



SUPPORT FOR INNOVATIVE PROJECTS FOR THE PRODUCTION OF COVID--19 -RELEVANT MEDICAL AND PHARMACEUTICAL PRODUCTS

CALL FOR EXPRESSION OF INTEREST / ELIGIBILITY CRITERIA

- 1. Introduction:** This document describes the process and requirements to apply for a grant under the “COVID-19-relevant Medical and Pharmaceutical Products” (CMPP) component of the Joint Action Support towards Industrialization and the Productive Sectors (SIPS), which assists the Southern African Development Community (SADC) countries in their response to the COVID-19 pandemic.
- 2. Description of the Joint Action SIPS:** The SIPS Joint Action, implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, is a component of the Project “Cooperation for the Enhancement of SADC Regional Economic Integration (CESARE)”. It is co-funded by the European Union and the German Federal Ministry for Economic Cooperation and Development and is being implemented in cooperation with the SADC Secretariat.
- 3. Objective:** The CMPP component aims to scale up manufacturing of high-quality and affordable COVID-19-relevant medical and pharmaceutical products in the SADC region. With this objective, the Joint Action SIPS aims to foster self-reliant economies, decrease import dependency, build regional resilience to future disease outbreaks, strengthen healthcare service delivery, and improve local public health outcomes. Most importantly, facilitating improved access to COVID-19-relevant medical and pharmaceutical products will enhance measures by the governments of SADC Member States in curbing COVID-19 transmission and supporting socio-economic recovery in the region.
- 4. Scope of projects to be supported:**

This call for proposals aims to support innovative projects that increase the production and availability in the SADC region of high-quality products related to the COVID-19 vaccines’ administration and COVID-19 patients’ clinical management. This includes but is not limited to:

- a) items relevant for COVID-19 vaccine administration (e.g. syringes, needles, plasters, gloves);
- b) items relevant for COVID-19 vaccination management (including cold chain equipment, dry ice, vaccine carriers, deep freezers, vaccination monitoring tools);
- c) items relevant for COVID-19 patients’ clinical management (including anti-virals such as Molnupiravir, Paxlovid (Nirmatrelvir and Ritonavir), Dexamethasone, COVID-19 tests, oxygen concentrators, oxygen flasks, nasal cannula);
- d) items/machinery relevant for COVID-19 vaccine production (including production machinery, adjuvants, stabilisers, excipients, preservatives, vials, stoppers, packaging).

The proposed project is expected to contribute to the [Sustainable Development Goals](#) (SDGs), particularly SDG 3 – “Ensure healthy lives and promote well-being for all ages” and the [SADC Industrialization Strategy and Roadmap 2015-2063](#) goals.



5. Expected impact of supported projects:

The project proposal submitted by applicants must demonstrate its potential development benefits for SADC countries (e.g. establishment of new technologies, novel trade opportunities, increased employment, increased quality of products, cheaper products, etc.) and their citizens. It should not simply constitute an investment in the company's actual core business. The project should deliver a significant impact in one or more areas directly related to the current COVID-19 pandemic and its effects in the SADC region. This includes the following potential areas:

- a) Increased production of affordable, high-quality and innovative products to address the COVID-19 pandemic in SADC Member States
- b) Supporting/ facilitating improved clinical management of COVID-19
- c) Increased affordable supply and availability of such products for the SADC population
- d) Reduce disease transmission and improve patients' management

6. Eligible countries: Applications from all SADC countries will be considered. Therefore: Angola, Botswana, Comoros, Eswatini, Democratic Republic of the Congo, Lesotho, Madagascar, Malawi, Mozambique, Mauritius, Namibia, Seychelles, South Africa, Tanzania, Zambia, Zimbabwe.

7. Grant size: The grant amount ranges from EUR 50,000 up to EUR 200,000. The grant amount provided for profit-making companies will not exceed 50% of the company's average annual turnover for the fiscal years 2018 – 2019 - 2020. In the case of both profit-making companies and non-profit making initiatives, this grant will be provided through a joint contribution approach, wherein the project grant represents a maximum of 75% of total project costs. Therefore, the recipient is expected to make a financial and/ or in-kind contribution of at least 25% of total project costs – for details, please see section 8 below. In addition to the grant, technical assistance may be provided.

