

REQUEST FOR PROPOSAL (RFP)

THE NIGERIAN PHARMA INDUSTRY IT PLATFORM PROJECT  
PHASE I

PHARMACEUTICAL SOCIETY OF NIGERIA (PSN)  
IN PARTNERSHIP WITH NATIONAL AGENCY FOR FOOD AND DRUGS  
ADMINISTRATION & CONTROL (NAFDAC) AND  
PHARMACISTS' COUNCIL OF NIGERIA(PCN)

3<sup>RD</sup> JULY 2017

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## **1. Summary and Background**

Information technology plays a significant role in reducing administrative costs, increasing efficiency and integrity of the operations; ensuring delivery of quality health care services. In today's digital world, with the use of real-time data exchanges, there is opportunity to leverage the disparate business systems from the various stakeholders and players for the much needed improvement.

PSN proposes an integrated system that will deliver the following:

- A comprehensive IT driven industry from the point of source(local/import) to the consumers of medicines in Nigeria
- Enable track and trace of medicines and allied products in the supply chain.
- Harness the information of registered practitioners and products on a single platform.
- Create access for the consumer of health for information on products and their feedbacks.
- Generate data for the use of the pharma sector.

### **EDI GATEWAY (DATA WAREHOUSE)**

The purpose of this Request for Proposal (RFP) is to solicit proposals from various candidate organisations for the development of EDI Gateway, conduct a fair and extensive evaluation based on criteria listed herein, and select the candidate who best represents the direction The Pharmaceutical Society of Nigeria wishes to go.

## **2. Proposal Guidelines**

This Request for Proposal represents the requirements for an open and competitive process. Proposals will be accepted until 17.00 hours Friday, July 21, 2017. Any proposals received after this date and time will be returned to the sender. All proposals must be signed by an official agent or representative of the company submitting the proposal.

If the organisation submitting a proposal must outsource or contract any work to meet the requirements contained herein, this must be clearly stated in the proposal. Additionally, all costs included in proposals must be all-inclusive to include any outsourced or contracted work. Any proposals which call for outsourcing or contracting work must include a name and description of the organisations being contracted.

All costs must be itemised to include an explanation of all fees and costs.

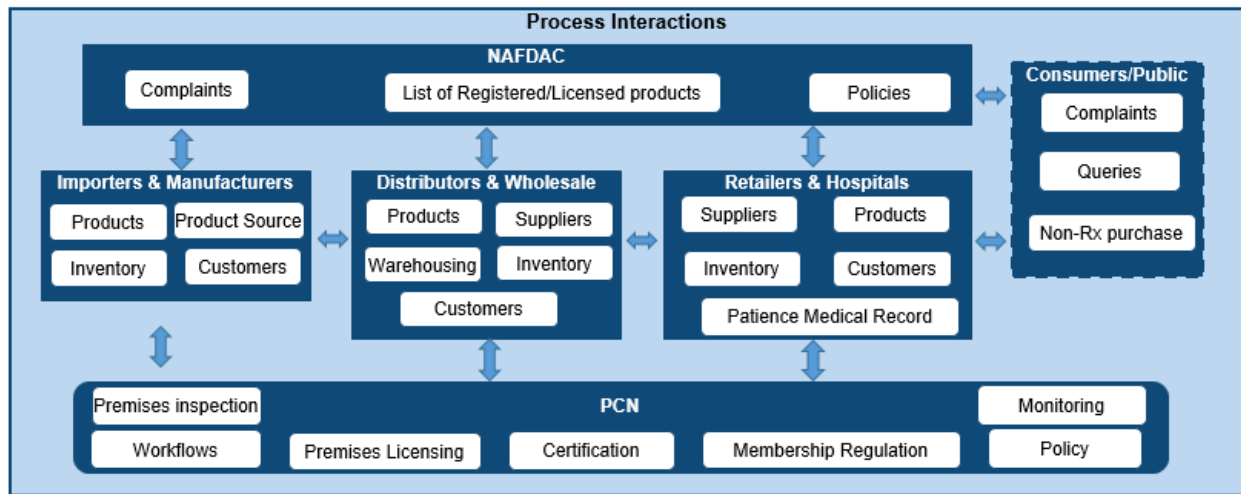
Contract terms and conditions will be negotiated upon selection of the winning bidder for this RFP. All contractual terms and conditions will be subject to review

and will include scope, budget, schedule, and other necessary items pertaining to the project.

