



RFP # 2023-019

**CONSUMER SURVEY TO ASSESS DEMAND FOR HIV SERVICES ACROSS
SELECTED PROVINCES UNDER THE NATIONAL PRIVATE SECTOR
ENGAGEMENT (PSE) STUDY**

I. Summary of Deadlines

Milestones	Completion Date
Release of Request for Application	May 4, 2023
Confirmation of interest due	May 10, 2023
Fact-finding questions received by	5:00PM May 10, 2023 Hanoi time
Response to fact-finding questions	May 12, 2023
Application due	5:00 PM May 24, 2023 Hanoi time
Selection of supplier	May 30, 2023

Note that PATH reserves the right to modify this schedule as needed. All parties will be notified of any changes simultaneously by email.

II. 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.

Headquartered in Seattle, Washington, PATH has 34 offices in 23 countries. PATH currently works in more than 70 countries in the areas of primary health care, vaccines and immunization, emerging and epidemic diseases, and more. For more information, please visit www.path.org.

PATH has been active in Vietnam for more than 40 years and has demonstrated strong experience leading large, multiyear initiatives that have achieved significant health impact. PATH collaborates with a diverse range of partners in the public, private, and NGO sectors to innovate new technologies and approaches for addressing Vietnam’s rapidly evolving public health challenges, and holds one of the longest-standing relationships with the Ministry of Health (MOH) among international NGOs in the country.

III. Project Background and Purpose of RFP

A. Project Background:

Vietnam’s goal to achieve AIDS elimination by 2030 and ensure universal access to key treatment and prevention tools requires rapidly expand the availability of HIV services, such as counseling and testing, pre-exposure prophylaxis (PrEP), antiretroviral therapy (ART), and treatment for co-infections including hepatitis C, sexually transmitted infections (STIs), and tuberculosis, [6]. Vietnam government has opened up to allow investors to launch private hospitals and clinics, which have brought in additional and improved services for a premium. The willingness of Vietnamese people to seek out services for a fee rather than rely only on state-

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run clinics and hospitals has demonstrated an appetite to pay for services, and may represent an opportunity for other health care providers such as key population-led community-based organizations (CBOs) and social enterprises (SEs). In aggregate, about 45% of health care spending per person is out of pocket (OOP) and is projected to nearly triple in amount and remain a significant proportion of overall health spending moving forward. How this is reflected by key populations and the general population in dense, urban or peri-urban provinces is unknown. In addition, while Vietnam has made progress in universal health coverage (UHC) and primary health care (PHC), it is still far from its own target of greater than 80% coverage. An assessment to determine demand for different HIV and PHC services and price points; understand how various factors such as income level, mobility, location, and quality of state-owned services impact willingness to pay; and how best to roll out new services is needed.

B. Purpose of the study:

The overall aim of the consumer study is to provide information that informs business and investment planning of key population CBO/SEs to help them grow and sustain their businesses in the long-run. The consumer study will measure health care services use, preferences, and willingness to pay of key populations in several critical provinces. The study will also explore perceptions of the current quality and capacity of assessed CBOs and SEs, what types of services are needed and how needs and preferences may vary across populations and geographies.

C. Proposed Research Timeline:

Start date	June 8, 2023
Final deliverable due	August 30, 2023

***NOTE: The start date and end date of this contract will be subject to the approval of project documents.

Vendors are welcome to complete an application ahead of the May 24 deadline. Please indicate if this is not possible.

IV. Scope of Work and Deliverables

THE BELOW SPECIFIC OBJECTIVES ARE ILLUSTRATIVE AND MAY CHANGE BASED ON CONTEXT AND PARTNER INPUT.

A. Specific objectives

1. Measure the needs, unmet needs and preferences for HIV and related PHC services and commodities among key populations.
2. Measure willingness to pay for health services and commodities among key populations (KP)
3. Measure utilization of commercial health services and commodities among KP and GP.
4. Define specific KP consumer preferences related to health services and commodities.
5. Explore the reasons for using and/or not using specific CBO/SE delivered healthcare services among study participants.