8. Recipient contribution: The expected contribution of a company/ initiative or another recipient to the project shall be at least 25% of total project costs under this call for proposals. This contribution may be in salaries, own financial contribution, company/ initiative space/ rooms, exploratory costs, consultants, marketing and distribution costs, and any other similar costs. The recipient must demonstrate sufficient cash flow capacity to provide its own financial contribution.

9. Term of the project to be supported: Support will be awarded to projects with a maximum implementation period of 12 months (i.e. the period from Grant Agreement signing to project completion is not longer than 12 months).

10. Eligible costs: For the implementation, the following costs are **eligible**. These should all be verifiable project-specific costs and not represent general company/ initiative operating or other non-project specific costs:

- a) Staff costs;
- b) Equipment and machinery;
- c) Raw materials;
- d) Other manufacturing costs;
- e) Distribution costs;



- f) Other costs may be considered on a case-by-case basis.

In particular, but not exclusively, the following costs are **ineligible**:

- a) Bonuses, provisions, reserves or non-remuneration related costs;
- b) Duties, taxes and charges, including VAT, that are recoverable/deductible by the applicant;
- c) Return of capital;
- d) Debts and debt service charges;
- e) Provision for losses, debts or potential future liabilities;
- f) Costs of purchase of land or buildings.

The grant beneficiaries will submit a quarterly financial statement based on incurred direct costs (i.e. a detailed breakdown of expenditure is needed and lump sums will not be accepted). All amounts and units of the estimated budget are settled against the subsequent provision of evidence. The recipients will provide appropriate evidence for costs related to own staff salaries (payslips and timesheets) and expenses related to external experts remuneration (e.g. invoices of service contracts). Relevant supporting procurement documents will be established by third parties including, supplier's invoices, vouchers, bills and receipts.

In the purchasing of goods and services, contract award procedures must be followed. As a general rule, tenders must be carried out.

11. Companies¹ Eligibility Criteria:

Companies applying for a grant, may be either for-profit entities (profit-making companies) or not-for-profit entities (non-profit making companies, such as university initiatives or national technology initiatives) in the SADC region with innovative projects for the manufacturing of COVID-19-relevant medical, pharmaceutical, including vaccination-related products and patient management products.

A. For-Profit companies:

Eligible for-profit companies must meet the criteria listed below. These should be demonstrated, to the satisfaction of the SIPS project management team, including, where relevant, provision of necessary supporting documentation:

- a) The company must be officially registered and legally authorized to operate within one or more SADC countries.
- b) The company is not subject to tax liability in Germany.
- c) Any funding provided through this call is subject to an examination of admissibility under European state aid law.

¹ The term "Company" is used to refer to any entity or corporation, including: private, public, for-profit, not for profit, academic institution, research center.



- d) The company should provide copies of valid company or organisation registration/ licensing and tax clearance certificates.
- e) At least 2 financial statements of fiscal years 2018, 2019, 2020 as per relevant national regulations. These may include audited reports, accountant's reports, income tax compliance statements or similar.
- f) Minimum average annual turnover² over the fiscal years 2018, 2019, 2020: EUR 200,000.
- g) Minimum number of full-time employees as of 1 January 2022: 15
- h) The company may be privately or publicly owned.
- i) The company must not be involved with trade in, or production of banned substances.
- j) The company should be able to demonstrate compliance with environmental protection measures and relevant national and regional laws.
- k) The company should demonstrate non-discrimination in terms of gender and disadvantaged groups.
- l) The company should demonstrate commitment to protecting employees' rights in terms of relevant national and international laws.

B. Not-for-profit companies, including universities and research centers:

Eligible, not-for-profit companies, must meet the criteria listed below. These should be demonstrated, to the satisfaction of the SIPS project management team, including, where relevant, provision of necessary supporting documentation:

- a. The company has to be entirely not-for-profit.
- b. The company must be officially registered and legally authorized to operate within one or more of the SADC countries.
- c. The company should provide copies of valid registration and/or operation/ licensing and tax clearance certificates.
- d. The company is not subject to tax liability in Germany.
- e. Minimum number of full-time employees as of 1 January 2022: 15.
- f. The company may be privately or publicly owned.