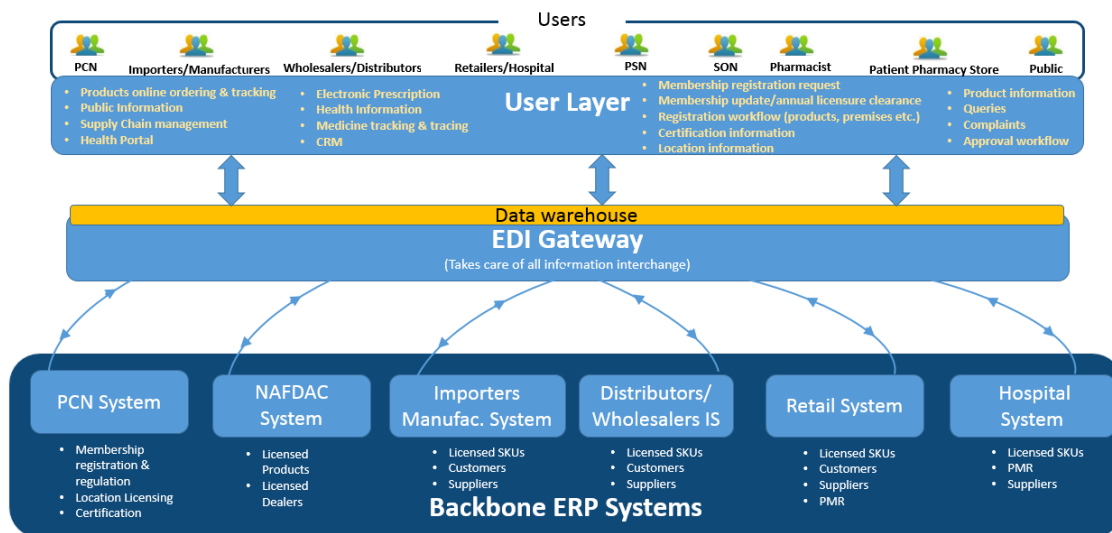
### 3. Project Purpose and Description

This phase of the project will be focused on creating an interface across ALL the business processes below:

Business Processes/System functional modules	Description
Supply Chain management	<ul style="list-style-type: none"> <li>• A single compendium of registered products, practitioners and premises that governs the supply chain system; with each having its own unique identification code</li> <li>• Create a compendium of orphan/service drugs that is reviewable regularly</li> </ul>
Order management	<ul style="list-style-type: none"> <li>• Ordering to follow the unique path of the NDDG</li> <li>• Ordering conforms to the compendium</li> </ul>
Product regulation & Licensing	<ul style="list-style-type: none"> <li>• Interface with existing database of NAFDAC</li> </ul>
Premises Licensing	<ul style="list-style-type: none"> <li>• Interface with existing database of PCN</li> </ul>
Patient Medical Records management	<ul style="list-style-type: none"> <li>• To create standalone system for patients medication history, allergies, idiosyncrasies, adverse drug reactions viewable to practitioners at retail and hospital pharmacies</li> </ul>
Pharmacist certification & Regulation	<ul style="list-style-type: none"> <li>• Interface with existing database of PCN</li> </ul>
Product information management	<ul style="list-style-type: none"> <li>• To interlink with the existing drug information platforms e.g. PSN product information platform</li> </ul>
Electronic Prescription	<ul style="list-style-type: none"> <li>• Generate list of willing subscribers (private hospitals)</li> <li>• Subscribers to have a path to send electronic prescriptions to preferred retail pharmacies on the platform</li> </ul>
Product tracking & tracing (by License & Location)	<ul style="list-style-type: none"> <li>• Geo - mapping of premises</li> <li>• Unique codes for each pack of product introduced into the supply chain</li> </ul>
Health Management	<ul style="list-style-type: none"> <li>• Restricted access portal for Professional information dissemination</li> </ul>
Electronic point of sale(EPOS)	<ul style="list-style-type: none"> <li>• To capture transaction details on the shop floor</li> </ul>
Pharmacovigilance and Products Complaints	<ul style="list-style-type: none"> <li>• Leverage on the existing NAFDAC platform</li> </ul>



IT System Overview: The Application should provide a common user interface layer accessible to all stakeholders (i.e. business partners and regulators) across multiple device platform. Application access levels should control user's view based on processes the users need to interact with as depicted below.



