed needs of Grand Challenges Canada Transition to Scale innovations. While Bidder(s) will be expected to propose activities to support innovators on the platform, these activities will be reviewed, revised and enhanced in collaboration with the inaugural cohort of innovators.

Reporting to Grand Challenges Canada, the Bidder(s) will facilitate activities as defined. At present, Grand Challenges Canada reasonably assumes the following activities will be facilitated:

- **Group Meetings** - This component of the platform could include any of the following:
 - The Bidder(s) will facilitate six to ten engaging group meetings. These meetings should be focused – to the extent possible – on cohort-wide challenges and interests as defined. The content of the group meetings should leverage group knowledge and experience, guest speakers with lived experience with public sector scaling, and technical experts (i.e. government relations, public procurement process, financial

management) to be recruited by the Bidder(s) through its professional network. Meetings should ideally include both structured content, and time for innovators to interact and build a learning community amongst themselves.

- Provide means for innovators to access pre-curated content (e.g., self-learning content).
 - Provide means for innovators to access and participate in curated facilitated-learning content (e.g., webinars or guest speakers).
 - Provide means for innovators to stay connected with their peers, through discussion board and chat capacity.
- **One-on-one calls or meetings** with innovators in order to be acquainted with their business model, challenges, opportunities, progress, and glean commonalities with/from other cohort members. Frequency may depend on innovator capacity, interest and time. Ideally, the Bidder(s) will be able to leverage their network and in-depth understanding of the health innovation ecosystem to point innovators to individuals, networks and resources to support their success.

Note: The logistics of organizing in-person event(s) **are not** within the scope of this Bid Solicitation (i.e., securing venues, flights, catering, etc.). The selected Bidder(s) **would be** responsible for the design and operational elements of any potential in-person event(s) necessary for their scope of work. The selected Bidder(s) will also be responsible for working collaboratively with Grand Challenges Canada staff responsible for any required logistics.

The initial cohort of innovators will be derived from the list in Appendix D and could range between three and fifteen depending on the region. The cohort may increase as new investments are initiated. Bids should identify how many innovators can each platform team member support.

3. DELIVERABLES

Selected Bidder(s) will:

- 1) Carry out detailed innovators' needs assessment
- 2) Adapt existing tools (platform and content) in response to innovators' needs, as well as monitor implementation at various points throughout the program.
- 3) Conduct platform evaluation on how well innovators' needs are being met

The selected Bidder(s) will provide bi-monthly updates to Grand Challenges Canada in addition to formal quarterly reports on all activities undertaken as part of the above deliverables.

Said Bidder(s) will also provide an account of projected work for approval by Grand Challenges Canada, on the same quarterly basis.

The selected Bidder (s) will also contribute to Grand Challenges Canada's quarterly reporting and annual portfolio review, which may require ad-hoc analytical statements of work in memo format and/or presentation format.

Appendix B: Evaluation Criteria and Basis of Selection

EVALUATION CRITERIA AND PROCESS

Only those Bids that meet all mandatory requirements identified in this Bid Solicitation will be further evaluated, based on the criteria listed below.

The Bid should be concise and should address, at a minimum, all mandatory criteria identified below. It is suggested that the Bidder address these criteria in sufficient depth in the Bid.

The Bid must identify the qualifications and experience of the Bidder(s) and the proposed resource personnel who will carry out the tasks, by systematically addressing each of the experience criteria as detailed below.

The Bidder(s)'s profile and resume for each proposed resource must be included in the Bid.

For each resume submitted (max. 2 pages), the Bidder should ensure that:

- i. The name of the individual is clearly indicated; and
- ii. The resume clearly demonstrates where, when and how the stated qualifications/experience of the individual were acquired.

For evaluation purposes:

- **Where** means the name of the institution, as well as the position/title held.
- **When** means the start date and end date (e.g., from March to September 2019) of the period during which the individual acquired the qualifications/experience.
- **How** means a clear description of activities performed and the responsibilities assigned to the individual in this position and during this period.

