



**EOI-NG30-24-0050 INVITATION TO SUBMIT EXPRESSION OF INTEREST FOR NEONATAL CARE SOLUTIONS
IN LOW RESOURCE AND HUMANITARIAN SETTINGS**

REOI Reference: EOI-NG30-24-0050	Country: Nigeria	Date: 04 March 2024
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The International Organization for Migration (IOM) is an intergovernmental humanitarian organization established in 1951 and is committed to the principle that humane and orderly migration benefits both migrants and society. The International Organization for Migration (IOM) invites interested and eligible private sector organizations to submit Expressions of Interest (EOIs) in respect of provision of the requirements described below. The purpose of the REOI is to identify private sector partners that wish to participate in a forthcoming process.

Interested private sector organizations can find a complete set of REOI documents from UNGM - [Procurement Opportunities \(ungm.org\)](https://ungm.org) or Procurement Opportunities (UN IOM Nigeria Mission Website) - [Procurement | IOM Nigeria](#).

To enable you to submit an EOI, please carefully read the below sections of this REOI.

- Section 1: Instruction to interested private sector organizations.
- Section 2: Eligibility and Qualification Requirement

If you are interested in submitting an EOI, please prepare your Interest in accordance with the requirements and procedure as set out in this REOI and submit it on or before 11 March 2024.

Any private sector organizations who have submitted their interests in the previous call for expression of interest need not submit again, the previous submissions would be considered alongside with this.

IOM appreciates your interest in participating and looks forward to receiving EOIs.

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SECTION 1: INSTRUCTION TO INTERESTED PRIVATE SECTOR ORGANIZATIONS

<p>Description</p>	<p>Access to emergency neonatal care is frequently complicated and limited among displaced populations due to competing priorities, insufficient infrastructures for neonatal support, emergency transportation, referral linkage for critically ill and small babies, and generally limited health service provision. Through funding from the Norwegian Government -Innovation Norway, IOM in partnership with the Borno State Ministry of Health is currently implementing a Humanitarian Innovation project (HIP) that seeks to promote the design and implementation of bold, innovative, and cost-effective neonatal care solutions adapted to local needs, and can be utilized and maintained with locally available resources within the context of the Internally displaced populations. To this end, IOM is seeking one or more private sector companies to partner in delivering an innovative neonatal care solutions using clean energy technology in Bama Local government area of Borno state.</p> <p>Objective: To identify private sector organization(s) with innovative capacity to address one or more of the following problems derived from the neonatal need assessment conducted by IOM. You can also find recommendations from the need assessments attached in this same link:</p> <ol style="list-style-type: none"> 1. The neonatal mortality rate among the IDPs is 155.6/per 1000 live births compared to the national figure of 35/per 1000 live births in Nigeria. The majority of the deaths occur at home; approximately 80% compared to 20% at facilities. This is due to the cost and/or lack of the means of transportation. 2. The major causes of death during the neonatal period were birth asphyxia (37.1%), neonatal infection (Pneumonia, tetanus, neonatal sepsis, neonatal jaundice) (27.6%), and prematurity (including low birth weight) (12.4%). 3. All the assessed health facilities Bama indicated that they had either rejected admission or referred a newborn due to insufficient knowledge and shortage or absence of resources and equipment for neonatal care. The patients are commonly referred to the tertiary hospital in Maiduguri (an average of 2 hours trip). 4. As reported during the focus group discussions (FGDs) with the internally displaced populations, these referrals are often incomplete due to transportation barriers, distance, and insecurity. 5. There is lack of power supply, Bama local government area has been out the National Power Grid as a result of the humanitarian crisis. Hence, only one of the newborn units in the assessed facilities was connected to
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	<p>an alternative source of electricity which is electric generator using fossil fuel.</p> <p>6. Generally, there is poor health-seeking behaviour among the IDPs. The majority seek care for their sick neonate after the onset of life-threatening complications. Contributory factors include a low level of literacy, poverty, social and cultural beliefs including a preference for traditional medicine, and family-level decision-making. The women who were often the caregivers- were usually excluded from decision-making on their health care and that of their children, placing the responsibility of care on men who were often not physically present to perform this role.</p> <p>Interested entities can submit an expression of interest for the above descriptions, and one or multiple partners that are willing to collaborate with others to work on any of the solutions will be considered in the evaluation.</p> <p>It is expected that entities delivering any of the above will also collaborate with IOM and its partners involved in the project to support the empowerment of healthcare providers, community-based groups; Community Health Influencers, Promoters and Services (CHIPS), Traditional Birth Attendants (TBAs) through capacity building, etc. It is anticipated that successful delivery of the nine functions will benefit the successful partners, the targeted populations of the innovative solutions, the healthcare providers, and community-based groups; will be empowered.</p> <p>The selected Private Sector Organization(s) is expected to contribute to the development of the innovative solution either financially, or with in-kind goods, services or expertise that will contribute to the success of the innovation.</p>
UNSPSC code(s)	<i>42140000 but not limited to specified category</i>
Deadline for the Submission of EOI	<p>11 March 2024, 17:00 Hours. (GMT + 1)</p> <p>If any doubt exists as to the time zone, refer to https://www.timeanddate.com/time/zone/nigeria/lagos</p>
Content of EOI	<p>This request for Expression of Interest (REOI) is aimed at identifying potential private sector entities to work with IOM on the innovation described in the section above. It will lead to prequalification of eligible entities to participate in the forthcoming solicitation process.</p> <p>The eligibility criteria to participate in this EOI include:</p> <ul style="list-style-type: none"> • Belonging to the private sector, including (social) enterprise/business. • Presence or ability to work in Nigeria.