B. Requirements for implementation:

Subject: Participants of this research will consist of key populations. Participants are invited to the study if they meet the following criteria:

- Being Vietnamese resident, aged 18 or over.



- Being a resident in one of the selected locations (planned to have 9 - 12 selected provinces, including Hanoi, Nghe An, Da Nang, Can Tho, Binh Duong, HCM, Dong Nai, Dong Thap, An Giang, Tien Giang, Tay Ninh, Kien Giang)
- Being a key population [men who have sex with men—MSM, transgender people (both transgender man and transgender woman)—TG, female sex workers—FSW, and people who inject drugs—PWID]

Method: mixed method including both qualitative and quantitative must be applied. Contingent valuation method or discrete choice experiment modelling can be considered for the willingness to pay and other components.

Sample size:

Quantitative: The total sample size for the cross-sectional survey requires a minimum of 3,730 people.

	MSM	FSW	PWID	TGW	PLHIV	SDCs	Total
Ha Noi	150	50	50	50	50	50	400
Da Nang	150	40	40	40	40	30	340
HCMC	150	50	50	50	50	50	400
Dong Nai	150	30	30	30	30	30	300
Binh Duong	150	30	30	30	30		270
Can Tho	150	40	40	40	40	30	340
Kien Giang	150	30	30	30	30		270
Nghe An	150	30	30	30	30		270
Tien Giang	150	30	30	30	30		270
Tay Ninh	150	30	30	30	30		270
An Giang	150	30	30	30	30	30	300
Dong Thap	150	30	30	30	30	30	300
Total	1800	420	420	420	420	250	3,730

Qualitative: 3 Focus group discussion among KPs at each province, total sample size for qualitative survey is 36 FGDs.

The implementation of the study must provide the key findings, but not limited to:

1. Utilization of key HIV and PHC goods and services among each KP subgroup (e.g. HIV testing, PrEP, ART, STI services, gender-affirming care, mental health and substance use counseling)
2. The needs, unmet needs for HIV and related PHC services and commodities among key populations.
3. Preferences for service use including types of service providers and service delivery models (e.g. telehealth, pharmacy-based services)
4. Current willingness to pay for HIV commodities and services between KPs and current market prices and target access pricing.
5. Compare WTP with previous studies to investigate trends and acceptability in WTP.
6. Explore the reasons for using and/or not using specific CBO/SE delivered healthcare services among study participants.
7. Identify driven factors that influence the choice of KPs on the products and prize.

***Notes: All the key findings will need to be presented by provinces and by KPs group.

Applicants that intend to submit may contact PATH at Mr. Tran Khanh Long (Email: lktran@path.org) for further methodological parameters on the assessment.



The protocol and tools are well developed by project team. Candidate will support to finalize the tools, apply local IRB and implement the research.

C. Scope of work

The applicant will be required to work closely with PATH technical staff to support to prepare and submit all relevant documents for local institutional review board (IRB) approval. The applicant will then develop a detailed plan for implementing the study activities as per the approved protocol and implement activities accordingly. The applicant will deliver data, reports and presentation slides to present assessment results and progress toward achieving the study objectives.

D. Deliverables

- Complete study protocol
- Complete data collection tools/instruments and informed consent forms
- Local IRB approval
- Data collection plan and training materials for study team
- Data analysis plan, dummy tables for quantitative data analysis, and key themes for qualitative data analysis
- Completed data sets.
- PowerPoint presentation slide deck to present key findings and recommendations.
- Final study narrative report

E. Expected Milestones

Each of the milestones will be agreed upon and finalised in consultation with the PATH team.

Milestones	To be completed by
Finalize protocol tools and IRB approval	June 2023
Data collection	June - July 2023
Preliminary results slide presentation	End of July 2023
Completed dataset and results presentation	August 2023
Final narrative Report & Data Sets	August 30, 2023

Expected milestones will be adjusted based on the actual start & end dates of the contract.

Note: All reports and presentation slides should be written and submitted in both English and Vietnamese

F. Other General Considerations

- PATH anticipates working closely with the selected consultant or market research firm throughout this research activity. This will include holding in-person visits, regular conference calls/meetings and regular email correspondence. PATH will oversee the study design and validation of research tools before the research commences.