Listing experience without providing any supporting data will not be considered to be “demonstrated” for the purpose of this evaluation. Full details should be included that describe the number of projects completed and in progress, the period of the work performed in number of months and years in past and present employment, etc.

Mandatory Criteria for Technical and Financial Bid

The Bidder shall provide:

1. **Basis of fees**, which will be evaluated separately, as described in Appendix C.
2. **History of the individual/firm and location**, affiliation with any relevant partners or networks, size, including where experience lies e.g. non-profits and/or for-profit etc.
3. **Description of individual/team**, including biographies, relevant experience and specific expertise that they will bring to this role. This section should demonstrate the ability of the Bidder(s) to deliver on the specific items outlined in **Deliverables** in Appendix A.

4. **Description of support process**, including specifics regarding the level of responsiveness that Grand Challenges Canada can expect on a regular basis. This section should include details about measures in place for when the primary contact/support staff are not available.
5. **Two (2) client testimonials ONLY**, for whom you have provided the services described in the statement of work – any Bidder who provides less or more than (2) testimonials will be automatically disqualified from the bidding process and be given no further consideration.
6. **Value-added services**, including whatever the Bidder may want to add to its proposal.
7. **Coverage**, which countries/innovators (as outlined in Appendix D) Bidder plans to work with and has the expertise/experience to support

SCORING RUBRIC FOR EVALUATION

1. Experience (35%)

- a. Does the Bidder have:
 - i. Functional and technical needed to accomplish their proposed deliverables
 - ii. Geographic/location-based expertise needed to accomplish their proposed deliverables?
 - iii. Sectoral expertise needed to accomplish their proposed deliverables?
 - iv. Existing relationships needed to accomplish their proposed deliverables?
 - v. Experience working effectively within development innovation ecosystems and/or public sector systems to scale innovations?

2. Proposed platform plan (30%)

(Note: This plan will be revised in line with innovators' needs)

- a. Does the proposed platform plan include needs assessment activities?
- b. Does the proposed platform plan include engaging content to support innovators increase the social impact and financial sustainability of their innovations?
- c. Does the proposed platform plan include specific consideration of the needs of health innovators adopting a public sector scaling model?
- d. Does the proposed platform plan leverage high quality and existing content where available?
- e. Does the proposed platform plan tap into innovator knowledge, local entrepreneurs and a network of pertinent experts to facilitate learning opportunities?
- f. Has the variety of innovator types (non-profit/profit, stage of organization) been considered in the design of the proposed platform plan?
- g. To what extent is the platform likely to leverage co-learning and foster a regional network of Grand Challenges Canada innovators?
- h. Are the proposed tools to identify innovator needs and monitor innovator growth comprehensive?
- i. Have proposed tool(s) been effectively used by the Bidder(s) in the past?
- j. Are proposed tool(s) readily accessible by innovators?
- k. How easily managed are the proposed tool(s)?
- l. Do these proposed tool(s) represent good value for money?

3. Fees (20%)

- a. Are the scope of the proposed work and the funds requested reasonable and commensurate with the proposed goals?
- b. Does the Bid represent a particularly thoughtful and efficient use of resources?

4. Feasibility (15%)

- a. Does the Bid show strong feasibility to move forward the key deliverables? On schedule?
- b. Does the Bid clearly articulate the key activities needed to achieve these deliverables?

Evaluation of Bids will also be guided by the Objective and Principles of Grand Challenges Canada's Contracting & Procurement Policy, found at www.grandchallenges.ca/funding-opportunities/resources/.

Based on the evaluation of the criteria described above, competitive Bids could be invited for an interview. The purpose of the interview would be to further assess the capacity of the Bidders to best deliver the scope of work outlined in this Bid Solicitation and the Bid.

All qualified candidates are encouraged to apply; however, Grand Challenges Canada welcomes applications from women, LGBTQ persons, and others who may contribute to the further diversification of ideas.