² business turnover is **the sum of sales made over a given period.**



- g. The company must not be involved with trade in or production of banned substances.
- h. The company should be able to demonstrate compliance with environmental protection measures and relevant national and regional laws
- i. The company should be able to demonstrate non-discrimination in terms of gender and disadvantaged groups.
- j. The company should demonstrate commitment to protecting employees' rights in terms of relevant national and international laws.

12. Proposals' Eligibility Criteria:

Eligibility criteria include the following elements:

- a) The project would not be executed without SIPS grant support.
- b) The project has a clear development benefit for the community/ country/ region (including improved quality or accessibility or lower prices of relevant goods, increased employment among others).
- c) The nature and extent of planned changes, enabled by the project, are objectively measurable over the project duration.
- d) The project can be reasonably judged to be commercially justifiable.
- e) Project design is coherent, objectives and activities are realistic.
- f) The project must demonstrate the sustainability of its results.
- g) Project is intended to manufacture COVID-19-relevant medical or pharmaceutical products in SADC related to COVID-19 vaccination and COVID-19 patients' clinical management, as described in article 4 of this document.
- h) For university or research centers, selection criteria also include the number of members in the research group, number of graduated students, funds previously attracted and number of publications during the last five years.

13. Selection Process:

Applications meeting all eligibility criteria described in section 11 and 12 will be rated in different categories using the selection criteria mentioned below:

- a) Applicant operational maturity and stability
- b) COVID-19 related industrial development, societal and health benefits of the project



- c) Level of the relevant technical capability of the applicant
- d) Impact of SIPS support on project probability of success and sustainability of the results
- e) Project implementation plan's schedule, strength and clarity

Successful projects will be selected from the short list established under those criteria and following completion of a due diligence process.

14. General information and instructions

- a) Response to this call does not give any legal entitlement to a grant from this project. GIZ and the CMPP value chain co-funders and beneficiaries do not guarantee that any submitted application for the grant will be selected for funding.
- b) Respondents are encouraged to be specific and adhere to given instructions in all their submissions to simplify the assessment process.
- c) Call for proposals will be advertised on the SADC website, in national newspapers and on professional newspapers and websites on **10th of March 2022**. Respondents to this call will be requested to provide information that will be used by the Joint Action SIPS for selection and analysis purposes. Data will be analysed anonymously. The Joint Action SIPS guarantees the confidentiality of the information provided.
- d) Respondents to the call should submit the eligibility questionnaire available at the following website: <https://tinyurl.com/CMPPCall2> , upload the project proposal and the requested documents. Incomplete submissions will not be accepted. Deadline for submission is **25th of April 2022 18:00hrs (Botswana time)**.
- e) Upon confirmation of the proposal's eligibility, the respondent will receive a weblink to submit the full proposal, which includes a detailed project proposal, supporting documents and questionnaire aimed at evaluating the eligible proposals.
- f) Application forms are available in English, French and Portuguese, and proposals will be accepted in these languages. Please note that where proposals are submitted in either French or Portuguese, responses to the applications may involve increased processing and assessment time, but this is without any prejudice to the company/ initiative (translation services will be required for documents submitted in French or Portuguese - these will be provided by third parties and costs are not expected to be covered by the applicant). Applicants who can respond in English are therefore encouraged to do so. For the purposes of clarity, projects will not be assessed or graded in any way on the basis of the language used, or level of proficiency in English.
- g) Notwithstanding section 14, point f), signed copies of grant agreements and related documentation for successful projects will be prepared in English. Where required, a translated version in either French or Portuguese can be provided to the recipients, but the English version document will be legally binding and enforceable.
- h) GIZ will conduct a 2-hour information session on **the 28th of March and 11th of April 2022 at 10:00 hours (Botswana time)** to attend to any further questions from applicants.
 - i) Meeting link for information session 1 - <https://tinyurl.com/SIPInfo1>
 - ii) Meeting link for information session 2 - <https://tinyurl.com/SIPInfo2>



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For further enquiries or technical questions, please email ITsupportSIPS@giz.de. Please state in the subject line of your email “Project Concept SIPS COVID-19 [Company name, Country] in all your correspondences.