V. Application Requirements - Financial

Provide itemized costs for the total scope of this project, based on the scope of work and deliverables outlined in Section IV. The final scope of work may be subject to negotiation; however, bidder selection will

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be made against the original scope of work. Bids should include itemized costs for key elements of the scope of work, as follows:

The budget (**no more than \$85,000**) should be broken out in detail and organized as follows:

1. Personnel
 - a. Include rate and percent of total level of effort for each staff
2. Operational costs
 - a. Travel
 - b. Communications
 - c. Supplies
 - d. Printing
 - e. Others
3. Sub-contracts and consultants
4. Overhead/agency fees
5. Budget notes: Please include notes to describe each component of the budget

VI. Application Requirements – Technical

Provide a narrative on your technical approach to accomplish the Scope of Work and stated Deliverables including:

Section I: Technical

1. Description of technical approach: how to implement the research to fulfill the objectives and research questions (as detailed as possible)
2. A clear outline of the work plan and analysis plan
3. Research management and roles of research team
4. Timeline to meet the deliverables.
5. Potential challenges and plans to mitigate and address them

Section II: Past performance and corporate capabilities

1. Profile of relevant corporate qualifications
2. Profile of relevant experience and three examples of related work
3. Qualifications of key members of the proposed project team (attach CVs of key team members and provide details of back-up/standby teams). The leader should have at least 5-years of experience in the field of the study and demonstrated experience in implementing market research, consumer surveys and/or cross-sectional surveys and qualitative studies.
4. Number of years in business
5. Annual revenue

Note: If your company has more than one location, please indicate these qualifications for the site that is responding

VII. Application Evaluation Criteria

The following is a list of significant criteria against which applications will be assessed. The criteria are listed in order of priority; however, they are not weighted.

- A. Technical – Demonstrated ability to perform the statement of work
- B. Experience – Similar experience in conducting market research
- C. Costs (as detailed in Section V)

Note: PATH reserves the right to include additional criteria.

VIII. Instructions and Deadlines for Responding

A. PATH contacts:

- Finance/Administrative Contact: Ms. Loc Lan Huong. Email: hloc@path.org
- Procurement Associate Contact: Ms. Nguyen Thuc Hang. Email: htnguyen@path.org
- Technical/Program Contact: Dr. Tran Khanh Long. Email: lktran@path.org

B. Confirmation of interest:

Please send a statement acknowledging receipt of this solicitation and your intent to respond or not respond no later than **May 10, 2023**. Send the confirmation to the contacts listed above.

C. Fact-finding questions:

Questions on this solicitation will be accepted via email to the contacts listed above **by 5:00PM May 10, 2023 Hanoi time**. Questions and answers to all questions will be provided to **all participants** who confirmed interest per Section VIII.B on **May 12, 2023**. Please note that responses will **not** be confidential except in cases where proprietary information is involved. Inquiries after this date cannot be accommodated.

D. Applications due: May 24, 2023

Please send your completed application via email to the two above contacts on or before **5:00PM May 24, 2023 Hanoi time**, with the subject line: *Application: PATH Private Sector Engagement Assessment*. We advise that you send files in commonly recognized MS formats. We will not accept responsibility for resolving technical transmission problems with applications. A hard copy of the application should not be sent. Your application should only include information specific to accomplishing the scope of work (session VI). Additional information submitted outside of the application requirements will be reviewed at PATH's discretion only. Elaborate materials, artwork or other information not directly related to the scope of work are not suggested. Completed proposals should be submitted by email to the contacts listed above. The subject line of the email should read: RFP # 2023-019 your company name.

E. Conclusion of process

Applicants will be notified of PATH's decision by **May 30, 2023** (or thereabouts). Final award of contract 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.

IX. 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.

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. Communication

All communications regarding this solicitation shall be directed to appropriate parties at PATH indicated in Section VIII. 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.

D. 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 a application if appropriate.

E. 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.

F. 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.

G. 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.