Appendix C: Fees

Bidders are required to provide their estimated fees in Canadian dollars, excluding applicable taxes, for each deliverable listed in Appendix A. Where applicable, variable fees (i.e., per innovator costs) should be clearly identified.

Bidders are requested to provide the hourly fee for personnel involved in delivering the proposed deliverables, as well as a cost per innovator.

Appendix D: Prospective Grand Challenges Canada innovations for platform support

S/No	Innovation	Country	Public uptake model
1	Scale a solution to reduce preventable mortality and morbidity from severe malaria among children aged six months to six years	Zambia	Adoption
2	Strengthening Emergency Childbirth Care through Anesthesia Technology & Training	Zambia	Customer
3	Business intelligence tools to find, mobilize, treat and reintegrate every woman with fistula in two regions of Madagascar	Madagascar	PPP
4	Solar Powered Oxygen Delivery in Uganda	Uganda	PPP
5	Scale-up of Empowerment Transformation Training (ETT), a successful and rigorously tested Violence Against Women and Girls (VAWG) prevention approach that targets female and male youth in schools and community-based organizations.	Kenya	Adoption
6	Making safe sanitation accessible and affordable for Kenyans	Kenya	Customer
7	Replicating cStock in Kenya: Making essential health commodities available at the community level	Kenya	PPP
8	Saving Mothers and Arresting Postpartum Hemorrhage with ESM-UBT	Kenya	PPP
9	Combining Skilful Parenting and Economic Strengthening to promote early childhood development and reduce child maltreatment among 0 – 5 year old's in Kenya	Kenya	Adoption
10	A Mile for the Brain: Social Entrepreneurship in Providing Last Mile Access of Enhanced Complementary Foods for Weaning Babies in Rural Areas	Kenya	Adoption

11	Combating Sexual and Gender-based Violence Against Female Sex Workers in sub-Saharan Africa	Kenya	PPP
12	Proactive Community Case Management: Scaling a health systems innovation to save the lives of women and children	Mali	Adoption
13	Addressing the Third Delay: Scaling Up an Obstetric Triage System to Reduce Delay and Improve the Quality of Care in High-Risk Referral Hospitals in Ghana	Ghana	Adoption
14	Expanded access to Malaria testing with the Urine Malaria Test (UMT) – the first non-blood dipstick test	Nigeria	Customer
15	Yes She Can: Enabling Young Girls to Make Safer Sexual Choices using an Innovative, Evidence-Based, Scalable Intervention	Botswana	Adoption
16	Using Platforms to Improve Sexual, Reproductive and Maternal Health Outcomes in India	India	Adoption
17	Care Mother: Mobile Prenatal Care platform for affordable doorstep access and management of high-risk pregnancies	India	PPP
18	Scaling the BEMPU Hypothermia Alert Device across Indian and International Markets	India	Customer
19	Use of social entrepreneurship in providing last mile access of enhanced complementary foods for weaning children in rural areas	India	Adoption
20	A women-led sustainable social franchise model for public toilets in Nepal	Nepal	Customer
21	A high-quality, low-cost healthcare system that integrates government hospitals, clinics, and community health workers	Nepal	PPP
22	Scaling Up the Safer Births Bundle Through Quality Improvement in Nepal (SUSTAIN)	Nepal	PPP
23	Scaling up Simprints: mobile biometrics for MNCH care in Bangladesh	Bangladesh	PPP

24	HOPE Peru: Women helping women fight cervical cancer	Peru	Adoption
25	Bilikit: A Systems-Integrated Approach for Diagnosis and Treatment of Neonatal Jaundice	Peru	PPP

Adoption: the local government takes on the solution and delivers it to the public. It typically involves a local government retaining the solution provider in a technical capacity (to support government handover and immediate implementation)

Customer: the local government pays for the service to be delivered to the public on its behalf. Solution provider retains full control of innovation.

Public Private Partnership (PPP): partnership provides a platform for solution provider and local government to work together and pursue a common agenda, with innovator typically retaining ownership and some decision-making power over the innovation.