	<ul style="list-style-type: none"> • Legal registration and ability to enter into a binding contract with IOM. (e.g. CAC in Nigeria). • Interested party is not suspended, nor otherwise identified as ineligible by any UN Organization, IOM, or any other international organization. • The interested party has not declared bankruptcy, is not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against the entity that could impair its operations in the foreseeable future. • Previous experiences of at least 2 years of working on similar assignments. <p>Interests will be selected/qualified based on a pass/fail modality using the criteria in section 2 below.</p> <p>The EOI should include the following information:</p> <ul style="list-style-type: none"> • Brief presentation of company including nature of products/services/ solutions, number of staff, years in business. • Indicate the functions of this REOI where the company can add value. • Contact information: full name and address, country, telephone number, e-mail address, website, and contact person, and all the information required as per the selection criteria.
<p>Method of Submission</p>	<p>EOI must be submitted as follows:</p> <ul style="list-style-type: none"> <input type="checkbox"/> E-tendering <input checked="" type="checkbox"/> Email <input type="checkbox"/> Courier / Hand delivery <input type="checkbox"/> Other <p>Expressions of interest shall be sent by email as follows:</p> <p>Email address: All e-mailed submissions must be sent to: iommaiduguribids@iom.int. with the EOI title as the subject of the email.</p> <ul style="list-style-type: none"> ▪ File Format: PDF ▪ File names must be maximum 60 characters long and must not contain any letter or special character other than from Latin alphabet/keyboard. ▪ All files must be free of viruses and not corrupted. ▪ Max. File Size per transmission: 20MB per e-mail. If the bid consists of large files, it is recommended that these files be sent in separate emails prior to the submission deadline. ▪ Mandatory subject of email: All e-mail communication in relation to the submission must clearly indicate “EOI for Innovative Neonatal Transportation System and Equipment Using Alternative Energy Sources

	<p>in Low-Resource and Humanitarian setting” in the "Subject" line of the e-mail.</p> <ul style="list-style-type: none"> ▪ It is recommended that the entire application be consolidated into as few attachments as possible. ▪ Multiple emails must be clearly identified by indicating in the subject line “email no. X of Y”, and the final “email no. Y of Y. ▪ You should receive an email acknowledge receipt.
Contact Persons for correspondence and clarifications	<p>IOM MAIDUGURI TENDERS</p> <p>E-mail address: iommaiduguritenders@iom.int Ibrahim Dibal with Luka Hammajam in cc</p> <p>E-mail address: idibal@iom.int & hluka@iom.int</p>
REOI Conditions	<p>This Request for Expression of Interest does not constitute a solicitation. IOM reserves the right to change or cancel the requirement at any time during the EOI and/or subsequent solicitation process. IOM also reserves the right to require compliance with additional conditions as and when issuing the final solicitation documents. Submitting an EOI does not automatically guarantee receipt of the solicitation documents when issued. Invitations to bid or requests for proposals and any subsequent purchase order or contract will be issued in accordance with the rules and procedures of IOM.</p>

SECTION: 2. Kindly submit the following mandatory documents in respect of the requirements. These documents will help us assess and establish eligibility and qualification to solicit similar opportunities in the future

Requirement	Mandatory information needed
Legally registered entity	(Attach, Valid Certificate of Registration (Certificate of Incorporation) or other applicable license/documentation
Letter of Expression of Interest: duly completed and signed	<p>Letter of Expression of Interest should include.</p> <ul style="list-style-type: none"> • Brief presentation of the company including nature of solutions/products, number of staff, turnover, years in business. • Reference list demonstrating qualifications for participating in this upcoming bidding process. • Contact information: full name and address, country, telephone number, e-mail address, website, and contact person. • Specifications of which of the nine functions of the innovative neonatal care solutions outlined above, the entity intends to deliver, and all the information required as per the selection criteria.

	<ul style="list-style-type: none"> • Ability to work in Nigeria.
Company profile	<ul style="list-style-type: none"> • Company profile and management structure (including owners, key, and technical personnel) • Curricula Vitae (CVs) or documentation supporting the experience and qualifications of the technical personnel.
Previous experience	<p>Working on neonatal care solutions using clean energy sources.</p> <ul style="list-style-type: none"> • At least 2 years of relevant experience working on similar assignments.
Statements of satisfactory performance of similar services	<p>Letters indicating satisfactory Performance of similar service (delivering/receiving and/or managing a grant/funds related to neonatal care solutions using dual power sources of minimum USD 20,000) from the <u>Top 3 (three) Clients or more.</u></p>