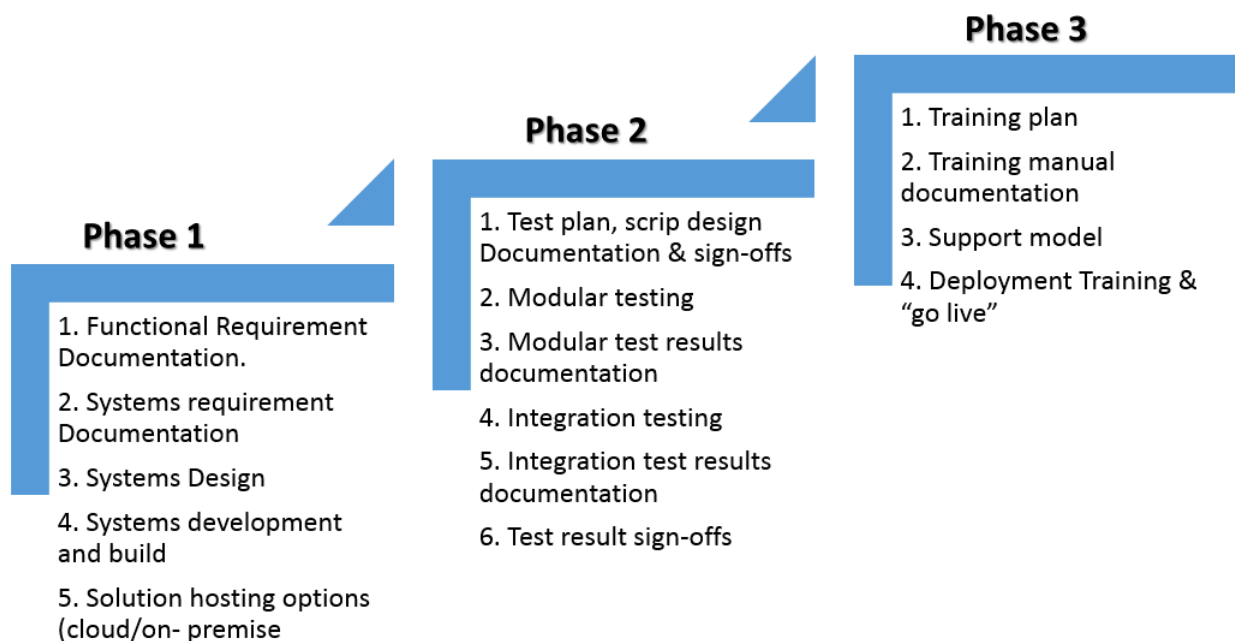
#### 4. Project Scope

The scope of this project includes all design (including documentation, sign-offs and commissioning of systems functional designs), development (including testing and sign-off of all test scripts and results), and integration with other third party systems as applicable, deploy (including training and commissioning), maintain (including operational support) and ensure data integrity, identify revenue generation opportunities through data commercialization.

The selected bidder will be responsible for all the above.

The following criteria must be met to achieve a successful project:

- Documented Detail requirement
- Stakeholders' requirement analysis and assessments documentation
- Design optimized for user experience
- Documented functional and system design
- Documented end to end plan to include testing, validation, training and "infant care support"
- Proposal to include solution hosting options (cloud /on premise) with costing of all the options
- Proposal to include Support model and plan



## 5. Request for Proposal and Project Timeline

### **Request for Proposal Timeline:**

All proposals in response to this RFP are due no later than 17.00 hours Friday, July 21, 2017.

Evaluation of proposals will be conducted from Thursday July 27, 2017 until Wednesday August 2, 2017. If additional information or discussions are needed with any bidders during this one-week window, the bidder(s) will be notified.

The selection decision for the winning bidder will be made no later than Tuesday August 8, 2017.

Upon notification, the contract negotiation with the winning bidder will begin immediately. Contract negotiations will be completed by August 25, 2017.

Notifications to bidders who were not selected will be completed by August 25, 2017.

**Project Timeline:**

Project initiation phase must be completed by 10<sup>th</sup> September, 2017.

Project planning phase must be completed by 17<sup>th</sup> September, 2017. Project planning phase will determine the timeline/schedule for the remaining phases of the project.

## **6. Budget**

All proposals must include proposed costs to complete the tasks described in the project scope. Costs should be stated as one-time or non-recurring costs (NRC) or monthly recurring costs (MRC). Pricing should be listed for each of the following items in accordance with the format below:

Project Initiation and Planning	NRC	MRC
Market Research	NRC	MRC
User interface layer	NRC	MRC
EDI Gateway/Database Development	NRC	MRC
EDI Gateway /Database Testing	NRC	MRC
EDI Gateway /Database Deployment	NRC	MRC
EDI Gateway /Database Hosting	NRC	MRC
Platform ongoing support ( support model)	NRC	MRC

NOTE: All costs and fees must be clearly described in each proposal.

## **7. Bidder Qualifications**

Bidders should provide the following items as part of their proposal for consideration:

- Evidence of similar projects done.
- Company profile/organisation structure.
- Testimonials from past clients.
- Time frame for the completion of the project.
- Project management methodology.
- Anticipated resources for the project.
- Bank reference.
- Three (3) years audited account.

## 8. Proposal Evaluation Criteria

The Pharmaceutical Society of Nigeria will evaluate all proposals based on the following criteria. To ensure consideration for this Request for Proposal, your proposal should be complete and include all of the following criteria:

- Overall proposal suitability: proposed solution(s) must meet the scope and needs included herein and be presented in a clear and organized manner
- Organisational Experience: Bidders will be evaluated on their experience as it pertains to the scope of this project
- Previous work: Bidders will be evaluated on examples of their work pertaining to this project
- Value and cost: Bidders will be evaluated on the cost of their solution(s) based on the work to be performed in accordance with the scope of this project
- Technical expertise and experience: Bidders must provide descriptions and documentation of staff technical expertise and experience

Each bidder must submit 5 copies of their proposal to the address below by **Friday July 21, 2017 at 17:00 hours Nigeria time**:

The Chairman  
The Nigerian Pharma Industry IT Platform Project  
C/O LEFAS GROUP  
IVORY MUSIC HOUSE  
FIRST FLOOR  
CIPM AVENUE/ASHABI COLE  
OPPOSITE CHAPEL OF CHRIST THE LIGHT  
CBD, ALAUSA, IKEJA